

### Oh My! Tweet Is No. 1 Again

**Tweet** holds on to the top spot on **R&R's** Urban chart for a second consecutive week with "Oops (Oh My)." The freshman effort by the Gold Mind/Elektra/EEG artist also moves 7-4\* at CHR/Rhythmic and is second Most Added at CHR/Pop with 39.



# R&R

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### Grammy Gold-Digging!

**R&R** photographers were all over the post-Grammy parties last week, snapping off the best shots the trades have to offer. It all begins on Page 1 with a photo recap of the evening's biggest winners, followed by Grammy-party snaps on Page 33.



TALENT BRAINS BEAUTY



IT RUNS IN THE FAMILY



ATLANTIC RECORDS



# the goo goo dolls

**On Your Desk Now!  
Multi-Format Impact  
March 11 & March 12**



## HERE IS GONE

the first single from their highly anticipated new album  
**GUTTERFLOWER**

produced by Rob Cavallo and the Goo Goo Dolls  
mixed by Tom Lord-Alge, management by Pat  
Magnerella for Atlas/Third Rail Management



[gogoodolls.com](http://gogoodolls.com) [wbr.com/gogoodolls](http://wbr.com/gogoodolls)

AOL KEYWORD: GOO GOO DOLLS

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Perhaps a sales manager's greatest day-to-day challenge is finding the right sales candidates and training them well, all in the interest of retaining their services for as long as possible. Because the sad fact is that as many as 90% of salespeople don't make it through their first year of employment. So how should you train your troops? MMS Editor **Jeff Green** offers Ten Tips for a Successful Sales Meeting and Ten Techniques of Top Management Coaches. Sales trainer Irwin Pollack checks in with some great secrets to recruitment, interviewing and hiring. This week's MMS section also has an informative Spring Sweep Checklist from John Lund, and you'll find Clear Channel/Texas Regional VP Dusty Black in our GM Spotlight.

Pages 9-13

**GOOD MORGAN!**

Hard to believe, but we're approaching the 40th anniversary of Robert W. Morgan's arrival in major-market radio and rise to legendary status as Boss Jock on KHJ/Los Angeles. One of radio's biggest legends is the focus of this week's Legends with **Bob Shannon**.

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**IN THE NEWS**

- **John Ryan** appointed GM for KMPC/L.A.
- **WOGI** moves into Pittsburgh market, **Matt Allbritton** PD
- **James Wilson** becomes Sr. Nat'l Dir./Promo at Motown
- **Dave Anthony** appointed WWSO/Norfolk PD

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**THIS #1 WEEK**

- CHR/POP**
  - **LINKIN PARK** In The End (Warner Bros.)
- CHR/RHYTHMIC**
  - **JENNIFER LOPEZ** Ain't It Funny (Epic)
- URBAN**
  - **TWEET** Oops (Oh My) (Gold Mind/Elektra/EEG)
- URBAN AC**
  - **MICHAEL JACKSON** Butterflies (Epic)
- COUNTRY**
  - **TIM MCGRAW** The Cowboy In Me (Curb)
- AC**
  - **ENRIQUE IGLESIAS** Hero (Interscope)
- HOT AC**
  - **CALLING** Wherever You Will Go (RCA)
- SMOOTH JAZZ**
  - **CHUCK LOEB** Pocket Change (Shanachie)
- ROCK**
  - **PUDDLE OF MUDD** Blurry (Flawless/Geffen/Interscope)
- ACTIVE ROCK**
  - **PUDDLE OF MUDD** Blurry (Flawless/Geffen/Interscope)
- ALTERNATIVE**
  - **PUDDLE OF MUDD** Blurry (Flawless/Geffen/Interscope)
- TRIPLE A**
  - **ALANIS MORISSETTE** Hands Clean (Maverick/Reprise)



**Recent TV, Cable Rulings Could Spark Merger Frenzy**

■ **Smulyan: 'There's a real question about what this does to the viability of local broadcasting'**

BY STEVE WONSIEWICZ  
R&R MUSIC EDITOR  
swonz@rroonline.com



Smulyan

Small and mid-sized radio groups, already facing stiff competition from the industry's largest chains, could be forced to buy or be sold to rivals if a recent court decision calling for further deregulation of the terrestrial and cable TV businesses takes hold. Going it alone and picking up a few properties along the way may

no longer be an option in the face of expected competition from some of the world's largest media conglomerates.

That's because of a Feb. 19 ruling by a three-judge panel of the U.S. Court of Appeals for the District of Columbia that struck down rules barring cable operators from owning TV stations in the same market. The judges

**DEREGULATION/See Page 16**

**Jacobs Explores The Effect On Radio**

Regent Chairman/CEO Terry Jacobs has some good news for station operators: Radio may actually pick up more local business if media cross-ownership regulations are loosened. Unfortunately, he says, small and mid-sized radio operators could be forced to partner up and grow bigger in order to go head to head with media giants hellbent on increasing reach and market share.



Jacobs

JACOBS/See Page 34

**Gorman Joins Gold Circle As SVP/GM**

Gold Circle Entertainment has named **Tom Gorman Sr.** VP/GM at the Gold Circle Music Label Group. Based in Los Angeles and reporting to Gold Circle Entertainment President/CEO Rob Dillman, Gorman will oversee marketing and sales efforts for the music group, as well as daily label operations.



Gorman

"Tom is a very experienced and dynamic record executive," Dillman said. "His love of music and knowledge of the business, combined with his impeccable

GORMAN/See Page 16

**NAB: XM Patent Allows Local Service**

■ **XM counters that patent is routine procedure**

BY JEFFREY YORKE  
R&R WASHINGTON BUREAU CHIEF  
yorke@rroonline.com

For years XM Satellite Radio and Sirius Satellite Radio have been telling terrestrial broadcasters, investors and the FCC that their digital-quality, subscriber-based service would not include local programming or inserts and that they needed terrestrial repeaters to fill in satellite-coverage gaps.



Fritts

Terrestrial broadcasters, led by the NAB, have long feared that those repeaters would be used to deliver specific local programming. The NAB said this week that it has found evidence that XM

could be heading in that direction: The satcaster was granted a patent on Feb. 12 for technology that could help it deliver local programming.

In a blistering four-page letter to the FCC, dated March 4, the NAB said XM's patent was for a process specifically designed to allow terrestrial repeaters to "provide geographically targeted broadcast data, such as weather, sports scores, advertisements and the like." The NAB contends that, while XM has been telling the FCC that it needs the

XM/See Page 17

**Grammy Goodness!**



Top winners at the Grammy Awards last week flash their trophies backstage at the Staples Center. Clockwise from top left: Alicia Keys hugs four Grammys, including one for Best New Artist; Pink, Christina Aguilera and Mya display their awards for Best Pop Collaboration; U2's Edge, Adam Clayton, Bono and Larry Mullen Jr. collect their Record of the Year honors; and Nelly Furtado poses with her Best Female Pop Vocal award.

**DOJ Set To Oversee All Media Mergers**

■ **But Hollings, consumer groups oppose plan**

BY MOLLE ZIEGLER  
R&R WASHINGTON BUREAU  
mziegler@rroonline.com

Anti-trust regulators at the Department of Justice and the Federal Trade Commission announced on Tuesday new plans to restructure merger-agreement oversight on an industrywide basis, ceding all media, entertainment and telecommunications issues to the DOJ. Currently, the two regulatory agen-

cies share jurisdiction over all mergers, with individual deals assigned to the agency seen as having more expertise.

Asst. Attorney General Charles James and FTC Chairman Timothy Muris said that they signed the agreement in order to speed up the clearance-dispute process and allow agencies to allocate resources in a more efficient manner. An FTC

DOJ/See Page 17

**Bubba Innocent Of Animal Cruelty**

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



Clem

It took almost one year for the state of Florida to have its day in court to try to prove that WXTB (98 Rock)/Tampa morning host **Bubba The Love Sponge** and two others violated the state's animal-cruelty laws when a wild boar was slaughtered live on the air in February 2001. But it took a Tampa jury less than two hours to decide that the four were not guilty of the charges.

The jury's decision came Feb. 28

BUBBA/See Page 16

IMPACTING MODERN AND ACTIVE ROCK  
MARCH 11th & 12th

PENAL CODE: 428-78

THREE STRIKES IN CALIFORNIA = LIFE IN PRISON

# 3RD STRIKE

THE FIRST SINGLE FROM 3RD STRIKE'S DEBUT ALBUM "LOST ANGEL"

## NO LIGHT



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"They're like a dirtier, harder rockin' Linkin Park. This record is perfect for what is going on in rock right now, sounds awesome on the radio.

I think with their touring efforts and fan sensibility they will break through!"

- Pat Martin, PD KRXQ

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## Ryan Becomes GM KMPC/Los Angeles

Sporting News Radio's **KMPC-AM/Los Angeles** has named **John Ryan** GM. Ryan replaces Nancy Cole, who recently exited the station.

Ryan joins KMPC following three years as VP/Market Sales Manager for Hispanic Broadcasting's L.A. stations. His Los Angeles market experience also includes a decade at KKBT and KCMG, where he served in a number of positions between 1989-99, and three years with KROQ, where he was an AE from 1986-89.

"John knows the L.A. marketplace inside and out," said John Cravens, Sporting News Radio's

**RYAN/See Page 16**

## Anthony Appointed WWSO/Norfolk PD

**Dave Anthony** has been named PD for Barnstable Broadcasting's **WWSO (Oldies 92.9)/Norfolk**, which segued from Urban Oldies in December. Anthony was previously PD at WSOX/York, PA.

"I'm excited about the opportunity ahead," Anthony said. "The market is ready for a great Oldies radio station, and that's what we plan to give it. Barnstable Broadcasting is a company I've admired for a long time. I look forward to leading Oldies 92.9 to the same kind of success we've enjoyed in Central Pennsylvania."

In addition to programming Oldies WSOX, Anthony's 24-year radio career includes stints at WQXL/Ann Arbor, MI and the former WKIX/Raleigh-Durham. He begins his new duties on March 11.

## Wilson Gets Promo Duties At Motown

**Motown Records** has tapped **James Wilson** as Sr. National Director/Promotion.



Wilson

Based in Dallas and reporting to Sr. VP/Marketing & Promotion Michael Johnson, Wilson will assist in supervising field staff and managing promotion and marketing campaigns.

Prior to joining Motown Wilson was a Promotion Director for Interscope Records for the Carolinas region. He began his music-industry career at Arista Records as a Director/Promotion in the Carolinas and Southwest regional markets.

## Sharp-Dressed Men!



*CRS 33 brought Country radio's elite into Nashville last week for more than 50 educational sessions and dozens of performances by country stars and new artists. Among the week's special surprises: an appearance by ZZ Top at RCA Label Group's cruise aboard the General Jackson showboat. Dusty Hill, Frank Beard and Billy Gibbons performed with RLG artists who appear on the upcoming CD Sharp Dressed Men: A Tribute to ZZ Top. Here, the ZZ trio show Arista/Nashville's Kix Brooks and Ronnie Dunn — recipients of the Country Radio Broadcasters' 2002 Humanitarian Award — their world-famous moves.*

## It's The Pitts For Froggy

### ■ Keymarket moves Country WOGI into Pittsburgh

Culminating two years of effort, Keymarket Communications has moved the tower of **Country WOGI (Froggy 98.3)/Charleroi, PA** to downtown Pittsburgh. The move gives Steel City its second FM Country outlet.

Commenting on the move-in, Keymarket President Gerald Getz said, "We are delighted at the opportunity to serve the 1 million people of Allegheny County. This all-new Pittsburgh station will complement the rest of the Froggy stations throughout the region. We expect to employ up to 30 people by the end of our first year in operation and to house everyone, including the corporate office, at a new facility."

Keymarket VP/Programming Frank Bell said, "Froggy 98.3 is all

about having fun while listening to the radio. That means long, commercial-free music sweeps every hour, plenty of chances for local listeners to win money, and entertaining local personalities who love to get out and meet people in the community."

WOGI celebrated the move to its new home with 10,000 songs in a row and \$1,000 in cash after every 1,000 songs. The promotion is hosted on-air by longtime Steel City personality **Jimmy Roach**, who will anchor the station's morning show.

Country WOGI was previously a simulcast with the company's WOGG, with **Matt Allbritton** as PD. Allbritton remains PD of WOGI, and a search for a new WOGG programmer is underway.

## Taylor Tapped As WMC/Memphis PD

**Chris Taylor** has been named PD of Infinity's Hot AC **WMC-FM/Memphis**. He was most recently OM for Flinn Broadcasting's cross-town CHR/Pop WKSL (now CHR/Rhythmic WYYL) and CHR/Rhythmic KXHT. Taylor fills the spot vacated by Steve Kelly, who resigned.

"Hiring Chris is a very positive move for the radio station," VP/GM Terry Wood told R&R. "He brings great expertise to the heritage AC in the market. The staff has already taken to his leadership ability very enthusiastically."

Taylor said, "My goal is to refocus the sound of the station and give it an updated and improved sound. I'm proud to be the team leader of a strong group of marquee air talent who are the best in the city and have been with the station for many years."

Taylor's background includes positions as Asst. PD/MD at WHPT/Tampa; PD at WXLK/Roanoke, VA; and MD at WAVA/Washington. He's also been on-air at WRQX/Washington, WBW/Washington, WNVZ/Norfolk and WRVQ/Richmond.

MARCH 8, 2002

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## Cl. Channel Takes WHCN To 'The River'

After 32 years in the AOR and Classic Rock arenas, Clear Channel's **WHCN/Hartford** flipped on March 1 from Classic Rock to what PD Tom Bass calls a Classic Hits-Rock AC hybrid as "Rock Hits — The New River 105.9." Current artists now heard on the station include The Goo Goo Dolls, Staind, Dido, Train and Incubus.

"Our goal is to be Hartford's uptempo work choice, and so far feedback from the flip has been incredible," Clear Channel VP/Market Manager Paula Messina said. "Given the significance of the Connecticut River and Hartford's Riverfront Recapture program, The New River 105.9 means more than just a style of format."

Clear Channel also owns Sports WPOP, CHR/Pop WKSS, Alternative WMRQ and Country WWYZ in the market. WHCN tied for eighth in the winter 2002 Phase One Arbitrends with a 4.1 share and was ninth in the fall 2001 Arbitron book with a 3.7.

## Rafter To PD At WJLK/Monmouth-Ocean

**Jeff Rafter** has been appointed PD of Nassau Broadcasting Partners' Hot AC **WJLK/Monmouth-Ocean**. He was previously PD/air talent at Nassau's WNJO/Trenton, NJ. He replaces Mike Kaplan, who left to program KRBZ/Kansas City.

"I was OM of WJLK-AM back in the early '80s, and I'm really excited to be heading back home to WJLK-FM," Rafter told R&R. "I'm looking forward to joining a market

leader with a fantastic staff. Our product is well-focused and well-branded. Since we are sandwiched between New York and Philadelphia, the audience is accustomed to hearing great radio. My focus will be to keep us sounding great locally, with a polished, major-market sound. Anything less just won't do."

**RAFTER/See Page 16**

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## EARNINGS

### Saga CEO: Consolidators Are Having 'Acid Reflux'

■ Regent sees 'penlight' at end of tunnel for economy

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

**S**aga Communications held its Q4 conference call on Tuesday morning, and the conversation swung from the company's Q4 and fiscal year 2001 financial data to how Saga is being approached by other broadcasters for acquisitions and how Saga President/CEO Ed Christian is frustrated by how little financial data is available in his company's markets.

During the call with investors and analysts, Christian said that some broadcasters are having "acid reflux because they've eaten too many stations too fast" — and that he has received unsolicited offers over the last two weeks from broadcasters impressed by Saga's balance sheet and eager to sell. Christian said, "People have suddenly realized that perhaps they waited too long and that they have to do something." He added, "Their choices are a little bit limited, if you really look around." Though he said it is too early to discuss any details, Christian called the situation "a very intriguing turn of events, and in our favor."

In Q4 Saga's radio division watched its revenue dip 3%, to \$23.7 million, while broadcast cash flow declined 11%, to \$8.7 million. On a same-station basis, radio revenue declined 8% and BCF declined 12%. On a pro forma basis, radio revenue slid 9%, to \$23.7 million, and BCF slipped 15%, to \$8.7 million. The company as a whole saw after-tax cash flow improve 3% in Q4, to \$6.5 million, or 38 cents per share. Q4 net income declined 11%, to \$2.4 million, or 15 cents per share.

For the full year, Saga's radio division operating revenue grew 4%, to \$93 million, but BCF slid 1%,

to \$34.7 million. Same-station radio revenue and BCF both fell 2%. On a pro forma basis, radio revenue dropped 2%, to \$94.2 million, and BCF fell 5%, to \$34.9 million. Saga's net income for 2001 fell 1%, to \$8.6 million, or 51 cents per share.

During the call Christian lamented how scarce market revenue data has become, making comparisons difficult. He said that accountants Hungerford Aldrin Nichols & Carter and Miller Kaplan Arase & Co. have "wiggled out" because of stations that no longer provide revenue data, and his company is increasingly unable to obtain reliable revenue-share comparisons. After noting that Citadel doesn't report in Portland, ME, and only two companies report in Des Moines, Christian said, "For us to get our hands around how individual markets performed is becoming increasingly difficult."

Christian also defended his company after Wachovia Securities analyst James Boyle pointed out that, according to the RAB, the overall industry posted a 7% decline in same-station revenue while Saga posted a 9% decline. (Boyle noted that Saga has outpaced the industry in the past.) Saga CFO Samuel Bush called the RAB's numbers "surprising" and said Saga outpaced every market where either Hungerford or Miller Kaplan operates. Late Tuesday Boyle reiterated his "buy" rating on SGA stock at a target price of \$24 per share. It closed at 21.50 in Tuesday's trading.

#### Regent Looks For Turnaround

**R**egent Communications COO Bill Stakelin may have wanted more out of the company's Q4 and FY2001 financial results,

but he said there's "a penlight at the end of the tunnel" for Q1 and for a possible turnaround this year of the industry's frail financial state. "Hopefully," he said, "as we go to Q2 we can at least get a light equivalent to a good household flashlight. By the end of the year we hope that a train with a full light will be roaring out of the tunnel toward a healthy economy."

As for the just-ended quarter and fiscal year, Regent missed Wall Street estimates and posted increased losses. The company reported a \$2.2 million loss, or 6 cents per share, compared with a \$1.3 million loss, or 4 cents, in Q4 2000. Thompson Financial/First Call told R&R that UBS Warburg's Chris Dixon — the only analyst to provide estimates for Regent — had forecast a 1 cent profit.

Regent's Q4 net revenue dropped 4%, to \$13.7 million, while BCF decreased 29%, to \$3.4 million; the company attributes the decrease to "as planned" investment spending on its developing radio properties. Q4 EBITDA declined 32%, to \$2.3 million, and after-tax cash flow was \$1.6 million, or 5 cents per share. On a same-station basis, revenue — excluding barter — slid 9% and BCF declined 18%. On a pro forma basis, net revenue fell 7%, to \$15.1 million, and BCF slid 31%, to \$4 million.

Despite higher revenue, Regent posted a loss for FY2001. Full-year net revenue increased 22%, to \$53.7 million, and BCF grew 9%, to \$15.2 million. EBITDA improved 10%, to \$10.3 million, and ATCF was \$7.1 million, or 20 cents per share. But the company posted a net loss of \$1.7 million for the year,

EARNINGS/See Page 17

## BUSINESS BRIEFS

### Clear Channel Forms Music-TV Venture

**C**lear Channel has joined with RLR Productions to form **Music Music Entertainment**. The joint venture between Clear Channel Entertainment's TV division and RLR — a TV company headed by record producer Phil Ramone, music-industry vet Chip Rachlin and TV writer-producer David Leaf — will produce music-based TV programs. M2E's first project in the two-year deal will be a *50th Anniversary of Rock and Roll* special.

### FCC Actions

**T**he request by **Michael Rice**, a convicted sex offender whose licenses have been revoked by the FCC, for the commission to review its October 2001 order to shut down his seven stations in Indiana and Missouri has been denied. "It don't mean a thing," Rice told R&R. "The case has been out of the FCC's hands since last year." He was referring to his pending case in a Washington, DC appeals court that seeks a reversal of the license revocations based on Rice's assertion that the FCC never considered that his then-untreated mental illness was what led him to have sexual relations with teenage boys. Rice was convicted on several felony sex charges, leading the FCC to deem him unfit to be a licensee. While Rice and the FCC agree that Rice's attorneys never presented the mental-illness issue at Rice's initial hearing, the commission called the issue an "unsuccessful legal argument." Rice's attorney Brian DeBoyce disagrees, saying that Rice previously had "ineffective assistance of counsel" and that the matter should be remedied in view of the repercussions of "taking away everything [Rice] has."

• The FCC has red-flagged **Clear Channel's** pending acquisition of WDAK-AM/Columbus, GA. The commission wants to take a closer look at the deal because of concerns over ad-share concentration and market share. Clear Channel already owns seven of the 19 stations BIA lists in the Columbus market.

• **Abundant Life** must forfeit its Hattiesburg, PA construction permit, the FCC has ordered, because the company did not submit its final auction payment. The commission rejected ALI's argument that a pending U.S. Court of Appeals case — in which the loser in the auction for the permit, Unity Broadcasting, wants ALI's win overturned — should excuse ALI from paying, because the FCC's auction policies state that applications that are attacked won't be considered for final action until all petitions against them are resolved. But the FCC countered that the policy doesn't excuse an auction winner from making its required payments. The commission refused ALI's request for an extension on the payment and told Unity that if it submits 20% of its previous high bid, it will be awarded the Hattiesburg CP.

### R&R Stock Index

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

	Change Since				
	3/1/02	2/22/02	3/1/01	2/22/01	2/15/02-2/22/02
R&R Index	240.04	239.03	249.76	-3.9%	.4%
Dow Industrials	10,368.86	9968.15	10,450.14	-8%	4%
S&P 500	1,131.78	1089.84	1241.23	-8.8%	3.8%



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## DEAL OF THE WEEK

• **WRMF-FM/Palm Beach**  
(W. Palm Beach-Boca Raton), FL  
**\$70 million**

## 2002 DEALS TO DATE

**Dollars to Date: \$343,071,911**  
(Last Year: \$3,860,248,556)

**Dollars This Quarter: \$343,071,911**  
(Last Year: \$2,202,699,600)

**Stations Traded This Year: 114**  
(Last Year: 1,054)

**Stations Traded This Quarter: 114**  
(Last Year: 343)

## TRANSACTIONS AT A GLANCE

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

- KBYR-AM/Anchorage, AK \$270,000
- KPMO-AM/Mendocino, CA \$100,000
- KMJC-AM/Mount Shasta and KSYC-AM/Yreka \$300,000
- WWKQ-FM/Kissimmee (Orlando), FL \$1.5 million
- WEGY-FM/Pana, IL \$950,000
- KCBZ-FM/Cannon Beach, OR Undisclosed
- WVGW-FM/Charlotte Amalie, St. Thomas, VI Undisclosed
- KUKN-FM/Kelso, WA Swap
- KLYK-FM/Longview, WA Swap

# Palm Beach Broadcasting Buys WRMF

Heritage West Palm Beach Hot AC sells for \$70 million; Clear Channel acquires Columbus, GA duo

### Deal of the Week

#### Florida

#### WRMF-FM/Palm Beach (W. Palm Beach-Boca Raton)

**PRICE:** \$70 million  
**TERMS:** Asset sale for cash  
**BUYER:** Palm Beach Broadcasting LLC, headed by President Michael Cutchall. No phone listed. It owns no other stations.  
**SELLER:** James Crystal Enterprises, headed by President Jim Hilliard. Phone: 561-868-1100  
**FREQUENCY:** 97.9 MHz  
**POWER:** 100kw at 1,348 feet  
**FORMAT:** Hot AC  
**COMMENT:** Grant Hill Equity Partners, which has interests in Dame Broadcasting and Equity Communications, and Steven Gormley and Christopher Busby are all equity partners in Palm Beach Broadcasting.

### Multistate Deal

#### Clear Channel/Solar Broadcasting Transaction

**PRICE:** \$2.73 million  
**TERMS:** Asset sale for cash  
**BUYER:** Clear Channel Communi-

cations, headed by Radio CEO Randy Michaels. Phone: 859-655-2267. It owns 1,212 other stations, including WMLF-AM, WPNX-AM, WAGH-FM, WBFA-FM, WGSY-FM & WVRK-FM/Columbus, OH.  
**SELLER:** Solar Broadcasting Co., headed by President Allen Woodall. Phone: 706-596-5100  
**COMMENT:** Cumulus originally agreed to purchase these stations but pulled out of the deal. As a result, Solar is selling the stations directly to Clear Channel.

#### Alabama

#### WSTH-FM/Alexander City (Columbus, GA)

**FREQUENCY:** 106.1 MHz  
**POWER:** 86kw at 981 feet  
**FORMAT:** Country

#### Georgia

#### WDAK-AM/Columbus

**FREQUENCY:** 540 kHz  
**POWER:** 5kw  
**FORMAT:** Sports

#### Alaska

#### KBYR-AM/Anchorage

**PRICE:** \$270,000  
**TERMS:** Asset sale for cash

**BUYER:** Cobb Communications Inc., headed by President Thomas Tierney. Phone: 907-243-6027. It owns no other stations.

**SELLER:** Northern TV Inc., headed by VP Jerry Bever. Phone: 907-273-3170

**FREQUENCY:** 700 kHz  
**POWER:** 10kw  
**FORMAT:** Country

#### KPMO-AM/Mendocino

**PRICE:** \$100,000  
**TERMS:** Donation  
**BUYER:** JPR Foundation Inc., headed by Exec. Director Ronald Kramer. Phone: 541-552-6301. It owns two other stations. This represents its entry into the market.

**SELLER:** Four Rivers Broadcasting Inc., headed by President John Power. Phone: 480-488-2596  
**FREQUENCY:** 1300 kHz  
**POWER:** 5kw day/77 watts night  
**FORMAT:** News/Talk  
**COMMENT:** Four Rivers Broadcasting is donating KPMO to JPR Foundation. The fair market value of the donation is estimated to be \$100,000. JPR will also be purchasing some of the equipment used to run the station from Four Rivers for an estimated \$25,000.

#### KMJC-AM/Mount Shasta and KSYC-AM/Yreka

**PRICE:** \$300,000  
**TERMS:** Asset sale for cash  
**BUYER:** JPR Foundation Inc., headed by Exec. Director Ronald Kramer. Phone: 541-552-6301. It owns two other stations. This represents its entry into the markets.  
**SELLER:** Four Rivers Broadcasting Inc., headed by President John Power. Phone: 480-488-2596  
**FREQUENCY:** 620 kHz; 1490 kHz  
**POWER:** 1kw; 1kw  
**FORMAT:** News/Talk; News/Talk  
**COMMENT:** The value of each station has been placed at \$150,000. In each case, \$15,000 will come from escrow. The remaining \$270,000 will be paid in cash at closing.

#### Florida

#### WWKQ-FM/Kissimmee (Orlando)

**PRICE:** \$1.5 million  
**TERMS:** Asset sale for cash  
**BUYER:** Concillio Mision Cristiano Fuente de Agua Viva, headed by President Rodolfo Font. Phone: 787-750-4090. It owns two other stations. This represents its entry into the market.

**SELLER:** Hispanic Broadcasting System, headed by President Idalia Arzuaga. Phone: 787-895-2725  
**FREQUENCY:** 89.1 MHz  
**POWER:** 1kw at 535 feet  
**FORMAT:** Misc.

#### Illinois

#### WEGY-FM/Pana

**PRICE:** \$950,000  
**TERMS:** Asset sale for cash  
**BUYER:** The Cromwell Group, headed by President Bayard Walters. Phone: 615-361-7560. It owns 18 other stations. This represents its entry into the market.  
**SELLER:** Miller Media Group, headed by President Randal Miller. Phone: 217-824-3395  
**FREQUENCY:** 100.9 MHz  
**POWER:** 4kw at 384 feet  
**FORMAT:** Country

#### Oregon

#### KCBZ-FM/Cannon Beach

**PRICE:** Undisclosed  
**TERMS:** Unavailable  
**BUYER:** Entercom Communications, headed by President/COO  
**Continued on Page 17**

## On Track

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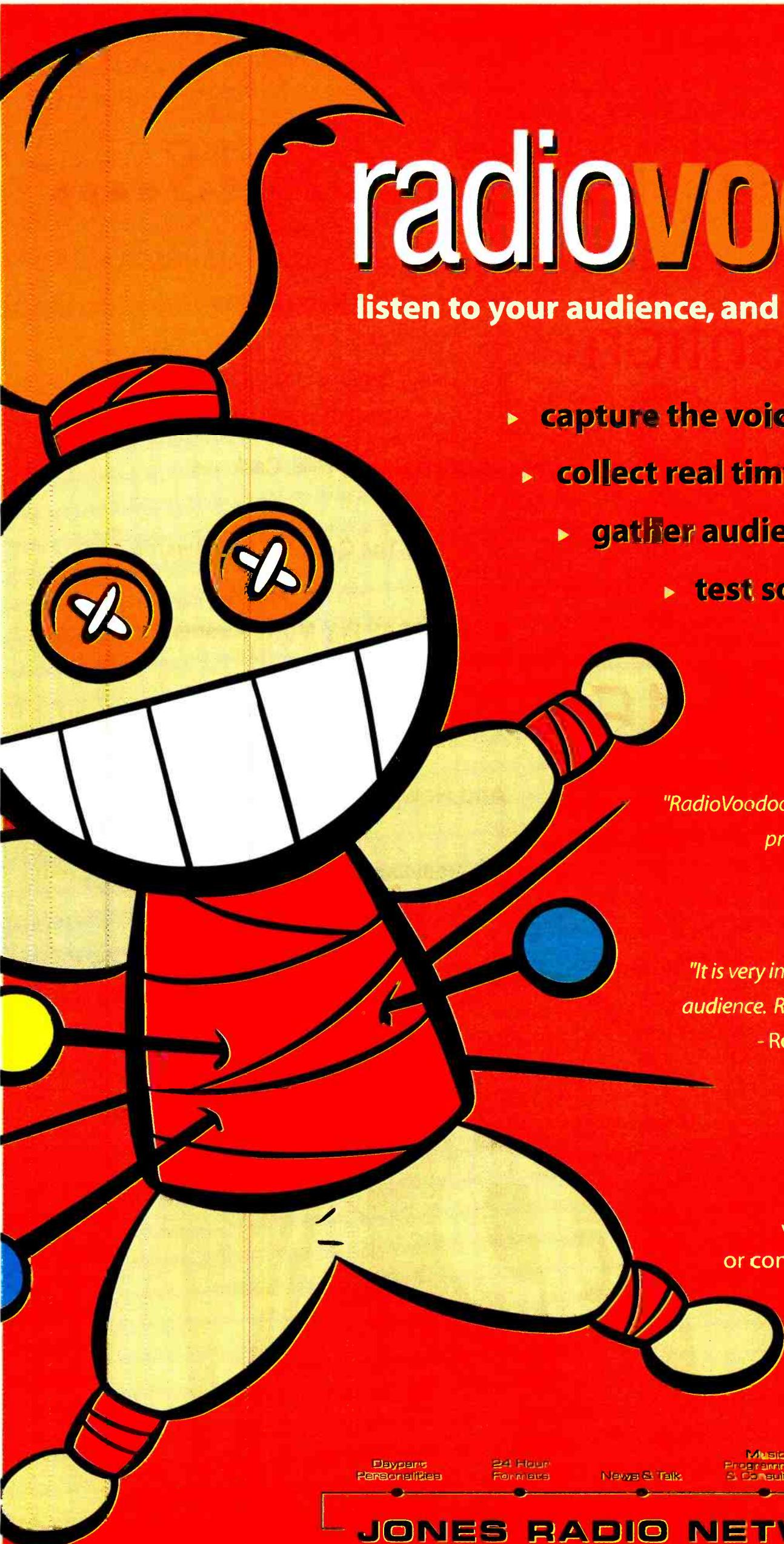
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WBCN/Boston

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KKBT/Los Angeles

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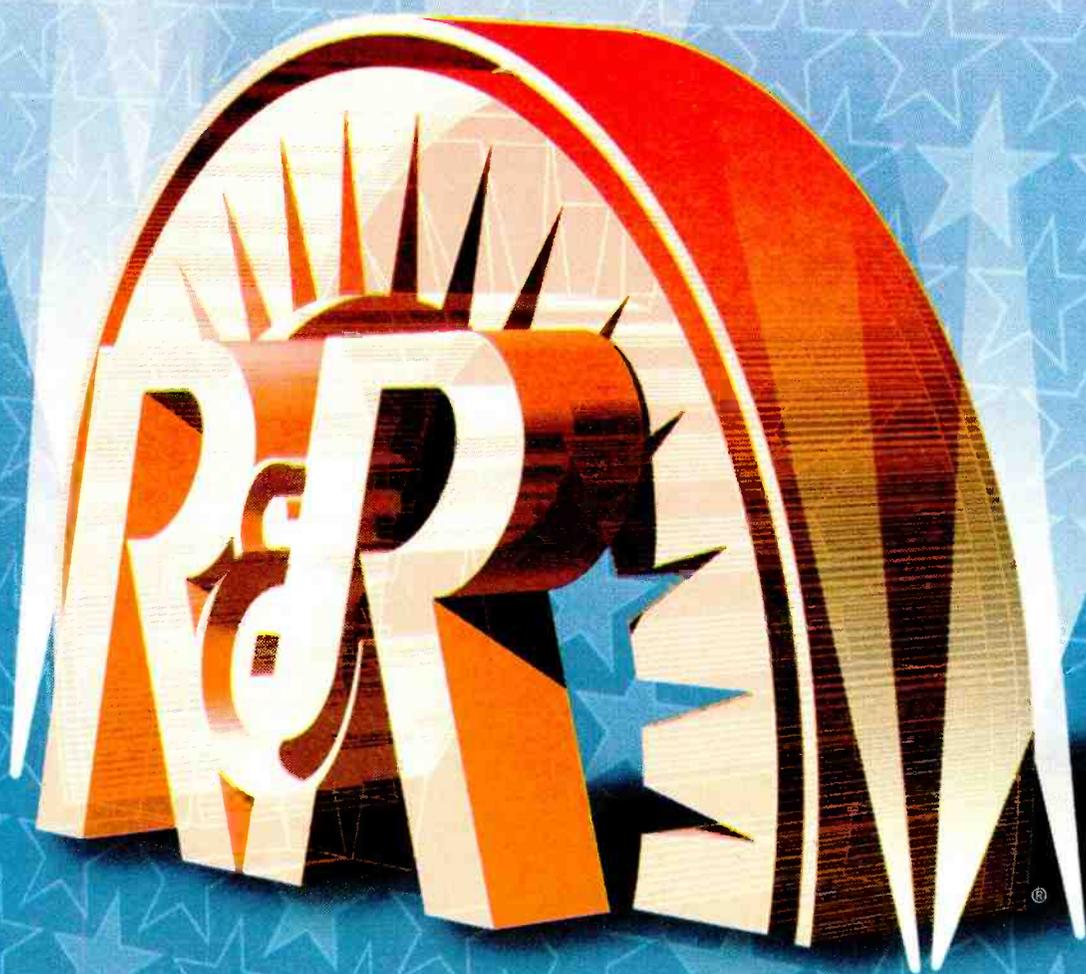
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- Austin's Dusty Black in the GM Spotlight, Page 10
- Irwin Pollack's recruiting and interview tips, Page 12
- More spring tuneup checklists from John Lund, Page 13

# MMS

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"Anyone who keeps learning stays young. The greatest thing in life is to keep your mind young."

— Henry Ford

## TOP TIPS FOR TRAINING YOUR TROOPS

### ■ RAB2002 showcases sales techniques

By Jeff Green

Executive Editor  
jgreen@ronline.com



JEFF GREEN

Here's a potent statistical combination: Sales consultant Sean Luce calculates that annual seller attrition or turnover runs as high as 80% to 90%. But that's no surprise, if you also consider his observation that 95% of salespeople do no upfront research before picking up the phone. And hitting the target is even harder when it's moving: The RAB estimates that, for various reasons, radio stations typically lose 15%-30% of their account base every year. Conclusion? Sales training, including time-management and priority-setting skills, must be the mantra for any station intent on delivering results. This week we provide "executive summaries" of some RAB2002 sales-training sessions — with information you can put to use right away.

#### SELLER ORGANIZATION AND MANAGEMENT

What are the most common weaknesses of new salespeople? Here are the recommendations — gleaned from his experience teaching 600 developing AEs at the RAB's Radio Training Academy in 2001 — of RAB Exec. VP/Services Mike Mahone.

- Don't assume what sellers know. Conduct knowledge-skills assessments on an individual basis.
- Make in-house training a priority.
- Get out from behind your desk and go out with AEs on sales calls.
- Invest in as much outside training and coaching as you can afford. Make sure that the salespeople know you care more about them than about any individual sale.

Most new AEs don't know how to manage the workday and will need help. Offer your salespeople these guidelines:

1. **Know how much money to ask for each day.** Teach AEs to calculate, from their own average closing ratio and your company's commission structure, how many dollars to ask for each day to reach their financial goals. Mahone says, "It's amazing how salespeople's perspective will change in terms of budgeting and goals when you're talking about their goals and not yours."

An AE who wants to earn \$60,000 a year and has a 25% closing ratio may need to ask for as much as \$1.6 million in business, but an amount like that may intimidate a new AE. To put it into perspective, show the AE how much money is being spent on advertising in your market every year.

2. **Provide prospecting tools.** Instead of call lists, which sellers hate, develop prospecting systems to help AEs stay focused and to help you track their activities. Mahone suggests a daily prospect planning sheet, created one to two weeks in advance, that includes the following elements:

- Name of the account
- Client-needs analysis
- Type of presentation (verbal, written, PowerPoint, etc.)
- Type of marketing plan (spot package, promotion, etc.)
- Dollars to ask for
- Presentation results
- Followup action plan

From the RAB, your sellers can use "Private Eye" target reports, which index, by format preference, listeners' likelihood of purchasing virtually every possible product and service; the "RAB Top 40 Category Chart," which details, month by month, when businesses generate their revenue; and "RAB Voicetrack," which shows how much money is being spent in newspaper, radio and television by various categories of business ("Voicetrack" is not available in all markets).

The local library can also be a great prospecting tool. Experts say local newspapers generate three to five times the revenue of local radio. Teach your sellers to use the library's microfiche system to see where newspaper advertisers were spending their budgets nine months ago. That gives them three months to work on those accounts.

Give your sellers a scoring system to rate each of their immediate prospects by the following criteria, giving one point for "poor," two for "good" and three for "great":

- Station-customer match
- Advertising frequency
- Co-op vendor support
- Monthly ad spending
- Industry growth potential
- Gross monthly sales
- Local market competition
- Access to local decisionmaker

Those prospects that score 21 or higher are excellent, those scoring 16-20 are good, and those that score 15 points or lower should go on a "C" list, meaning they are not likely to become priorities.

3. **Teach sellers how to conduct a client-needs**

#### TEN TIPS FOR A SUCCESSFUL SALES MEETING

One major factor in the development of top salespeople is productive sales meetings. Here's a list of sales meeting tips, furnished by Luce Performance Group's Sean Luce, RadioActive Sales Development Services' Frank Kulbertis and radio sales and management consultant Irwin Pollack.

1. **Make it simple:** Cover a maximum of three subjects in 45- to 60-minute meeting.
2. **Make it relatable:** Tell real-life stories, and use role-playing to demonstrate techniques.
3. **Make it entertaining and memorable:** Play Family Feud, Jeopardy or \$25,000 Pyramid.
4. Half of each weekly sales meeting should be dedicated to training, including one-to-one sessions on how to plan the workday.
5. Bring in local businesspeople to talk about their companies.
6. Let sales reps lead a meeting. Get them involved in the sales-training process. Let them present a 20-to-30-minute lesson on something they're passionate about.
7. Set 15-minute daily individual sales meetings, with daily call sheets. Offer supplemental video- and audiotapes.
8. Take one to two days each quarter off the street for an off-campus retreat.
9. Teach sellers to learn to love rejection and to understand that a 25% success rate is typical.
10. Focus your meetings on accountability and on developing a selling consciousness.

#### TEN TECHNIQUES OF TOP MANAGEMENT COACHES

Radio Mentor Inc.'s Dave Van Dyke points out that a good coach balances task issues and people issues. In an RAB2002 session on strengthening coaching techniques, Van Dyke offered valuable tips to lead others to achieve their top performance.

A great coach:

1. Invests time in coaching, but is a doer too
2. Maximizes resources available to the staff
3. Is future-focused
4. Works with others to develop goals and plans for achieving them
5. Prepares written goals that show clear expectations
6. Provides positive and negative feedback to let employees know where they stand
7. Delegates but doesn't dump, provides support and is attentive to all workplace matters
8. Understands that you can't do everything yourself
9. Thrives on working with employees, exchanges feedback, takes interest in employee careers and has pride in the staff.
10. Practices technical competence

**analysis and create an effective presentation.** Clients no longer have time for the old-fashioned "consultancy sell interview," where salespeople harvest basic information about the client's business. Teach your sellers how to use the RAB's "Product Client Files" reports, which track 340 business categories. AEs should check the yellow pages to learn their prospects' competitive situations. For retail prospects, teach sellers how to walk a store and look for co-op opportunities the business may not be using.

When meeting with a prospect, sellers should remember that "It's not what you say, it's what you ask." In other words, they should ask informed questions that convey the message "I took the time to learn about your business before coming here." Ask as many questions as it makes sense to ask. Typical salespeople ask about five questions, but the idea is to "go long and go deep" with followup questions that no one else may have bothered with but that may reveal a prospect's "hot button."

Mahone says he's found that most sellers don't have good presentation-writing skills. Offer to send your sellers to a writing class. Help them produce client-focused, benefit-driven proposals. The RAB offers its online PROposal Wizard as a resource, but, however it's produced, a good proposal will include the following elements:

- An understanding of the prospect's marketing objectives
- An analysis of the prospect's competitive advantages and disadvantages
- Consumer research that shows why people are buying the product you want to help your prospect sell
- If the prospect is using other media, information on how they can reallocate resources to achieve objectives

Continued on Page 13

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R&R **GM**  
spotlight**DUSTY BLACK**  
Regional VP/Market Manager, Southwest Central (Austin, Corpus Christi, Rio Grande Valley and San Antonio, TX) (Clear Channel)**Meet the 30-year long rider of the Texas radio range**

Originally from Ft. Worth, Clear Channel Regional VP/Market Manager, Southwest Central **Dusty Black** has long represented the iconic image of the Texas frontiersman, from his early days as a solitary salesman for an overlooked FM to, today, traversing many long miles to keep co-owned stations on track. Whether tending 24 stations throughout his territory or working on his 350-acre cattle ranch on weekends, Dusty continues to ride the range to make sure everything is running smoothly. Congratulations!

**What was your first job in broadcasting?**

"I graduated from Texas Christian University in 1970 with a degree in radio, TV and film. My real interest during college was to get into the sports side of the business, either in the production side or on-air. But when I got out of school and started looking for a job, I felt an interest in the sales side — I'm not really sure why. Everyone told me I had to go to a smaller market to get a job, but I really wanted to work in Dallas and was very fortunate to get a job for a year at Beautiful Music KBOX-FM. I was the first salesperson the station ever hired.

"Back then KBOX-FM was just a throwaway, but it had decided to build a staff. I was very successful there and really loved the sales side. But when I got the chance to move over to the great KBOX-AM, I jumped at it and really fell in love with Country radio. I worked there 14 years, first as a salesperson for five years, then as GSM and Asst. GM.

"After KBOX-AM I went to work for Gary Swanson at KKNG/Oklahoma City — my first GM job. I stayed there two years, and then

Group W hired me in January 1988 to run KODA-FM/Houston, its flagship FM. I worked there 10 years as VP/GM and then, in 1994, became Regional VP/GM and oversaw the Southwest or, more accurately, the 'I-10 region' for SFX Radio, including Jacksonville, Dallas, Houston, Tucson and San Diego. In 1998, after SFX was sold to Capstar, Steve Hicks and John Cullen asked me to come work for them again and run Austin and the South Central part of Capstar."

 **CLEAR CHANNEL**  
RADIO**Career highlights:**

"Working at KBOX-AM in the early days. It was one of the first 'modern Country' stations, very current, with Top 40 DJs. I remember when Alabama were on a local Dallas label and they used to come by to talk with us. Our PD at the time, Jack Weston (later of RCA Records), recommended to RCA's Wayne Edwards that he give them a listen. There may have been other things that played into their getting signed, but that was certainly a big part of it."

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

"Time management. In addition to having the South Central region, I actively manage six radio stations in Austin. You have to be on top of your game and spend enough time with everybody to get the job done."

**Who have been your mentors?**

"[Former KIKK/Houston GM] Craig Magee and [former Capstar President] Steve Hicks. They've been very instrumental in my career and great friends."

**My favorite album of all time is....**

"I love Alan Jackson's *Under the Influence*, plus anything by Willie Nelson."

**I'm most proud of....**

"I've had a great career working with some wonderful people, but it would have to be KODA-FM (Sunny 99.1)/Houston, building it from Beautiful Music into one of the premier radio stations in America. When I first got there, I had the chance to work with all the great Capstar [and, later, AMFM] executives. A lot of the people there are still very good friends, including [Clear Channel Sr. VP/South Central Region] John Cullen, whom I work for now."

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

"When I was a younger kid, I had a reputation for being a bit of a ruffian. As a second-generation Irishman, I've had some pretty famous barroom brawls."

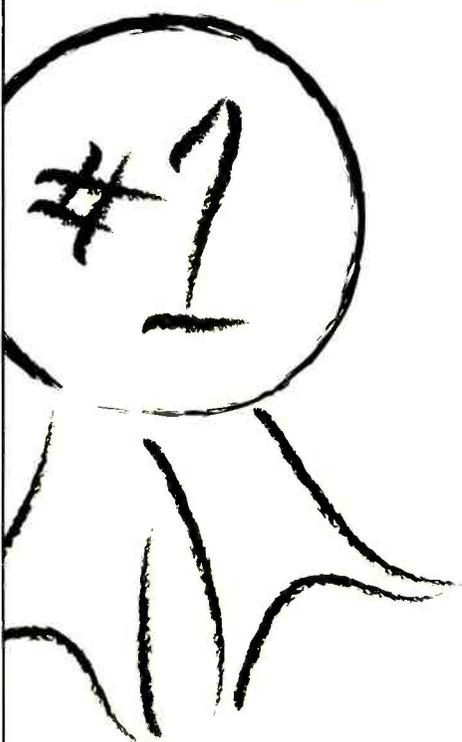
**If I weren't in the radio business, I'd probably be....**

"In the ranching business. I've got a working cattle ranch in Lampasas, out in the Texas hill country. It's a small operation, only 350 acres, but I really enjoy it, and it's not only been exciting and fun for me, but great for my family. It's a chance for us all to get out and be together in a setting that is very different from anything we've done before. It's so basic in so many ways; the kids get to see how things really happen. I work really hard out there, but it's a great way to relax."

**What does ranching offer you that your professional career doesn't?**

"As long as I feed them, the cows love me — no matter what my ratings are!"

The GM Spotlight is selected by your nominations. Acknowledge the GM who made a difference in your career! E-mail nominations to [jgreen@rtronline.com](mailto:jgreen@rtronline.com).

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# SUPER-SHREWD RECRUITMENT, INTERVIEWING AND HIRING SECRETS

By Irwin Pollack



IRWIN POLLACK

One of the best things to come out of the consolidation of the radio industry is the huge increase we've seen in the size of the typical sales staff. CBS Radio President Dan Mason was quoted recently as saying, "When I fish, I don't work the pole, I work the pond." A Boston manager says, "If you want to get more oil, dig more holes." Stated simply, the number of sales increases as the number of asks increases. And, since we can only expect our sellers to make so many calls, the only thing to do is increase the size of the sales staff.

If you're at one of the few stations that hasn't increased its sales staff yet, I'd like to pose some questions:

How many salespeople does the local newspaper have, both for display ads and for classified? Do you have more, fewer or the same number? Aren't you going after the same dollars?

While salespeople might complain, "I can't make a good living if you keep hiring," have you ever determined the percentage of local businesses you have on the air and the percentage of local businesses that you don't? Do the math.

## WHERE TO FIND NEW SALESPEOPLE

Use unsold inventory to promote openings on your station. Here's a script you might want to use:

*At [station], we believe that people succeed when three things happen: when they know what's expected of them, when they know how to do what is expected and, finally, when they have the desire to do it. Hi, I'm [Name], Sales Manager at [station]. We've built [market]'s finest advertising staff, and we're looking for one additional person to complete the team. If you are presently employed as an advertising salesperson and are unsure of what the future holds for you, or if you would be interested in making a move, please call for a completely confidential interview.*

*The individual we choose must have experience in outside sales, be computer-literate and, above all, must have the desire to earn an above-average income. If you are that person, call me right now. My number is [phone number]. Make a move for real success in 2002 and 2003. I'm [Name], waiting for your call at [number]. We are an equal-opportunity employer.*

Some other approaches:

- Post an ad on an Internet recruitment site.
- Consider all the salespeople who call on your potential sellers for your station. Think of each sales presentation for office supplies, machinery or overnight delivery services as an interview.
- Make presentations in schools and clubs, or even teach a sales course one night a week. Note, though, that it should be a business course rather than a broadcasting course.

Radio sales and management trainer Irwin Pollack ([www.irwinpollack.com](http://www.irwinpollack.com)) conducts on-site seminars and in-house training and guarantees results. Reach him at 888-732-4640 or [irwin@irwinpollack.com](mailto:irwin@irwinpollack.com).

- Use want ads. They work. Make sure the headline says exactly what the job entails: "Sell Radio Commercials."

- Seek referrals from your current staff. Offer a \$500 reward for any referral that leads to a new hire who stays six months or more.

- Promote your sales openings to out-of-town friends and associates.

- Make contact with any troubled companies that may be laying off workers. These companies have a moral responsibility to try to place released employees.

- Rethink the role of the sales assistant. Make the position an 11-month sales-training course. In the 12th month, the assistant finds his or her replacement and enters the sales world. Think of all the sales training assistants get during their first year as they write copy and design sales proposals.

- Design a second set of business cards that say on the back, "Congratulations! You have just been recognized for the excellent service I've received from you. If you are interested in making a career out of providing above-average customer service for high potential earnings, please give me a call." Give this card to great waiters and waitresses, clothing salespeople or anyone who provides excellent service.

## SOME HOT INTERVIEW QUESTIONS

- What would you do if you didn't sell anything for a whole week?

- If you didn't have set hours, what would your typical workday be like?

- Another seller from our group keeps calling on your accounts. What would you do?

- What are some things you'd like to avoid in a job. Why?

- Is there anything missing in your current job that you want from your next job?

- If you had to focus on one sales strength, what would it be?

- Identify the one area in which you have improved most in the past year.

- Let's talk about your decisionmaking abilities. How quickly do you make decisions? Who do you defer to as a counselor or adviser when you have to make a tough decision? Are you more emotional or more logical when you make decisions?

- Where's your learning curve when it comes to e-commerce?

- What kinds of training have you had in the last year?

- Have you ever gotten past a screener, assistant or other gatekeeper who was trying to stop you?

- Think back to the boss or manager who has shaped your career most. Tell me about that person.

- If we were to find a way to bring you onto the team, what do you think we could expect to see, resultwise, in the first three months you're here?

- How has your experience prepared you for this job?

- Give me an example of a situation where you did something that was criticized, and tell me how you reacted. What did you do?

- If you had to make a speech tonight about your greatest achievement, what would you talk about?

- If a former employer described your job performance, what would they say were your weaknesses? Your strengths?

- Tell me the one thing I need to know about you right now that I'll end up finding out about six months from now.

- What will your W-2 say you earned last year?

## SAMPLE EMPLOYMENT AGREEMENT

Every new radio salesperson should be asked to sign an agreement detailing the responsibilities of the position. Along with the sample opening below, your employment agreement should detail your company's commission structure, including how often commissions are to be paid, a policy for when bills can't be collected and any special compensation arrangements for AEs who bring in new business (and a clear definition of what new business is). Of course, like any other employment agreement, the sellers' agreement should include your company's vacation policy and holiday schedule, employee benefits and other information and guidelines appropriate to your business.

Below is a sample opening for an employment agreement for radio sellers:

Terms of your employment are as follows:

1. Effective [date], you will assume the full-time duties of Account Executive. The office hours are [hours]; however, your commitment to successfully completing the minimum requirements of your job may include night and weekend hours, appearances at your own remotes or promotions and meetings with clients away from the station. It is required for you to do whatever it takes to accomplish your goals first. In that capacity, you will:

- a. Sell the required dollar amount of advertising, as set forth by the corporation, to new business prospects, plus any other local or regional businesses that the corporation asks you to service during the month or any period of your employ.

- b. Attend group and individual meetings as set forth by the corporation.

- c. Successfully complete minimum activity goals as set forth by the corporation. Such activity goals may include written presentations, new business presentations, spec spots, documentable asks, etc.

2. Perform other duties as set forth by corporation.

Your performance will ultimately be judged by your ability to deliver to the corporation a predetermined list of performance goals through your sales efforts. Furthermore, you must take direction from your sales manager (or equivalent position) or their designate and conduct yourself in an honest and ethical fashion.

During the period of your employment, you will devote your full time and attention to the business of the corporation with a high sense of urgency, applying your best efforts and business judgment. You will not engage in any other employment or business activity whatsoever. Furthermore, you are not authorized to bind the corporation to contractual matters. Finally, the corporation may, upon notice to you, amend, modify or change any of the terms or provisions of this agreement regarding your employment at the corporation, in its sole discretion and without your consent, provided that no such change shall reduce or impair the compensation earned by you as of the date of such change.

- Walk me through different NTR programs you've initiated over the past year.

- If we were to break out your current billing between local direct and agency-related business, what do you think the ratio would be?

- Where do you look for leads?

Once you've chosen your new radio salespeople, each should be asked to sign an employment agreement detailing your company's expectations and their responsibilities. A sample opening for such an agreement is above.

## SPRING SWEEP CHECKLISTS

By John Lund

The spring sweep begins March 28. Two weeks ago the Spring Ratings Tuneup gave you detailed, day-by-day plans to prepare for the upcoming book. This week we put a particular focus on two crucial elements of your spring sweep: contests and music.

### SPRING CONTEST CHECKLIST

- Run reach and frequency reports on promos and contest plays.
- Conduct weekly promotion and planning meetings to explain contests and fine-tune programming. Write a meeting summary each week and distribute it to attendees, the station GM and your consultants.

Make sure a system for taping contest winners and keeping the tapes on file is in place. Produce followup promos for your contests and other major promotions.

Update live liners, produced sweepers and contest promos several times a week to keep announcements sounding fresh. Extend TSL with frequent promote-ahead recycling liners that sell the benefit of the prize, not just the name of the contest.

Make certain liner copy is specific and action-oriented. Avoid overused words and dull language.

Regularly air your contest-rules promo, rotating it through different dayparts.

Include personal thank-you letters to contest winners with prizes and prize notifications.

Monitor your competition's contests, prizes and website. Consider ways to one-up your competitors.

### MUSIC REVIEW CHECKLIST

- Check your music schedule for balance in tempo, gender, genre and mood. Similar-sounding songs and artists should be properly separated. Each quarter-hour's music should reflect the essence of your station's format.

Cross-check your scheduled music log against the air log from your digital automation system. Are substitutions being made without your knowledge? Are those substitutions changing the sound of your station?

Run a computer report on your most-played titles. Be sure songs are in the right categories, coded correctly and rotating properly. If you have consultants, discuss music enhancements with them weekly.

Run a rotation-history report. Analyze the turnover ratios for all categories of song to be sure the ratios match your projected figures. Analyze exposure levels for each category.

If you're recycling daytime music into overnights, check that your dayparted songs are getting proper exposure.

Review format clocks for accuracy. Reconcile music logs, comparing actual plays against scheduled plays.

Prepare hourly linear-flow music charts. Share this information with your consultants for further input. Add all music-formatting information to the studio notebook for your air talent.

Review your morning clocks to ensure that only the strongest-testing songs are aired. Review summary reports daily, and hand-edit music logs every day.

Schedule special music features and programs. How do they affect rotation patterns? Make certain the strongest songs are on the air during the book.

Track requests; they're a great local source for music research. Update your callout research with three perceptual questions every week.

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

## MMS Pros On The Move

Radio Unica promotes **Mara Rankin** to VP/Sales, Southeast Region. She has been a Network Sales Representative for the Spanish-language Talk and Sports network for the past four years. Rankin earlier worked for several years in television management and sales, including a term at WXTV/New York, where she was the first female GM of a New York TV station.

Industry veteran **Tom Roe** joins KFVB/Los Angeles as Sales Manager. Most recently LSM at KBIG-FM & KZLA-FM/Los Angeles, Roe previously worked for 22 years at crosstown KLOS-FM, including eight years as GSM. Roe is an RAB Diamond CRMC and co-founder of the Southern California General Sales Managers Council.

**Michael Preacher** is the new Clear Channel Radio Director/Strategic Sales for California. The newly created post focuses on statewide and cross-platform ad sales for the company's West Coast trade zone. Most recently VP/GM of the XFL's San Francisco Demons, Preacher also spent several years with Entercom Communications, where he last served as Director/Strategic Alliances.

**William Reed** joins On Top Communications' WWHV-FM (Hot 102.1)/Norfolk-Virginia Beach as GSM. Reed has worked at several stations during his 30-year media-advertising career, including in management and local and national sales posts in Cleveland, Jacksonville and Tampa.

**Karen Carey** becomes Director/Sales for Clear Channel Radio/Rochester, NY. She'll oversee the sales efforts of WHAM-AM, WHTK-AM, WKGS-FM, WISY-FM, WLCL-FM, WNVE-FM & WVOR-FM.

**Julia Schertz** is promoted to LSM at KQRS-FM/Minneapolis and the WGVX, WGVY & WGVZ (Drive 105)/Minneapolis trimulcast. She advances after four years as an AE and previously served as GSM of Zimmer Radio Group/Southern Illinois.

Adonai Radio Group promotes **Ryan Springer** to GM of KOFR-FM/Lubbock, TX. Springer has been with KOFR-FM since 1998 as PD/MD and will continue in that role.

**Lauren Mazzuca** advances from Manager/Ad Sales Marketing to Director/Advertising Sales Marketing for Westwood One, based in New York. Her responsibilities will include collaborating in the development and fulfillment of marketing and promotional campaigns. Prior to joining Westwood One in 2000 Mazzuca served two years as an Asst. Broadcast Business Manager for Young & Rubicam.

**Rich Tunkle** is the new Manager/New Business Development for Arbitron. He will work with broadcast stations, cable operators, networks and multimedia companies as Arbitron introduces the Portable People Meter in Philadelphia this year.

Also at Arbitron: **Karla Eyerly** has been promoted to Manager/Advertiser Marketing Services. She was previously the department's National Accounts Manager. **Julie Ellis** is the new Manager/Advertiser Agency Services, joining the company after eight years with Metro Networks in sales development.

**Dana Burleson** is the new Client Service Representative for Advertiser Agency Services. He spent the last two years as Client Service Representative for Arbitron's webcast division.

Radio veteran **Robyn Bradley** is named Promotions Director for Greater Media's WMJX (Magic 106.7)/Boston, and **Samantha Pearlman** joins Magic 106.7 as Promotions Coordinator. Bradley previously produced the station's *Morning Magic With The Exciting Mike Addams* and holds a weekend airshift on WMJX. Pearlman is a recent graduate of Wheaton College.

**Brandon Davis** is the new Promotions Director at WBZZ (B94)/Pittsburgh. Davis joins B94 from MARC Advertising in Pittsburgh; he earlier worked at crosstown Alternative WDX-FM.

**Sammy Simpson** exits as Marketing Director of WHTZ (Z100)/New York. He'll spend time with his family before pursuing new challenges.

## TOP TIPS FOR TRAINING

Continued from Page 9

- Why radio will help and why your station in particular will make a difference

- A creative strategy and a summary of the overall marketing plan

- A proposed schedule and any necessary paperwork

Every page of the presentation should reinforce the objectives identified by the needs analysis. What does it take to break through to a seemingly impossible prospect? Getting to yes invariably comes down to trust, respect and confidence in the seller. The buyer must be comfortable with the entire relationship. To overcome objections, Mahone recommends a six-step system:

1. Acknowledge the client's problem.
2. Clarify the objection.
3. "Break down the wall" by making the client comfortable and asking good questions.
4. Calm and disarm the client. Show empathy and understanding.
5. Review the issues, objectives and proposal.
6. Ask for the order!

Apex Performance Systems' Chris Lytle has created a 16-step tracking system for following the selling process through identifying, pitching and closing advertising prospects. Lytle calls this "box score" one of his most popular sales tools; it's a compact, straightforward method for both account executives and sales managers to monitor the progress of an account. This comprehensive worksheet is available in a .PDF version for printout at [www.apexperformancesystems.com/downloads/ten\\_most\\_wanted.pdf](http://www.apexperformancesystems.com/downloads/ten_most_wanted.pdf)

## TEN WAYS TO GET THROUGH THE GATEKEEPERS

Gifford International's Dave Gifford knows every trick in the book for getting a meeting to pitch ideas. He'd be the first to tell you that finding your way past the receptionist or personal assistant is the first sale that needs to be closed. Here are some of his favorite techniques:

1. Use a phone script, just as Fortune 500 companies do. Don't wing it.
2. Ask for the person with the power to say yes, not the one with the authority to say no. And don't ask if the person is there — ask for the person.
3. Never tell the receptionist, "It's a personal matter."
4. Never try to jolly your way through. Be respectful, persuasive and assertive, and speak with conviction.
5. Don't hesitate to use humor to break the ice.
6. Find out the name of the personal assistant to the decisionmaker before you call to get the meeting.
7. Make a telephone appointment to call at a specific time.
8. Because your goal is to help your prospect increase business and market share, tell the receptionist you're calling about the company's competitor ... then shut up.
9. Offer the prospect two dates at different times for your meeting. Work a maximum of five days in advance for scheduling a meeting.
10. Send a handwritten thank you note confirming the appointment.

# Are Consumers Willing To Pay For Digital Music?

■ For downloads, the answer appears to be no for now; for streams, it's maybe

**By Brida Connolly** Minneapolis-based research company Ipsos-Reid released some numbers on

Feb. 25 that appear to confirm the worst about people who regularly download music: According to the poll, part of the "TEMPO: Keeping Pace With Online Music Distribution" study, just 8% of people who have streamed or downloaded music have ever paid a fee for doing so. Of the 92% who have never paid, 84% describe themselves as "not likely" ever to pay for a stream or a download — even if there were no free digital music available.

Of course, streaming music and downloading it are very different things. The vast majority of online streams are legitimately free, so it isn't particularly surprising if listeners aren't willing to pay (but see the related Arbitron-Edison "Internet VIII" question, below). But any consumer who wants to buy major-label digital music will find that it's available only in copy-protected form and with strict limits on use from about a half-dozen services, all of which require users to hand over credit-card numbers and other personal information. The limits may be unavoidable, but they're doubtless making it tough for legitimate services to compete with outlaw file-sharers that are ubiquitous, anonymous and free.

## Arbitron-Edison: Listeners Would Pay For Some Streams

As noted last week, Arbitron and Edison Media Research's "Internet VII" study asked, "Would you be willing to pay a small fee to listen to content provided by the online station or channel you listen to most?" These

pollsters found that just 14% of the streaming-audio listeners surveyed for "Internet VIII" are willing to pay to hear their favorite online station.

But that study went on to ask what *would* make listeners willing to pay for a stream, and a full 43% said they'd pay for content they couldn't get elsewhere. Forty-one percent said they'd pay for commercial-free streams. But much of what's available online right now fits one or the other of those criteria, and most "Net-onlys fit both. So either consumers aren't finding stations that suit them well enough to pay, or there's something Internet radio, for all its commercial-free diversity, still isn't providing. If the Copyright Arbitration Royalty Panel's proposed royalties become final, a lot of free streaming may go away in favor of subscription services, and that makes it critical for streamers to discover exactly what listeners are and are not willing to give up their credit-card numbers to hear.

## Downloading And Music Sales

Still another survey, commissioned by the RIAA and released with its 2001 report on music shipments, showed that 23% of 2,225 music consumers 12-54 surveyed didn't buy more music in 2001 because they downloaded or copied their music for free. According to the RIAA, that means downloading and burning to CD were major factors in the overall decline in music shipments for the year.

Ipsos-Reid asked a similar question and got a slightly more encouraging answer: Fifty-seven percent of the music downloaders surveyed said their download habits haven't affected their CD-buying one way or the other, and 24% said they're buying more CDs since they began getting music from the 'Net. But nearly one in five — 19% — said they're buying fewer CDs since they began downloading.

## DIGITAL BITS

### Rosen Files Senate Testimony On Copy Protection, Replies To Boucher Letter

RIAA President/CEO **Hilary Rosen** last week filed testimony with the Senate Commerce, Science & Transportation Committee saying that technological protection is the best way to stop online piracy of copyrighted material. Rosen first cites the failure of the voluntary Secure Digital Music Initiative, which was a coalition of entertainment and technology companies to develop security standards. She then writes, under the heading "If the Government Can Help Us With Security for Digital Music, We're Very Interested," "We do not favor government intervention in a marketplace that is working, and we do not favor the unwarranted regulation of technology. But here the marketplace may not be working. Technology companies have little incentive to protect content, because their products and services are selling, even though those products and services are being used to acquire intellectual property illegally." Rosen continues, "We are very interested in exploring with this committee whether there is something that can be done to bring together the affected industries and implement security and digital rights management standards to stem piracy and enable legitimate commerce in copyrighted recordings."

On the same day, Rosen released a reply to a January open letter from Rep. **Rick Boucher** concerning how the RIAA's copy-protection ideas fit with the Audio Home Recording Act, which permits consumers to make first-generation copies of copyrighted material. Rosen writes, "The devices primarily used to rip CDs are general-purpose computer devices, which are explicitly excluded from the coverage of the AHRA." She goes on, "[Boucher's] letter seems to suggest that the AHRA imposes on distributors of recorded music a broad requirement to enable copying of their products. Nothing in the AHRA affirmatively requires that a CD be copiable, let alone recordable in any particular device. Certainly, there is no policy justification for turning the limitation of actions contained in the AHRA into some kind of broad affirmative right to copy CDs."

### Judge Rejects StreamCast Betamax Defense

On Monday the U.S. District Court in Los Angeles denied **StreamCast's** motion for partial summary judgment in the 2001 suit filed against it by the RIAA and other entertainment-industry companies and organizations. StreamCast, which operates the Morpheus file-sharing system, asked in January for a ruling that the Morpheus technology has "substantial noninfringing uses"; that was the standard set by the U.S. Supreme Court in the 1984 Betamax case that allowed VCR technology to survive. The judge set a trial date of Oct. 1 for the suit against StreamCast and fellow FastTrack licensees KaZaa and Grokster.

### MSN Music Offers Limited Downloads

**Microsoft** has redesigned its MSN Music to add customization features and allow free promotional downloads of certain songs. Downloads can be shared but will time out, usually after 30 days. When the redesign is complete, the MSN Music radio service will offer about 300,000 stations.

## EdgeTulsa.com Is A Streamlined Alternative

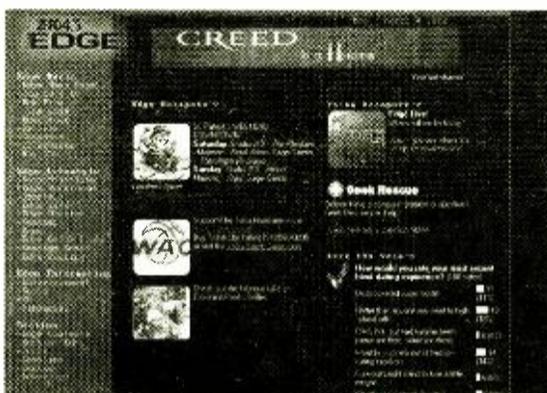
Shamrock Communications Alternative KMYZ (Z-104.5 The Edge)/Tulsa has just launched a new station website ([www.edgetulsa.com](http://www.edgetulsa.com)), and it's a great example of a laudable trend in radio-station site design. EdgeTulsa.com is simple and streamlined, replacing bandwidth-hungry Flash and grabby graphics with a functional, consistent appearance, sensible navigation and lots of up-to-date content.

The text-heavy homepage's only moving elements are an animated banner for a Wind-up Records contest to win Creed tickets, a station-news ticker and an odd little "EdgeTulsa.com, EdgeTulsa.com" crawl that runs up the left side. Much of the center real estate goes to off-site links to Carson Attractions' "Best of Tulsa" page, Western Athletic Conference college-sports news and what's called "a hilarious take on Drowning Pool's 'Bodies'" (it's a short Flash video, and it is pretty funny).

"Edge Live" is the one on-site link highlighted, and it leads to info on the station's frequent remotes. The homepage also has a short poll, an ad for site designers Geek Rescue and a left-side navigation bar, and that's the page.

"Edge Music" tops the navigation bar, and it covers the "Extreme Top 10@10" feature and pages for the *New From the Edge* and *HomeGroan* specialty shows. "Artists" is simply a stack of links to station core artists' homepages, but all the links work, and it's a useful little list. The "CD Reviews" section begins with a note reading, "Hey, seriously, we know what we're talking about," and, indeed, The Edge appears to. The reviews are brief, blunt (tormented Hoobastank singer Douglas Robb is advised, "Dude, get yourself a Popsicle") and engaging.

CD-purchase links from radio-station sites too often bring up off-site pages with no relation to what visitors have been looking at, but The Edge's "Buy CDs" button pulls up a nifty station-branded music store that's consistent with the look of the rest of the site (though the



navigation is different). More unusual, the Edge-y look and feel continue right through the purchase process; there's never a sense of having been shipped off to some anonymous retailer.

Back on the homepage, "Edge Lifestyle" has plenty of material of local interest, with a comprehensive "Bars & Nightlife" list of Tulsa nightspots; a page for the "Edge Workforce" loyal-listener club, offering thrice-daily chances to win tickets, T-shirts and other goodies on the air; maps with directions to local concert venues; and to-the-minute Tulsa weather.

As has become usual, there's no live stream, but EdgeTulsa.com otherwise has all the standard station-site stuff — a morning show page, a "Jocks" section and news from various outside sources, all with The Edge look. Complete station contact information is easily accessible, and there's a discreet link for advertising info. The single anomaly on this well-put-together website is a Java-based message board that has, first, a note explaining that it *is* a message board and not a chat room, so users shouldn't expect answers right away, followed by usage policies that clearly apply to a chat room; no wonder people are confused.

— Brida Connolly

## Love Letters To Congress

It's not every day that Sen. Joseph Biden gets a love letter, let alone one via airmail from Australia. But just last week it happened, and the letter was sealed with a kiss.

Sharman Networks, the new operating entity for KaZaa — one of the post-Napster music-piracy sites — has asked Congress for some relief. KaZaa was ordered shut down by a Netherlands judge for consistently allowing copyright violations. The file-sharer then sold off its assets to a company in Australia, still offshore of the United States and beyond the reach of the Dutch judge's order.

There is some question as to whether Sharman Networks is anything but a shell company for KaZaa's Scandinavian owners. There is little available in the way of public information on the company, and there is no business license on file in New South Wales, where Sharman claims to be based.

In its letter to Biden, Sharman slams the RIAA for playing "whack-a-mole" with lawsuits that seek to shut down networks like KaZaa. The letter goes on, "We suggest that it is time for Congress to step in and halt the litigation excesses of the music and movie industries through new legislative initiatives that compel content availability."

Some might view those last three words as a request that Congress guarantee KaZaa and its users the right to steal whatever they want. But the company avoids the piracy issue in its letter, instead complaining that no one is giving it credit for other uses its software could be put to, including independent music promotion. Any of you PDs or MDs have the time or inclination to start surfing for untested music by bands you've never heard of?

The other uses Sharman says KaZaa is meant for include sharing Word and Excel documents, personal backup of data and more. Although the service could somehow be pressed into doing those tasks, would anyone want to? Backing up to a system that anyone can grab data from? I don't think so. And MS Office has very nice collaboration technology built in.

And if all this hand-waving isn't enough, Sharman also arrogantly claims that in the few months that MusicNet and pressplay have been available, they have done a horrible job of replacing Napster. Thankfully, that's not MusicNet and pressplay's mission.

Here's hoping that Sen. Biden and the rest of the Foreign Relations Committee send the flow-ers and candy back to Sydney. They will most likely stick to their guns and to the opinion they stated on Feb. 12, in which they labeled KaZaa a piracy site.



David Lawrence



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

## e-charts™

### CHR/Pop

LW	TW	ARTIST	CD/Title
1	1	NICKELBACK	<i>Silver Side Up</i> /"Remind"
2	2	CREED	<i>Weathered</i> /"Sacrifice"
3	3	LINKIN PARK	<i>Hybrid Theory</i> /"End"
4	4	SHAKIRA	<i>Laundry Service</i> /"Whenever"
5	5	USHER	<i>8701</i> /"Bad"
6	6	NO DOUBT	<i>Rock Steady</i> /"Baby"
8	7	ALICIA KEYS	<i>Songs In A Minor</i> /"Worth"
7	8	PINK	<i>Missundaztood</i> /"Party," "Don't"
9	9	JA RULE	<i>Pain Is Love</i> /"Time"
11	10	JENNIFER LOPEZ	<i>J.Lo</i> /"Funny"
10	11	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
12	12	CRAIG DAVID	<i>Born To Do It</i> /"7"
13	13	BRITNEY SPEARS	<i>Britney</i> /"Girl"
15	14	P.O.D.	<i>Satellite</i> /"Alive"
14	15	CALLING	<i>Camino Palmero</i> /"Wherever"
—	16	ALANIS MORISSETTE	<i>Under Rug Swept</i> /"Hands"
17	17	JEWEL	<i>This Way</i> /"Standing"
16	18	ENRIQUE IGLESIAS	<i>Escape</i> /"Escape"
18	19	'N SYNC	<i>Celebrity</i> /"Girlfriend"
20	20	LEANN RIMES	<i>Coyote Ugly</i> /"Fight"

### Urban

LW	TW	ARTIST	CD/Title
1	1	ALICIA KEYS	<i>Songs In A Minor</i> /"Worth"
6	2	JENNIFER LOPEZ	<i>J.Lo</i> /"Funny"
2	3	LUDACRIS	<i>Word Of Mouf</i> /"Saturday," "Roll"
3	4	USHER	<i>8701</i> /"Bad," "Call"
4	5	JA RULE	<i>Pain Is Love</i> /"Time"
5	6	MICHAEL JACKSON	<i>Invincible</i> /"Butterflies"
7	7	MARY J. BLIGE	<i>No More Drama</i> /"Drama"
8	8	AALIYAH	<i>Aaliyah</i> /"Boat," "Woman"
10	9	BRIAN MCKNIGHT	<i>Superhero</i> /"Life"
—	10	DMX	<i>The Great Depression</i> /"Miss"
13	11	BONEY JAMES	<i>Ride</i> /"Inside"
12	12	JILL SCOTT	<i>Experience: Jill Scott</i> /"Loves"
—	13	GLENN LEWIS	<i>World Outside My Window</i> /"Forget"
14	14	FAITH EVANS	<i>Faithfully</i> /"Love"
16	15	FABOLOUS	<i>Ghetto Fabolous</i> /"Young'n"
—	16	JAY-Z	<i>The Blackprint</i> /"Jigga"
18	17	BUSTA RHYMES	<i>Genesis</i> /"Break"
20	18	OUTKAST	<i>Big Boy And Dre Present...Outkast</i> /"Whole"
9	19	CRAIG DAVID	<i>Born To Do It</i> /"7"
—	20	BABYFACE	<i>Face 2 Face</i> /"What"

### Country

LW	TW	ARTIST	CD/Title
1	1	ALAN JACKSON	<i>When Somebody...</i> /"Where," "Drive"
2	2	BROOKS & DUNN	<i>Steers &amp; Stripes</i> /"Goodbye"
3	3	TIM MCGRAW	<i>Set This Circus Down</i> /"Cowboy"
7	4	MARTINA MCBRIDE	<i>Greatest Hits</i> /"Blessed"
5	5	LEE ANN WOMACK	<i>I Hope You Dance</i> /"Ring"
4	6	GARTH BROOKS	<i>Scarecrow</i> /"Wrapped," "Squeeze"
6	7	JD DEE MESSINA	<i>Burn</i> /"Bring"
8	8	STEVE HOLY	<i>Blue Moon</i> /"Morning"
9	9	DIXIE CHICKS	<i>Fly</i> /"Dance"
10	10	CYNDI THOMSON	<i>My World</i> /"Always"
12	11	BRAD PAISLEY	<i>Part II</i> /"Around"
14	12	CHRIS CAGLE	<i>Play It Loud</i> /"Breathe"
15	13	JOE DUFFIE	<i>In Another World</i> /"World"
11	14	GEORGE STRAIT	<i>The Road Less Traveled</i> /"Run"
16	15	RASCAL FLATTS	<i>Rascal Flatts</i> /"Movin'"
13	16	WILLIE NELSON	<i>Great Divide</i> /"Mendocino"
—	17	NICKEL CREEK	<i>Nickel Creek</i> /"Lighthouse"
17	18	CARDLYN DAWN JOHNSON	<i>Room...</i> /"Don't"
—	19	TOBY KEITH	<i>Pull My Chain</i> /"List"
19	20	TRAVIS TRITT	<i>Down The Road I Go</i> /"Modern"

### Smooth Jazz

LW	TW	ARTIST	CD/Title
1	1	ALICIA KEYS	<i>Songs In A Minor</i> /"Fallin'"
2	2	STING	<i>...All This Time</i> /"Fragile"
7	3	DIANA KRALL	<i>The Look Of Love</i> /"Look"
2	4	MARC ANTOINE	<i>Cruisin'</i> /"Strip"
4	5	BRIAN CULBERTSON	<i>Nice And Slow</i> /"About"
5	6	RUSS FREEMAN	<i>To Grover With Love</i> /"East"
6	7	RICHARD ELLIOT	<i>Crush</i> /"Crush"
8	8	KIM WATERS	<i>From The Heart</i> /"Dawn"
11	9	CHRIS BOTTI	<i>Night Sessions</i> /"Streets"
12	10	DAVID BENNETT	<i>Fuzzy Logic</i> /"Snap"
9	11	RICK BRAUN	<i>Kisses In The Rain</i> /"Use"
—	12	SADE	<i>Lovers Rock</i> /"Lovers"
13	13	LEE RITENOUR	<i>Twist Of Marley</i> /"Jammin'"
15	14	PETER WHITE	<i>Glow</i> /"Turn"
14	15	BONA FIDE	<i>The Poe House</i> /"Charles"
10	16	BONEY JAMES	<i>Ride</i> /"See"
16	17	EUGE GROOVE	<i>Euge Groove</i> /"Sneak"
—	18	PAUL TAYLOR	<i>Hypnotic</i> /"Hypnotic"
19	19	RIPPINGTONS	<i>Life In The Tropics</i> /"Caribbean"
17	20	WAYMAN TISOALE	<i>Face To Face</i> /"Hide"

### Hot AC

LW	TW	ARTIST	CD/Title
2	1	ENYA	<i>A Day Without Rain</i> /"Time"
1	2	NICKELBACK	<i>Silver Side Up</i> /"Remind"
3	3	CREED	<i>Weathered</i> /"Sacrifice"
4	4	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
5	5	NO DOUBT	<i>Rock Steady</i> /"Baby"
6	6	DAVE MATTHEWS BAND	<i>Everyday</i> /"Everyday"
7	7	JEWEL	<i>This Way</i> /"Standing"
10	8	ENRIQUE IGLESIAS	<i>Escape</i> /"Hero"
12	9	ALANIS MORISSETTE	<i>Under Rug Swept</i> /"Hands"
11	10	U2	<i>All That You Can't Leave Behind</i> /"Stuck"
9	11	ALICIA KEYS	<i>Songs In A Minor</i> /"Fallin'"
—	12	LINKIN PARK	<i>Hybrid Theory</i> /"End"
13	13	INCUBUS	<i>Morning View</i> /"Wish"
15	14	PINK	<i>Missundaztood</i> /"Party"
14	15	CALLING	<i>Camino Palmero</i> /"Wherever"
17	16	MICHELLE BRANCH	<i>The Spirit Room</i> /"Wanted"
16	17	STAINED	<i>Break The Cycle</i> /"Awhile"
18	18	LEANN RIMES	<i>Coyote Ugly</i> /"Fight"
19	19	CHRIS ISAAK	<i>Always Got Tonight</i> /"Easy"
20	20	RYAN ADAMS	<i>Gold</i> /"New York"

### Alternative

LW	TW	ARTIST	CD/Title
2	1	NICKELBACK	<i>Silver Side Up</i> /"Bad," "Remind"
4	2	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
3	3	CREED	<i>Weathered</i> /"Sacrifice," "Bullets"
1	4	LINKIN PARK	<i>Hybrid Theory</i> /"End," "Papercut"
5	5	P.O.D.	<i>Satellite</i> /"Youth"
8	6	STAINED	<i>Break The Cycle</i> /"You"
7	7	STROKES	<i>Is This It</i> /"Last"
6	8	INCUBUS	<i>Morning View</i> /"Nice"
12	9	BLINK-182	<i>Take Off Your Pants And Jacket</i> /"First"
11	10	SYSTEM OF A DOWN	<i>Toxicity</i> /"Toxicity," "Chop"
9	11	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle"
9	12	HOOBASTANK	<i>Hoobastank</i> /"Crawling"
13	13	DEFAULT	<i>The Fallout</i> /"Wasting"
16	14	EDDIE VEDDER	<i>I Am Sam</i> /"Hide"
—	15	SUM 41	<i>All Killer No Filler</i> /"Motivation"
14	16	OFFSPRING	<i>Orange County</i> /"Defy"
17	17	AOEMA	<i>Adema</i> /"Way"
15	18	ALIEN ANT FARM	<i>Anthology</i> /"Movies"
20	19	TOOL	<i>Lateralus</i> /"Lateralus"
18	20	DISTURBED	<i>Sickness</i> /"Game"

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include AandE.com Radio, About Radio, Alfy Radio, Amazon.com (Frozen), B&N Radio, BarnesandNoble.com, BellSouth Radio, bolt Radio, CDNow.com, ChoiceRadio.com, City Internet Radio, Denver 93.3 Radio, DMX Music, Earthlink Radio, Gracenote.com, iWonRadio, Lycos, MediAmazing, Music Choice, MusicMatch, Radio.Beaonir.Com, RadioCentral Network, Radio Free Virgin, RealOne, Scour Radio, Spinner.com, The RadioAMP Network and Voice Of America-Music Mix. Voice Of America-Music Mix is weighted based on traffic reports by web traffic monitor MediaMetrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. ©2002 R&R Inc. ©2002 Online Today, Net Music Countdown.



Hugo Cole  
General Manager/Data Services  
[www.gracenote.com](http://www.gracenote.com)  
[charts@gracenote.com](mailto:charts@gracenote.com)

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

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

LW	TW	ARTIST	Album Title	Weeks On
1	1	LINKIN PARK	<i>Hybrid Theory</i>	66
3	2	U2	<i>All That You Can't Leave Behind</i>	72
2	3	CREED	<i>Weathered</i>	15
6	4	ALICIA KEYS	<i>Songs In A Minor</i>	36
4	5	ENYA	<i>A Day Without Rain</i>	52
5	6	NICKELBACK	<i>Silver Side Up</i>	25
27	7	SOUNDTRACK	<i>O Brother, Where Art Thou?</i>	12
8	8	SYSTEM OF A DOWN	<i>Toxicity</i>	26
7	9	EMINEM	<i>Marshall Mathers LP</i>	73
—	10	ALANIS MORISSETTE	<i>Under Rug Swept</i>	1
10	11	SHAKIRA	<i>Laundry Service</i>	16
11	12	LIMP BIZKIT	<i>Chocolate Starfish and...</i>	73
12	13	PUDDLE OF MUDD	<i>Come Clean</i>	13
9	14	BRITNEY SPEARS	<i>Britney</i>	17
13	15	BLINK-182	<i>Take Off Your Pants &amp; Jacket</i>	38
16	16	LUDACRIS	<i>Word Of Mouf</i>	14
21	17	USHER	<i>8701</i>	21
17	18	PINK FLOYD	<i>Echoes (The Best of Pink Floyd)</i>	17
14	19	NELLY	<i>Country Grammar</i>	70
15	20	STAINED	<i>Break The Cycle</i>	41
18	21	JA RULE	<i>Pain Is Love</i>	22
20	22	P.O.D.	<i>Satellite</i>	11
19	23	BEATLES	<i>One</i>	59
22	24	PINK	<i>Missundaztood</i>	9
23	25	DISTURBED	<i>The Sickness</i>	30
26	26	MICHAEL JACKSON	<i>Invincible</i>	18
24	27	DAVE MATTHEWS BAND	<i>Everyday</i>	51
25	28	LENNY KRAVITZ	<i>Greatest Hits</i>	73
30	29	JENNIFER LOPEZ	<i>J-Lo</i>	35
32	30	ENRIQUE IGLESIAS	<i>Hero</i>	9
28	31	SOUNDTRACK	<i>Moulin Rouge</i>	18
31	32	INCUBUS	<i>Morning View</i>	14
33	33	SOUNDTRACK	<i>Coyote Ugly</i>	43
36	34	'N SYNC	<i>Celebrity</i>	32
—	35	COLDPLAY	<i>Parachutes</i>	19
43	36	ALAN JACKSON	<i>Drive</i>	7
38	37	GORILLAZ	<i>Gorillaz</i>	36
40	38	SADE	<i>Lover's Rock</i>	31
29	39	MADONNA	<i>Music</i>	73
35	40	SOUNDTRACK	<i>The Lord Of The Rings</i>	10
34	41	3 DOORS DOWN	<i>Better Life</i>	71
37	42	'N SYNC	<i>No Strings Attached</i>	63
42	43	TOOL	<i>Lateralus</i>	37
44	44	THE STROKES	<i>This Is It</i>	5
—	45	NELLY FURTADO	<i>Whoa, Nelly!</i>	3
41	46	SUM 41	<i>All Killer No Filler</i>	12
49	47	AALIYAH	<i>Aaliyah</i>	19
50	48	CRAIG DAVID	<i>Born To Do It</i>	18
39	49	NAS	<i>Stillmatic</i>	11
46	50	PAPA ROACH	<i>Infest</i>	62

## Deregulation

Continued from Page 1

also ordered the FCC to revise or eliminate laws preventing companies from owning TV stations that reach more than 35% of all U.S. households.

The potential changes are expected to open the floodgates for blockbuster mergers and acquisitions that will shape the media landscape for years to come, with the size of the deals likely to pale in comparison to the billion-dollar transactions that rocked the radio industry. As one analyst with a top-notch mutual fund company quipped, "The big will get bigger, and the small could disappear."

The appeals-court decision is music to the ears of acquisitive media conglomerates like Viacom, which in the past has advocated changes to reflect the "realities of communications in the 21st century." In light of the ruling, Viacom asked the FCC to hold off on forcing it to divest certain TV stations while new guidelines are written.

In a possible preview of things to come, on Feb. 13 Viacom — in one of the largest single-station transactions in TV history — paid \$650 million for Young Broadcasting's KCAL-TV/Los Angeles. Young bought the station from the Walt Disney Co. in late 1996 for \$368 million.

As expected, opponents of further deregulation of media ownership are howling in protest, fearing that the communications behemoths could accumulate undue financial, editorial and creative control. "The 35% television ownership cap has been critically important in preserving the network-affiliate relationship that has made the U.S. system of free, over-the-air broadcasting the envy of the world," the NAB said following the court decision.

"This rule has been instrumental in promoting localism and diversity. The NAB will continue to build a solid record to convince the FCC, Congress and the courts to preserve the 35% cap. We're also disappointed that the court vacated the cable-broadcast cross-ownership rules, particularly given the absence of cable digital TV carriage rules."

### Local Broadcasting To Suffer?

Emmis Chairman/CEO Jeff Smulyan agrees with the NAB. He said, "This really brings into focus the debate about what goes on with over-the-air TV. You now have the courts saying that cable can own anything, and the TV networks can grow to any size. There's a very real question here about what this does to the viability of local broadcasting."

Other parties have chimed in, like the Consumers Union and the Writer's Guild of America. The latter said that cable and broadcast TV consolidation has "deprived the American public of access to a great variety of opinions and sensibilities."

Politicians — many of whom voted in favor of the 1996 Telecom Act — are also making sure they're part of any future ownership-rules changes. Sen. Trent Lott, for example, recently told the NAB Leadership Conference that consolida-

tion may have gone too far.

Additionally, government regulatory watchdogs will play a crucial role in how everything shakes out. Even before the Federal Trade Commission and Department of Justice agreed on which agency would oversee media mergers (see story, Page 1), megadeals got close scrutiny at both divisions. That's certainly the case with the Comcast-AT&T transaction and, before that, the America Online-Time Warner deal.

### Wheelin' & Dealin'

Despite all the heated rhetoric, veteran media operators and financial pros believe the cat's already out of the proverbial bag — and that the rush to expand distribution will outweigh deals in content.

Steve Hayward, Portfolio Manager of the Stein Roe Capital Opportunities Fund, observed, "Three years ago everybody said content was king, and therefore you could do anything you wanted if you owned quality programming. Now distribution is king, and it will allow you to price your advertising for outstanding returns. Companies are going to want to do as many deals as possible so they can get their hands on everything before the feds say they can't do it anymore."

A.G. Edwards VP and media and entertainment analyst Mike Kupinski agreed. "There is going to be a heightened level of consolidation. Everybody has the map out and is looking at how they can position themselves and what kind of properties they should buy."

Unlike the radio-buying binge that followed passage of the '96 Telecom Act, some pros — citing the dismal ad market — contend that dealmaking this time around might occur later rather than sooner, and at a slower pace. Kupinski noted, "It takes a while to negotiate anything these days, but people are going to want to see the fundamentals improve so that they can sell their stations at a higher multiple."

Another analyst working for a major fund with significant media holdings agreed: "Sellers may not be able to get the price they want until the cash flows come back." The same analyst stressed, however, that all it takes is one deal to get things moving. "Once somebody starts paying up, we could see other people follow because they won't want to get left behind."

Regent Chairman/CEO Terry Jacobs shares those views. He argues that the difficult ad market, a prolonged stock slump and tighter lending requirements by banks have compressed radio station valuations as compared to the late 1990s. The net result is a gap between what sellers are asking and what buyers are willing to pay. But once the first deal goes through, others are bound to follow. (For a more thorough examination of how radio might be affected by the ruling, read the interview with Jacobs on Page 1.)

### Competing Against Cable

Some radio veterans are concerned that their medium could fall victim to competition from a combination of financially powerful broadcast and cable TV players as

soon as the mergers-and-acquisitions frenzy begins. The shadow of billionaire cable magnate and Liberty Media Corp. Chairman John Malone — who picked up the nickname Darth Vader in his dealmaking heyday in the '80s and '90s — is already looming now that regulators have denied him in his attempt to expand his holdings in Germany. Hayward notes, "We could see Malone ride in again with billions to spend now that he's been rebuffed in Germany."

That's certainly not lost on the radio industry. Smulyan warned, "I don't think anybody realizes how big an advantage the large cable players have in all of this. Cable controls those giant fees, and they can allocate those fees to whatever they own or want to own. People need to understand the implications of having very few companies owning everything. I worry that whoever ultimately collects the fees from consumers is going to own most of it."

Smulyan has a good point. According to Veronis Suhler, in 2000 — the last year for which all figures were available — TV broadcasters earned \$44 billion in total advertising: \$16 billion in network, \$12 billion in national spot, \$14 billion in local and \$3 billion in barter syndication. Cable TV operators pulled down \$63 billion: \$30 billion in basic service subscription revenue, \$7 billion in pay TV, \$2 billion in pay-per-view, \$14 billion in advertising and \$10 billion in license fees. In contrast, radio billed \$19 billion: \$15 billion in local, \$4 billion in national spot and \$719 million in network.

The major broadcast and cable players undoubtedly plan to put those fees — and the resulting cash flow — to work. Hayward said, "If you can own more and dominant properties in given markets, you obviously have the opportunity for multiple selling and better pricing."

Kupinski agreed: "If the cable TV operators become big buyers of broadcast TV properties, then TV becomes an attractive acquisition candidate for them, because their systems are clustered so well in DMA regions. They can use the sales staffs to sell advertising on TV and local ads on their cable networks, and that advertising could come at the expense of radio."

The largest media companies — those that also own radio — are already on the prowl or positioning themselves for the new rules. Late last year Tribune pocketed \$180 million from Entercom for its three radio stations in Denver, with most observers saying that the proceeds will help fund future TV-station deals.

Integrated radio companies could also use their TV holdings to strengthen their position in the industry. Kupinski said, "Those stations could be swap candidates for other radio properties."

The pure-play radio companies, said the pros, will have to partner up. Kupinski commented, "The small guys can remain in business, but they're going to have to become much bigger, and they're definitely

going to have to be a platform play. You will see further consolidation in the industry. The first wave will probably be refinancings in the form of equity deals to pare down debt for operations and to position the companies for further deals down the road."

Hayward stressed, "The pure-play radio guys will have to merge, or they will find themselves in trouble. I don't think they want to find themselves competing against, for instance, Cox on one side and Viacom on the other. There are easier things to do with your life."

The radio strategists are already working overtime in preparation for a dramatically changed media environment. Smulyan summed up, "We're looking at different things and alliances, and we'll see what happens. We have a host of ideas, but we're not ready to go forward with them yet."

## Bubba

Continued from Page 1

after two days of oral arguments from defense attorneys and Hillsborough County State Attorney Mark Ober, who filed the charges against Clem and the others last year. According to the *Tampa Tribune*, Clem covered his face with his hands as the verdict was read while Hatley and the two co-defendants cried.

The case against Clem, who changed his legal name from Todd Clem to Bubba The Love Sponge Clem prior to the trial's start, made headlines throughout the Tampa Bay region. Opening statements commenced Feb. 26, and the prosecution's case was immediately placed in jeopardy when Judge Ron Ficarrotta determined that portions of an audiotape introduced by Ober could not be played for the jury because they were irrelevant. The move halted the proceedings for a day, and on Feb. 27 — one year to the day after the boar was killed — re-edited audio and video of the boar's castration and mutilation were played.

Aside from presenting the audio and videotapes, the prosecution called just one witness to the stand, a WXTB employee who identified the voices on the audiotape. The witness received an objection from Clem's attorney because the attorney believed the witness' facial expressions showed reaction to the tape.

Later in the day Clem himself took the stand. While under oath, he said, "My show is controversial. My show is political, opinionated — I guess you could use the word shocking. My show addresses subjects that others won't. My show is on the edge." Clem's attorney, Norm Canella, then took the opportunity to link the boar's death to several other controversial stunts Bubba has done at 98 Rock. Among them: a "Drink Your Pee" event and a stunt in which lactose-intolerant individuals were asked to drink as much milk as they could stomach.

Clem said that the stunts had an "edgy, somewhat grotesque factor," that was also there in the boar's slaying. He reiterated that the kill-

## Gorman

Continued from Page 1

people skills, make him the perfect choice to help lead our staff through the exciting times ahead. I'm pleased to be working with him."

Gorman said, "It is very exciting to join the committed crew at Gold Circle Entertainment. When you combine the passion of [GCE founder/Chairman] Norm Waitt and the relentless energy and drive of Rob Dillman, the future is very bright for everyone involved with Gold Circle."

Gorman was previously President of Future Forward Marketing, an independent promotion and marketing company serving the entertainment and advertising industries. Gorman also worked at Private Music and spent two years at Imago Recording Company, heading the promotion, touring and video departments. Prior to that Gorman was Sr. VP/Promotion at Chrysalis Records and spent six years at Capitol Records.

— Steve Wonsiewicz

## Rafter

Continued from Page 16

Rafter's background includes on-air stints in Monmouth-Ocean, at WHTG and WZVU, as well as at WPAT/New York. He also spent 10 years as OM of WOBM-FM Monmouth-Ocean.

"Jeff has an extensive background in AC," Nassau Sr. VP/Programming Michelle Stevens told *R&R*. "He's a strong and very successful AC programmer and the perfect person to lead 'The Point.'"

## Ryan

Continued from Page 3

Group Head of Owned & Operated Stations. "His 15-plus years of radio experience will further enhance our efforts to bring the best sports and entertainment talk to L.A. We look forward to the continued growth of KMPC under his leadership."

Ryan said, "The people associated with KMPC are dedicated to taking the station to the top. The station has already garnered attention in the market with the recent additions of USC sports and shows hosted by Fred Roggin, Chris Myers, Bob Golic and Phil Jackson. These key anchors, along with the foundation provided by Sporting News Radio, put KMPC in a very competitive position in Southern California."

ing of the hog was not intended to be done in a cruel manner. But, in an interview with WTSP-TV/Tampa, Clem admitted — upon seeing a tape of the boar's killing — that the stunt was tasteless and that, in retrospect, he wished he hadn't done it. But he maintained he did nothing illegal, and the jury agreed.

Now, according to local cable outlet Bay News 9, Clem plans to launch a voter-registration drive with the sole purpose of having Ober voted out of office. Meanwhile, Clem was in court Monday on unrelated assault charges from an October 2001 incident at a local racetrack.

## National Radio

● **ESPN RADIO** partners with PGA TOUR Radio to broadcast live coverage of 22 PGA Tour events, beginning March 23 and ending Aug. 18. In addition to live golf coverage every Sunday from 4-7pm ET, ESPN will air the *PGA TOUR Radio Weekly Magazine Show* every Saturday from 7-8am. For info, contact Kevin Holloway at PGA TOUR Radio, 770-797-9795, ext. 201; or Rob Astorino at ESPN Radio, 212-613-3812.

● **EXCELSIOR RADIO NETWORKS** reaches a distribution agreement with *L.A. Lloyd's Rock 30* allowing XRN to distribute and market the three-hour weekly countdown show to stations in the U.S. Contact XRN's Stuart Greenblatt for affiliate information, at 646-254-9148.

● **JONES RADIO NETWORKS** launches the overnight news/talk show *AmericaLive*. It will air live from mid-

night-8am ET, beginning March 11, and be hosted by Tom Clendening and Jerry Hudson. For info, contact Shawn Smith at JRN at 800-426-9082 or [shawn.smith@jrnsseattle.com](mailto:shawn.smith@jrnsseattle.com).

● **MATRIX MEDIA** debuts *Taking Care of Business With Dr. J.*, featuring Jon Najarian. It is available on a market-exclusive basis across the U.S. and airs daily from 4-6am ET. For more info, contact Patricia Harvey at 214-618-0680.

● **VH1 RADIO NETWORK** presents the 90-minute *VH1 Rock & Roll Hall of Fame 2002 Inductee Special* on Mar. 16 and 17, distributed exclusively by Westwood One. For more info, contact Andrew Scafetta at Westwood One at 212-641-2179, or Rachel Lizerbram at VH1 at 212-846-7833.

● **MTV RADIO NETWORK** will air the hourlong *Jay-Z: Live, Unplugged and Uncensored* March 29-31. The show will be distributed exclusively by Westwood One. For more info, contact Andrew

Scafetta at Westwood One at 212-641-2179.

● **WESTWOOD ONE/CBS RADIO SPORTS** presents live coverage of the 2002 Masters Golf Tournament, April 11-14 from Augusta, GA. "The Road to the Masters," a 20-part series of three-minute features hosted by John Tautges, will air April 5-7. For info on stations and airtimes, contact Andrew Scafetta at Westwood One at 212-641-2179 or [ascafetta@westwoodone.com](mailto:ascafetta@westwoodone.com).

● **WESTWOOD ONE/CBS RADIO SPORTS & HOST COMMUNICATIONS** will air *Selection Sunday* live from Indianapolis on March 10 from 6-9pm ET as the NCAA men's basketball teams are chosen for the NCAA Tournament. For more info, contact Andrew Scafetta at Westwood One at 212-641-2179 or [ascafetta@westwoodone.com](mailto:ascafetta@westwoodone.com), or Jennifer Duncan at Host Communications at 972-392-5795 or [jennifer.duncan@hostcommunications.com](mailto:jennifer.duncan@hostcommunications.com).

## XM

Continued from Page 1

commission's approval for some 1,100 terrestrial repeaters so that it can fill gaps in its satellite coverage, it was actually fortifying its system to operate high-power repeaters and deliver local content.

XM is currently operating its repeaters on special temporary authority, which was granted in September 2001 and is set to expire on March 18. In granting the temporary authority, the commission said it was authorizing the repeaters only to overcome "the effects of signal blockage and multipath interference" — and on the condition, the NAB noted, that they not be used to insert local programming.

Because of renewed concerns based on the discovery of the Feb. 12 patent award, the NAB has asked the FCC not to grant permanent licenses or extend the temporary authority for XM repeaters without "a specific showing by XM that each repeater is

in fact required to correct a gap in satellite distribution."

### Fritts Disturbed Over Patent

"We are astonished to learn that XM has secretly acquired a patent that will allow the company to provide local radio programming through its extensive terrestrial repeater network," NAB President/CEO Eddie Fritts said late Monday. "This development indicates that the FCC International Bureau has either dropped the ball or that XM believes it does not have to play by the rules. Regardless, XM's lack of candor suggests that it is time for Chairman [Michael] Powell and the individual FCC commissioners to put a halt to this ruse of a terrestrial repeater network."

An NAB spokesman told **R&R** that his group has found no evidence that Sirius has filed for or received a patent for a similar process that could split national and local programming.

XM denies any plans for local service and says it is merely protecting its intellectual property. "We are

strictly a national radio service," XM spokesman Charles Robbins told **R&R** on Monday, adding that XM is in "absolute agreement" with what the NAB is demanding. Asked why XM applied for a patent for a device that would permit specific local delivery of programming, Robbins replied, "That's what scientists do. They apply for protection of anything they discover. It's intellectual property, and they want to protect it. It's a normal routine."

On Tuesday Robbins re-emphasized XM's commitment to a single national service. "We are a national satellite radio service — anything you hear anywhere, you hear everywhere."

### 'Raising Hell'

Some broadcasters weren't buying XM and Robbins' story, however. "I've been raising hell about this for two months," Whitney Radio President Bill O'Shaughnessy told **R&R**. He's been spearheading a crusade in the New York bedroom community of Westchester County and throughout upstate New York, where XM engineers have been appearing recently before community planning boards that are considering granting XM terrestrial-repeater construction permits.

In a recently published editorial, O'Shaughnessy wrote, "Despite XM's representations that their terrestrial repeaters will be used only to reach areas where a satellite signal

## DOJ

Continued from Page 1

study found that jurisdiction over 136 mergers was contested by the two agencies in 2000, causing an average delay of 3 1/2 weeks. Another 164 deals took more than a week to be allocated for review, even though no formal clearance dispute occurred — meaning almost a quarter of all mergers were held up because of jurisdictional questions.

Initially scheduled to be signed in mid-January, the overhaul plan was put on hold for six weeks by Senate Commerce Committee Chairman Fritz Hollings and some Democrats within the FTC who were angry that they were not consulted about or notified of the impending change. In response to Hollings' concerns, the DOJ and FTC spent the last six weeks providing extensive data and information to Congress and meeting with legislative staff on Capitol Hill to bolster their claim that the streamlining would increase the consistency, predictability and speed with which claims are handled.

James said, "Allocating industry sectors in a more rational manner will enable the DOJ to investigate more efficiently possible anticompetitive

conduct affecting consumers and will provide greater certainty to the business community — all of which is good."

But Sen. Hollings — who has received more than \$580,000 this election cycle from donors in the communications and electronics industries, according to Federal Election Commission data — countered, "I believe this is in violation of appropriations law, which states that we be consulted. For some reason this administration doesn't like government. Under the law they're supposed to submit their restructuring proposal to Congress. We have yet to receive anything in black and white. We were in the middle of discussions on how to proceed, and they just moved forward on their own. It's a tricky way to forgo consultation. We have our tricks too."

Consumer groups also frowned upon the restructuring plan. When the agreement was announced, the heads of the Consumers Union and the Consumer Federation of America said, "We have deep concerns about the ability and willingness of the DOJ to vigorously administer the antitrust laws; the DOJ has shown more susceptibility to the influence of whatever administration is currently in power."

## EARNINGS

Continued from Page 4

or 5 cents per share, compared to a \$13.8 million profit a year ago. Despite that profit, Regent saw a per-share loss of 42 cents in fiscal 2000. CFO Tony Vasconcellos told **R&R** the loss was due to a \$27 million noncash accounting adjustment related to Regent's January 2000 IPO, which was included for EPS computations but not factored into Regent's actual earnings. On a pro forma basis, net revenues improved 1%, to \$61.1 million, but BCF declined 13%, to \$18.7 million.

Despite the declines, Regent Chairman/CEO Terry Jacobs said that he'd be willing to move into a bigger market if the right opportunity came along. "Would we go bigger? Yes," he said emphatically during the March 1 conference call. But he said that breaking into a larger market might be tough: "If you look at the consolidation in the industry, the top 50 markets are almost 100% consolidated. So you're looking at trying to pry a group of stations out of one of the current consolidated groups that is there." He said that Regent currently operates in three markets ranked between 50 and 100 and would like to expand in those less-consolidated markets to improve the company's average market size.

Jacobs added Regent is discussing some possible acquisitions, which may include an exchange of stock, and that he's finding people who have held on to stations dur-

ing consolidation and are now more realistic about station values.

Looking ahead to Q1, the company expects to report a loss per share of approximately 2 cents on predicted revenue of \$12.8 million-\$13.1 million and BCF of \$2.5 million-\$2.7 million. It also forecasts same-station revenue will be flat to down 5%, which the company attributes to continued weakness in the overall advertising environment.

### NBG Up In Revenues, Losses

**NBG Radio Networks** posted higher revenues and increased losses during fiscal 2001. For the fiscal year ended Nov. 30, 2001, the network's consolidated revenue improved 14%, to \$13.5 million, which the company attributed to its acquisition and development of programming and sales-representation contracts during the year, including the addition of 19 new programs to its roster.

But NBG's net loss was \$8.3 million, or 60 cents per diluted share, vs. fiscal 2000 net income of \$826,000, or 6 cents. The company blames falling ad rates, acquisition costs — including its purchase of Glenn Fisher Entertainment — along with development costs and some write-offs for the losses. But NBG CFO JJ Brumfield pointed out that many of those expenses are one-time costs and said the company is "well-positioned for a financially sound 2002 and beyond."

cannot reach, there is a growing feeling abroad in the land that this whole scheme is designed to allow XM to build a land-based terrestrial network, which is not at all what they've been telling the FCC."

While XM and Sirius have steadfastly denied any intention to deliver local programming, a Philadelphia-based national traffic provider told **R&R** that it has discussed providing traffic information to both of the satcasters.

"We've been in discussions with both of them from the start," Traffic Plus Networks Sr. VP Al McGowan confirmed. "We've talked to both of them about our product, and we con-

tinue to stay in touch. We would be open to any interest to distribute our information to satellite subscribers."

Traffic Plus Networks debuted in Philadelphia less than two years ago as Traffic.com and, through its Digital Traffic Pulse operation, collects, processes, stores and distributes traffic data through a wide range of applications. McGowan says that the service is completely digital in Philadelphia and Pittsburgh, with Chicago and Dallas set to follow and another 25 cities to debut after that. He notes that both XM and Sirius have the potential to deliver in-vehicle telematics details via voice or text to an on-dash screen.

## Transactions

Continued from Page 6

**David Field.** Phone: 610-660-5610. It owns 99 other stations. This represents its entry into the market.

**SELLER: Broad Spectrum Communications,** headed by President **P. Eric Dausman.** Phone: 503-620-0994

**FREQUENCY:** 94.9 MHz  
**POWER:** 950 watts at 302 feet  
**FORMAT:** AC

## Virgin Islands

**WVGN-FM/Charlotte Amalie, St. Thomas**

**PRICE:** Undisclosed  
**TERMS:** Asset sale for cash  
**BUYER: LKK Group Corp.,** headed by President **Keith Bass.** Phone: 323-930-1908. It owns no other stations.

**SELLER: Calypso Communications,** headed by General Partner **Robert Miller.** Phone: 734-451-2272  
**FREQUENCY:** 107.3 MHz  
**POWER:** 1kw at 1,565 feet  
**FORMAT:** AC

## Washington

### Station Swap

**KUKN-FM/Kelso and KLYK-FM/Longview**

**PRICE:** Not applicable  
**TERMS:** Facilities swap  
**PARTY A: Entercom Communications,** headed by President/COO **David Field.** Phone: 610-660-5610. It owns KUKN and 98 other stations. This represents its entry into the market.  
**PARTY B: Washington Interstate Broadcasting,** headed by President

**Joel Hanson.** Phone: 360-636-0110. It owns KLYK and one other station. This represents its entry into the market.

**COMMENT:** Entercom and Washington Interstate Broadcasting have agreed to a station-for-station swap. At closing, Entercom will pay Washington \$100,000 for certain promotional and other expenditures involved in the swapping of frequencies.

**KUKN-FM/Kelso**

**FREQUENCY:** 94.5 MHz  
**POWER:** 6kw at 328 feet  
**FORMAT:** Country

**KLYK-FM/Longview**

**FREQUENCY:** 105.5 MHz  
**POWER:** 700 watts at 860 feet  
**FORMAT:** Hot AC



Lori Parkerson • 202-380-4425

**20on20 (XM20)**

**Kane**  
DEFAULT Wasting My Time  
FAT JOE /ASHANTI What's Luv?

**BPM (XM81)**

**Blake Lawrence**  
No Adds

**Real Jazz (XM70)**

**Maxx Myrick**  
No Adds

**The Boneyard (XM41)**

**Charlie Logan**  
CREED Hide  
CREED Freedom Fighter  
CREED Stand Here With Me  
DREAM THEATER Blind Faith  
DREAM THEATER The Glass Prison

**The Heart (XM23)**

**Johnny Williams**  
No Adds

**The Loft (XM50)**

**Mike Marrone**  
No Adds

**Watercolors (XM71)**

**Steve Stiles**  
WALTER BEASLEY New Day New Way  
WALTER BEASLEY Good Times  
DAVID BENOIT Snap  
DAVID BENOIT Someday Soon  
DAVID BENOIT You Read My Mind  
CHUCK LOEB Pocket Change  
SADE Cherish The Day  
SADE Somebody Already Broke My Heart  
SADE Sweetest Taboo  
SADE Paradise  
SADE Cherry Pie  
SADE Is It A Crime?  
SPYRO GYRA Feelin' Fine

**X Country (XM12)**

**Jessie Scott**  
BROOKLYN COWBOYS The Other Man In Black  
BETH NIELSEN CHAPMAN Deeper Still  
LONESOME BOB Things Change

**XM Cafe (XM45)**

**Bill Evans**  
CHEMICAL BROTHERS Come With Us  
CLIVE GREGSON Comfort And Joy  
INCREDIBLE MOSES LEROY Electric Pocket Radio  
TONY LEVIN Pieces Of The Sun  
ALANIS MORISSETTE Under Rug Swept  
REMY ZERO Golden Hum  
U2 7  
ZERO 7 Simple Things

**XMLM (XM23)**

**Eddie Webb**  
No Adds

**Watercolors (XM71) Playlist**

ACOUSTIC ALCHEMY Passion Play  
ACOUSTIC ALCHEMY Senjo Wine  
BONA FIDE El Dorado  
BONA FIDE Club Charles  
CHRIS BOTTI Through An Open Window  
CHRIS BOTTI When I See You  
LARRY CARLTON Deep Into It  
STEVE COLE From The Start  
STEVE COLE So Into You  
JOYCE COOLING Daddy-O  
JOYCE COOLING Third Wish  
BRIAN CULBERTSON Together Tonight  
BRIAN CULBERTSON I Could Get Used To This  
RICHARD ELLIOT Work All Night  
RICHARD ELLIOT Q.T.  
RICHARD ELLIOT Coco  
FISHBELLY BLACK Ven A Gozar  
JOE FUENTES Dr. Kilo  
BONEY JAMES RPM  
BONEY JAMES See What I'm Sayin'?  
BONEY JAMES This Is The Life  
DIANA KRALL S'Wonderful  
PIECES OF A DREAM Night Vision  
SADE Lover's Rock  
JILL SCOTT He Loves Me  
SOUL BALLET Want You  
PETER WHITE Baby Steps  
PETER WHITE Bullseye  
PETER WHITE Turn It Out



100 million moviegoers  
15,000 movie theaters

Movie Tunes plays current music in movie theaters across the nation. Movie Tunes then surveys moviegoers from five major distribution areas of the country each week. Respondents are sent a CD sampler and asked to rate songs on a scale of 1-5. This data is gathered and published by R&R.

**TOP FIVE SONGS PER REGION**

**WEST**

1. ENRIQUE IGLESIAS Escape
2. BRANDY What About Us?
3. JAHEIM Anything
4. RUFUS WAINWRIGHT Across The Universe
5. BONEY JAMES Ride

**MIDWEST**

1. ENRIQUE IGLESIAS Escape
2. BRANDY What About Us?
3. JAHEIM Anything
4. BONEY JAMES Ride
5. RUFUS WAINWRIGHT Across The Universe

**SOUTHWEST**

1. ENRIQUE IGLESIAS Escape
2. BRANDY What About Us?
3. JAHEIM Anything
4. HOLLY WYNETTE My Future Ex-Boyfriend
5. RUFUS WAINWRIGHT Across The Universe

**NORTHEAST**

1. BRANDY What About Us?
2. ENRIQUE IGLESIAS Escape
3. JAHEIM Anything
4. RUFUS WAINWRIGHT Across The Universe
5. HOLLY WYNETTE My Future Ex-Boyfriend

**SOUTHEAST**

1. ENRIQUE IGLESIAS Escape
2. BRANDY What About Us?
3. JAHEIM Anything
4. BONEY JAMES Ride
5. HOLLY WYNETTE My Future Ex-Boyfriend

List is frozen this week.

**FEBRUARY PLAYLIST**

AIMEE MANN & MICHAEL PENN Two Of Us  
BONEY JAMES Ride  
BRANDY What About Us?  
DONZ Give  
ENRIQUE IGLESIAS Escape  
HANK WILLIAMS III Mississippi Mud  
HOLLY WYNETTE My Future Ex-Boyfriend  
JAHEIM Anything  
LENNY KRAVITZ Stillness Of Heart  
NANCY WILSON Save Your Love For Me  
NATURAL Medley  
OUTERSTAR You Love It When It Rains  
RICK BRAUN Your World  
RUFUS WAINWRIGHT Across The Universe  
TA TA & BRANDO Let's Be Friends  
TAE BO Medley



Artist/Title	Total Plays
BRITNEY SPEARS I'm Not A Girl...	79
LMNT Juliet	78
'N SYNC Pop	78
AARON CARTER I'm All About You	78
'N SYNC Girlfriend	76
DREAM STREET It Happens Every...	75
DREAM STREET I Say Yeah	75
LIL' ROMEO My Baby	74
AARON CARTER Leave It Up To Me	70
PINK Get The Party Started	36
CHRISTINA MILIAN AM To PM	33
SMASH MOUTH I'm A Believer	33
COREY I/LIL' ROMEO Hush Lil' Lady	31
BAHA MEN Who Let The Dogs Out	30
NINE DAYS Absolutely (Story Of...)	30
MANDY MOORE Cry	29
JUMP5 Spinnin' Around	29
MICHELLE BRANCH Everywhere	28
AARON CARTER Not Too Young...	28
3LW No More (Baby I'ma Do Right)	27



Playlist for the week ending March 2.



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

**DMX HOSPITALITY**  
**David Sader**

The hottest tracks at hospitality, which includes restaurants, bars, hotels and cruise ships, targeted at 25-54 adults.

**NATALIE IMBRUGLIA Wrong Impression**

BONNIE RAITT I Can't Help You Now

SHAKIRA Whenever, Wherever

VANESSA CARLTON A Thousand Miles

JOHN MELLENCAMP Just Like You

BROOKS & YEARWOOD Squeeze Me In

CHER Body To Body, Heart To Heart

MICHELLE BRANCH All You Wanted

LOUISE Stuck In The Middle With You

MINDY MCCREARY Maybe, Maybe Not

JANET JACKSON Someone To Call My Lover

JEWEL Standing Still

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

**CHR/POP**

**Jack Patterson**

KID ROCK Lonely Road Of Faith

RES They-Say Vision

**CHR/RHYTHMIC**

**Mark Shands**

FAITH EVANS I Love You

ALICIA KEYS How Come You Don't Call Me

**URBAN**

**Jack Patterson**

BUSTA RHYMES Pass The Courvoisier

JOE What If A Woman

**ALTERNATIVE**

**Dave Sloan**

SOUTH Too Much Too Soon

AVALANCHES Frontier Psychiatrist

**ROCK**

**Stephanie Mondello**

BIG HEAD TODO & THE MONSTERS Wishing Well

**ADULT ALTERNATIVE**

**Stephanie Mondello**

LENNY KRAVITZ Stillness Of Heart

OISHWALLA Somewhere In The Middle

VANESSA CARLTON A Thousand Miles

SCOUT All I Want Is You

ELBOW Newborn

**ADULT CONTEMPORARY**

**Jason Shiff**

BONNIE RAITT I Can't Help You Now

KYLIE MINOGUE Can't Get You Out Of My Head

**INTERNATIONAL HITS**

**Mark Shands**

DARREN HAYES Insatiable

**COUNTRY**

**Leanne Flask**

JEFF CARSON Until We Fall Back In Love Again

**DANCE**

**Danielle Ruysschaert**

THE CHEMICAL BROTHERS Galaxy Bounce

RES They-Say Vision

RAVEN MAIZE The Real Life

IAN VAN DAHL Will I?

**RAP/HIP-HOP**

**Mark Shands**

BIG JUS 4 Life

LUDACRIS Growing Pains



Phil Hall • 972-991-9200

**Hot AC**

**Steve Nichols**

SHERYL CROW Soak Up The Sun

PUDDLE OF MUDD Blurry

**StarStation**

**Peter Stewart**

No Adds

**Classic Rock**

**Chris Miller**

No Adds

**Touch**

**Ron Davis**

No Adds

**Doug Banks Morning Show**

**Gary Saunders**

No Adds

**Tom Joyner Morning Show**

**Vern Catron**

JOE What If A Woman

**Country Coast To Coast**

**Kris Wilson**

GARY ALLAN The One

ANDY GRIGGS Tonight I Wanna Be Your Man

REBA MCENTIRE Sweet Music Man

GEORGE STRAIT Living And Living Well

**ALTERNATIVE PROGRAMMING**

**Gary Knoll • 800-231-2818**

**Rock**

JEREMIAH FREED Again

ANDREW W.K. Party Hard

**Alternative**

ANDREW W.K. Party Hard

**Triple A**

JOHNNY A Oh Yeah

SHERYL CROW Soak Up The Sun

DEFAULT Wasting My Time

WILLIE NELSON Maria (Shut Up And Kiss Me)

STROKES Last Nite

**CHR**

INDIA, ARIE Video

CELINE DION A New Day Has Come

PUDDLE OF MUDD Blurry

**Mainstream AC**

DEFAULT Wasting My Time

PINK Get The Party Started

PUDDLE OF MUDD Blurry

TRAIN She's On Fire

**Lite AC**

BOTTI I/COLVIN All Would Envy

TINA MOORE Time Will Tell

LEANN RIMES Can't Fight The Moonlight

**NAC**

STEVE COLE So Into You

BUSTA RHYMES Pass The Courvoisier

RL I/ERICK SERMON Got Me A Model

**Country**

CLINT BLACK Money Or Love

SARA EVANS I Keep Looking

PAT GREEN Three Days

BRAD PAISLEY I'm Gonna Miss Her

SHEDAISY Get Over Yourself



Ken Moultrie • 800-426-9082

**Alternative**

**Steve Young/Kristopher Jones**

LOSTPROPHETS Shinobi Vs. Dragon Ninja

SEVENDUST Live Again

WHITE STRIPES Fell In Love With A Girl

**Active Rock**

**Steve Young/Kristopher Jones**

INJECTED Faithless

SEVENDUST Live Again

STATIC-X Cold

**Heritage Rock**

**Steve Young/Kristopher Jones**

JEREMIAH FREED Again

LENNY KRAVITZ Stillness Of Heart

**Hot AC**

**Steve Young/Josh Hosler**

VANESSA CARLTON A Thousand Miles

JOHN MAYER No Such Thing

**CHR**

SHERYL CROW Soak Up The Sun

DEFAULT Wasting My Time

FAT JOE /ASHANTI What's Luv?

**Rhythmic CHR**

**Steve Young/Josh Hosler**

ENRIQUE IGLESIAS Escape

JAGGED EDGE I/NAS I Got It

**Soft AC**

**Mike Bettelli**

CELINE DION A New Day Has Come

**Mainstream AC**

**Mike Bettelli**

MESSINA I/MCGRAW Bring On The Rain

**Delilah**

**Mike Bettelli**

MARC ANTHONY I Need You

**Dave Wingert Show**

**Mike Bettelli**

MESSINA I/MCGRAW Bring On The Rain

**Mainstream Country**

**Ray Randall/Hank Aaron**

TAMMY COCHRAN I Cry

LONESTAR Not A Day Goes By

TRICK PONY Just What I Do

**New Country**

**Hank Aaron**

TAMMY COCHRAN I Cry

KEVIN DENNEY That's Just Jesse

LONESTAR Not A Day Goes By

**Lia**

**Ken Moultrie/Hank Aaron**

STEVE AZAR I Don't Have To Be Me...

BROOKS & YEARWOOD Squeeze Me In

ALAN JACKSON Drive (For Daddy Gene)

CAROLYN DAWN JOHNSON I Don't Want You To Go

**24 HOUR FORMATS**

**Jon Holiday • 303-784-8700**

**Adult Hit Radio**

**JJ McKay**

## DATEBOOK

### MONDAY, MARCH 18

1850/American Express is founded.  
1968/*The Producers*, the first feature film from director and actor **Mel Brooks**, opens. It goes on to win the Oscar for Best Screenplay.  
1992/Microsoft ships its popular Windows 3.1 software for the first time.

Born: **Peter Graves** 1926

#### In Music History

1965/After a gas-station owner refuses to let the group use the bathroom, Rolling Stones **Mick Jagger**, **Brian Jones** and **Bill Wyman** urinate on the station's wall. The trio are arrested for "insulting behavior."

1972/Beatles drummer **Ringo Starr** begins work on *Born to Boogie*, his documentary on T. Rex's **Marc Bolan**.

1977/**The Clash** release their debut single, "White Riot," in the U.K.

1978/The California Jam II rock festival is held in Ontario, CA, and 250,000 fans see performances by **Santana**, **Ted Nugent**, **Heart**, **Aerosmith** and others. Portions of the show are broadcast nationwide on ABC-TV.

Born: **Wilson Pickett** 1941, **Vanessa Williams** 1963, **Jerry Cantrell** (Alice In Chains) 1966, **Queen Latifah** 1970

### TUESDAY, MARCH 19

1928/The radio program *Amos n' Andy* first airs.

1931/The Nevada state legislature votes to legalize gambling.

1953/Legendary filmmaker **Cecil B. DeMille** wins the only Academy Award of his career as *The Greatest Show on Earth* takes home an Oscar for Best Picture.

#### In Music History

1974/**The Jefferson Airplane** begin their first tour under the name **Jefferson Starship**.

1982/**Randy Rhoads**, 25-year-old guitarist for **Ozzy Osbourne**, is killed in a plane crash in Leesburg, FL.

2001/**Sean "Puffy" Combs** is acquitted of all charges in connection with shots fired at a New York club. Puffy is also cleared of attempting to bribe a witness. Yet his protegee, **Jamal "Shyne" Barrow**, is convicted of assault, reckless endangerment and criminal gun possession — all felonies.

### WEDNESDAY, MARCH 20

1952/Actor **Humphrey Bogart** wins his only Oscar, for Best Actor in *The African Queen*.

1992/America Online goes public, offering its stock at \$11.50 a share.

1995/At the height of morning rush hour in Tokyo, five two-man terrorist teams from a religious cult secretly release lethal sarin gas into the air. Twelve people are killed, and 5,500 are treated in hospitals.

#### In Music History

1969/**John Lennon** weds **Yoko Ono** in a private ceremony in Gibraltar. Two days later the newlyweds begin their first "bed-in for peace" in the presidential suite of the Amsterdam Hilton.

1970/**David Bowie** weds model **Angela Barnett** in Bromley, England.

1990/Over 15,000 screaming fans crowd streets near a Los Angeles Warehouse for an in-store appearance by **Depeche Mode**. Some fans showed up two days in advance, and the store is held responsible for \$25,000 in extra police protection.



Fans just can't get enough.

1991/**Eric Clapton's** 4 1/2 year-old son, **Conor**, dies when he falls from the 53rd story window of Clapton's apartment. Clapton will later write "Tears in Heaven" in **Conor's** memory.

### THURSDAY, MARCH 21

1963/Alcatraz Prison in San Francisco Bay closes.

1971/*The Andromeda Strain*, a sci-fi thriller based on a Michael Crichton book, is released. It's the first movie to use computer animation.

1983/Long-running TV series *Little House on the Prairie* airs its last episode.

#### In Music History

1970/It's a big day for new releases. **The Faces** release their first album, *First Step*; **The Guess Who** release "American Woman"; and **The Jackson 5** put out "ABC."

1994/**Bruce Springsteen** wins an Oscar for "Streets of Philadelphia" from the movie *Philadelphia*.

1997/*Selena*, a biopic on the late Tejano singer, opens nationwide. **Jennifer Lopez** stars in the title role.

### FRIDAY, MARCH 22

1894/In professional hockey, the first Stanley Cup championship is held. Montreal beats Ottawa to take home the trophy, which was purchased the previous year for \$48.67. It is now one of the most famous trophies in professional sports.

1974/The Equal Rights Amendment is passed by the U.S. Senate.

#### In Music History

1963/EMI releases **The Beatles'** first album, *Please Please Me*, in the U.K. It hits No. 1 on the British album chart within three weeks.

1978/**The Rutles'** *All You Need Is Cash*, a satire of **The Beatles**, airs on NBC-TV. **Paul Simon** and **Mick Jagger** make cameos as themselves, and **George Harrison** appears as an interviewer.

1988/The Country Music Hall of Fame museum in Nashville opens a special **Johnny Cash** exhibit, featuring costumes, instruments, manuscripts, photos and lyric sheets.

### SATURDAY, MARCH 23

1940/The radio game show *Truth or Consequences* begins its 16-year run.

1950/*Beat the Clock* premieres on CBS-TV.

1998/Tying the record set by *Ben-Hur* in 1959, *Titanic* wins 11 Oscars at the 70th Annual Academy Awards, including Best Picture. **Jack Nicholson** and **Helen Hunt** win top acting honors for their roles in *As Good as It Gets*.



A Titanic win.

#### In Music History

1963/**The Beach Boys** release "Surfer U.S.A."

1978/A&M Records signs **The Police**.

1988/**Mick Jagger** makes his first onstage appearance in Japan, in front of 48,000 fans, as he opens his first solo tour. Both Jagger and **The Rolling Stones** were previously banned by the Japanese government due to rumors of drug use by the band.

Born: **Ric Ocasek** (ex-Cars) 1949, **Chaka Khan** 1953, **Damon Albarn** (Blur, Gorillaz) 1968

### SUNDAY, MARCH 24

1955/Tennessee Williams' play *Cat on a Hot Tin Roof* opens in New York.

1989/The worst oil spill in U.S. territory occurs when the *Exxon Valdez* runs aground on a reef in Prince William Sound in southern Alaska.

1998/**Mitchell Johnson**, 13, and **Andrew Goldern**, 11, open fire on their classmates and teachers in Jonesboro, AR. Four students and one teacher are killed.

Born: **Steve McQueen** 1980, **Louie Anderson** 1953, **Star Jones** 1962, **Lara Flynn Boyle** 1970, **Alyson Hannigan** 1974

#### In Music History

1958/**Elvis Presley**, 23, is inducted into the Army in Memphis.

1965/On the first date of the band's Scandinavian tour, Rolling Stones bassist **Bill Wyman** is knocked unconscious in Odense, Denmark by an electrical shock from a microphone stand.

1973/During a show in Buffalo, a fan rushes past a security guard, jumps onstage and bites **Lou Reed** in the rear end.



Hey, Lou, take a bite in the back side....

1975/**Lynyrd Skynyrd** release *Nuthin' Fancy*.

1986/**Prince** releases *Parade*.

1991/**The Black Crowes** are dropped as the opening act for ZZ Top after they criticize Miller Beer, the corporate sponsor of the tour.

Born: **Nena** 1960

— Frank Correia

## Zinescene

### Who's Got The Biggest Unit?

**Rolling Stone** visits the stars' homes to find out how many inches they need to entertain themselves. Everclear singer **Art Alexakis**, rapper **Fat Joe**, Bush frontman **Gavin Rossdale**, Blink-182 drummer **Travis Barker** and Roc-A-Fella Records founder **Damon Dash** show off their television and home-theater setups. Fat Joe has a phat system that goes wherever he does: "My car is like my office. I don't fly, so I take my truck everywhere. I've got my Sega Dreamcast, I've got my DVD, VCR, a 23-inch TV that comes down from the top electronically. DVDs in heavy rotation include *Scarface*, *Heat*, *Gladiator* and *The Patriot*."

Barker is a little more vague when it comes to his home setup. "I'm not sure what I've got. I just said, 'Make sure that shit is really loud.' I grew up without having a TV with a remote. So when I made some money, I just said, 'Fuck it,' and did it up right."

#### Clothes Make The Man

In the "Who'd Have Thunk It" category, slacker-rock icon **Beck** makes *Esquire* magazine's "Top 10 Best Dressed Men in America" list. Other musicians winning accolades for their impeccable style include **David Bowie**, **Ben Harper**, **Quincy Jones** and the late **Miles Davis**. In the "Most Improved" category are 'N Sync's **Justin Timberlake**, as well as **Mark Wahlberg** (formerly Marky Mark of *The Funky Bunch*), **Lenny Kravitz**, **Harry Connick Jr.** and **Chris Isaak** all get slammed as copycats, while **Michael Jackson** and **Scott Weiland** are listed among "The Abominables."

#### Show Us Your Hits!

From best clothes to no clothes, former teen star **Tiffany** lands on the cover (and other pages) of the new *Playboy*. Alongside her provocative nude pics, the singer talks about her growing pains. "It became very frustrating for me as a young adult, because people saw me as the sweet and innocent girl next door. I knew my peers were growing up — girls wanted to look sexier, and I didn't know how to make that transition. I had personal problems with my family and management, so I decided to bow out gracefully and go home for a while."

As if the pictures weren't enough, Tiffany hopes her new album, *The Color of Silence*, will make people forget her former image. "I'm not interested in resurrecting Tiffany from the past. I feel confident standing on my own two feet as an adult, a woman, a mother and a musician."

Another former teen star, **Kylie Minogue**, is also enjoying a popularity resurgence, thanks to her dance hit "Can't Get You Out of My Head." "Don't ask me why



**THE DIRT ON MUDD** — Their debut album may be called *Come Clean*, but *Puddle Of Mudd's* debut gig — at a party for porn film company *Vivid Video* — was anything but. "We didn't get any cash — we actually got paid with DVDs and tapes," admits singer **Wes Scantlin**. "Everybody else kept all the pornos — I'm not the biggest guy on pornos, man. I don't really like to sit around all day and watch pornos and shit."

I'm seen as hip these days," says **Minogue**, who counts **Madonna** among her fans. "Maybe people are just ready to enjoy some unashamed pop music." She does have her theories on why she's on the comeback trail: "I think people have known me for so long, I'm like safe sex." (Us)

#### Seein' Stars

Even stars get mistaken for other stars. "I used to pass myself off as **Ethan Hawke**," says **Sugar Ray's Mark McGrath**. "It would help me get into clubs." For **India.Arie**, the mixup is two-fold: "Venus and **Serena Williams**. I don't even play tennis." **Mandy Moore** hasn't run into that problem: "I don't think I'm cool enough to be mistaken for anyone yet." But who has *Backstreet Boy A.J. McLean* been mistaken for? "Somebody from 'N Sync," he admits. (*Entertainment Weekly*)

#### Altar-ed State

The wedding of country singer **LeAnn Rimes** is covered everywhere from *People* to the supermarket tabloids. The big story is her reconciliation with estranged father and former manager **Wilbur**, whom she hit with a \$7 million lawsuit nearly two years ago, claiming that he robbed her of millions by mismanaging her career. Although the two buried the hatchet, Rimes chose to walk down the aisle alone.

Is **Madonna's** 14-month-old marriage to film director **Guy Ritchie** already on the rocks? *Us* reports that the couple is having big problems. "He's gregarious, a real free spirit who has a lot of friends and likes going out shooting and hunting," says an inside source. "And she likes to have him home, because she's controlling."

— Frank Correia

Each week R&R sneaks a peek through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. R&R has not verified any of these reports.

**72 million households**

Tom Calderone  
VP/Programming



**75 million households**

Paul Marszalek  
VP/Music Programming



**Plays**

BLINK-182 First Date	15
BRANDY What About Us?	14
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta	13
OUTKAST The Whole World	13
JENNIFER LOPEZ Ain't It Funny	12
P.O.D. Youth Of The Nation	11
FAT JOE I/ASHANTI What's Luv?	11
USHER U Don't Have To Call	10
X-ECUTIONERS It's Goin' Down	10
TWEET I/MISSY ELLIOTT Oops (Oh My!)	10
PINK Don't Let Me Get Me	10
TRIK TURNER Friends + Family	10
LUDACRIS Saturday (Ooh...)	10
HOOBASTANK Crawling In The Dark	9
FABOLOUS Young'n (Holla Back)	9
ENRIQUE IGLESIAS Escape	9
DEFAULT Wasting My Time	9
ALANIS MORISSETTE Hands Clean	9
CRAIG DAVID 7 Days	8
SYSTEM OF A DOWN Toxicity	8
SHAKIRA Underneath Your Clothes	8
FAITH EVANS I Love You	8
MICHELLE BRANCH All You Wanted	7
'N SYNC Girlfriend	6
VANESSA CARLTON A Thousand Miles	6
AALIYAH More Than A Woman	5
BRITNEY SPEARS I'm Not A Girl, Not Yet A Woman	5
KYLIE MINOGUE Can't Get You Out Of My Head	5
DASHBOARD CONFESSIONAL Screaming Infidelities	5
RES They-Say Vision	5
MARY J. BLIGE No More Drama	4
JIMMY EAT WORLD The Middle	4
MOBB DEEP Hey Luv (Anything)	4
ASHANTI Foolish	4
BEANIE SIGEL I/FREEWAY Roc The Mic	3
P. DIDDY I/USHER & LOON I Need A Girl	3
GLENN LEWIS Don't You Forget It	3
SUM 41 Motivation	3
STROKES Last Nite	3
ADEMA The Way You Like It	3
BUSTA RHYMES I/P. DIDDY... Pass The Courvoisier	3
B2K Uh Huh	3
CALLING Wherever You Will Go	3
GORILLAZ 19-2000	3
BACKSTREET BOYS Drowning	2
MASTER P Ooohhwee	2
OZZY OSBOURNE Dreamer	2
ROB ZOMBIE Never Gonna Stop	2
NAPPY ROOTS Awnaw	2

Video playlist for the week ending March 2

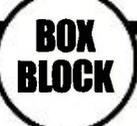
**Plays**

PUDDLE DF MUDD Blurry	24
ALANIS MORISSETTE Hands Clean	23
DAVE MATTHEWS BAND Everyday	23
NICKELBACK How You Remind Me	22
TRAIN She's On Fire	22
ENRIQUE IGLESIAS Escape	21
MARY J. BLIGE No More Drama	21
CHER Song For The Lonely	21
DEFAULT Wasting My Time	19
KYLIE MINOGUE Can't Get You Out Of My Head	18
NATALIE IMBRUGLIA Wrong Impression	18
SHAKIRA Underneath Your Clothes	17
ALICIA KEYS A Woman's Worth	17
ELTON JOHN This Train Don't Stop There Anymore	16
JEWEL Standing Still	16
MICK JAGGER Visions Of Paradise	15
LENNY KRAVITZ Stillness Of Heart	15
NICKELBACK Too Bad	10
CRAIG DAVID 7 Days	10
CHRIS ISAAK Let Me Down Easy	10
BASEMENT JAXX Where's Your Head At?	10
JIMMY EAT WORLD The Middle	9
RUFUS WAINWRIGHT Across The Universe	8
INDIA.ARIE Video	7
KID ROCK Lonely Road Of Faith	7
BRITNEY SPEARS I'm Not A Girl, Not Yet A Woman	6
BRANDY What About Us?	4
FAITH EVANS I Love You	3
COURSE OF NATURE Caught In The Sun	3
MICHELLE BRANCH All You Wanted	3
SADE Paradise	2
BEN FOLDS Still Fighting It	2
GLENN LEWIS Don't You Forget It	2
DARREN HAYES Insatiable	2
RYAN ADAMS Answering Bell	1
P.O.D. Youth Of The Nation	1
HOOBASTANK Crawling In The Dark	1
RES They-Say Vision	1
REMY SHAND Take A Message	1
OZZY OSBOURNE Dreamer	1
AALIYAH More Than A Woman	1
CREED Bullets	1
TWEET I/MISSY ELLIOTT Oops! (Oh My)	1

Video airplay for March 11-17.

**55 million households**

Peter Cohen,  
VP/Programming



**Rap Adds**

NAS One Mic

**Pop Adds**

No Adds

**Urban Adds**

No Adds

**Rhythmic Adds**

No Adds

**Rock Adds**

LOCAL H Half Life

Adds for the week of March 11

**36 million households**

Cindy Mahmood  
VP/Music Programming  
& Entertainment



**VIDEO PLAYLIST**

JA RULE I/ASHANTI Always On Time  
MR. CHEEKS Lights, Camera, Action  
FAITH EVANS I Love You  
OUTKAST The Whole World  
MARY J. BLIGE No More Drama  
FAT JOE I/ASHANTI What's Luv?  
BRANDY What About Us?  
MONTELL JORDAN You Must Have Been  
ASHANTI Foolish  
KEKE WYATT I/AVANT Nothing In This World

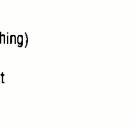
**RAP CITY**

JA RULE I/ASHANTI Always On Time  
BUSTA RHYMES I/P. DIDDY... Pass The Courvoisier  
NAS One Mic  
JA RULE I/CHARLI BALTIMORE Down  
NAPPY ROOTS Awnaw  
FAT JOE I/ASHANTI What's Luv  
G. DEP I/P. DIDDY... Special Delivery  
LUDACRIS Saturday (Ooh...)  
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta  
OUTKAST The Whole World

Video playlist for the week ending March 10.

**72 million households**

Tom Calderone  
VP/Programming



**X-ECUTIONERS It's Goin' Down**  
**MOBB DEEP I/112 Hey Luv (Anything)**  
**INCUBUS Nice To Know You**  
**GLENN LEWIS Don't You Forget It**  
**STARSAILOR Good Souls**  
**FAT JOE I/ASHANTI What's Luv?**  
**THURSDAY Understanding In...**  
**UNWRITTEN LAW Seein' Red**  
**OMX I/FAITH EVANS I Miss You**  
**NICKELBACK Too Bad**  
**NAPPY ROOTS Awnaw**  
**QUARASHI Stick 'Em Up**  
**FAITH EVANS I Love You**  
**CEE-LO Closet Freak**  
**BEANIE SIGEL I/FREEWAY Roc The Mic**  
**ADEMA The Way You Like It**  
**DASHBOARD CONFESSIONAL Screaming Infidelities**

Video playlist is frozen.

**75 million households**

Paul Marszalek  
VP/Music Programming



**PHANTOM PLANET California**  
**TWEET I/MISSY ELLIOTT Oops! (Oh My)**  
**SUM 41 Motivation**  
**HOOBASTANK Crawling In The Dark**  
**REMY SHAND Take A Message**  
**ALANIS MORISSETTE Hands Clean**  
**RYAN ADAMS Answering Bell**  
**ANDREW W.K. Party Hard**

Video playlist is frozen.

**CMT**  
COUNTRY MUSIC TELEVISION

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

**ADDS**

CLINT BLACK Money Or Love  
LITTLE BIG TOWN Don't Waste My Time  
REBA MCENTIRE Sweet Music Man

**TOP 20**

MARTINA MCBRIDE Blessed  
ALAN JACKSON Where Were You...  
STEVE HOLY Good Morning Beautiful  
RASCAL FLATTS I'm Movin' On  
EARL SCRUGGS Foggy Mountain Breakdown  
TRISHA YEARWOOD Inside Out  
NICKEL CREEK A Lighthouse's Tale  
TIM MCGRAW The Cowboy In Me  
KENNY CHESNEY Young  
CYNOL THOMSON I Always Liked That Best  
CHELY WRIGHT Jezebel  
TOBY KEITH My List  
MESSINA I/MCGRAW Bring On The Rain  
TRAVIS TRITT Modern Day Bonnie And Clyde  
ALISON KRAUSS & UNION STATION Let Me Touch...  
TRACY BYRD Just Let Me Be In Love  
MERLE HAGGARD If You've Got The Money...  
CAROLYN DAWN JOHNSON I Don't Want You To Go  
SARA EVANS Saints & Angels  
W. NELSON & L. WOMACK Mendocino County Line

**HEAVY**

ALAN JACKSON Where Were You...  
MESSINA I/MCGRAW Bring On The Rain  
KENNY CHESNEY Young  
RASCAL FLATTS I'm Movin' On  
STEVE HOLY Good Morning Beautiful  
TIM MCGRAW The Cowboy In Me  
TOBY KEITH My List  
MARTINA MCBRIDE Blessed

**HOT SHOTS**

BRAD PAISLEY I'm Gonna Miss Her  
GARY ALLAN The One  
MONTGOMERY GENTRY Old'n' I  
REBA MCENTIRE Sweet Music Man

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

Information is frozen from last week.



14.3 million households

**ADDS**

CLINT BLACK Money Or Love  
LITTLE BIG TOWN Don't Waste My Time  
REBA MCENTIRE Sweet Music Man

**TOP 10**

TIM MCGRAW The Cowboy In Me  
KENNY CHESNEY Young  
CHELY WRIGHT Jezebel  
TOBY KEITH My List  
MARK MCGUINN She Doesn't Dance  
RASCAL FLATTS I'm Movin' On  
BLACKHAWK Days Of America  
CHRIS CAGLE I Breathe In, I Breathe Out  
ALISON KRAUSS & UNION STATION Let Me Touch...  
TY HERNDON Heather's Wall

Information is frozen from last week.

## TELEVISION

TOP TEN SHOWS	February 25-March 3
Total Audience (105.5 million households)	Teens 12-17
1 CSI	1 Malcolm In The Middle
2 Friends	2 The Simpsons
3 E.R.	3 King Of The Hill
4 Survivor: Marquesas	4 44th Annual Grammy Awards
5 Everybody Loves Raymond	5 Friends
6 Leap Of Faith	6 CSI
7 44th Annual Grammy Awards	7 Survivor: Marquesas
8 Will & Grace	8 Fear Factor
9 Law & Order	9 That '70s Show
10 Frasier	10 7th Heaven

Source: Nielsen Media Research

### COMING NEXT WEEK

**Tube Tops**

**Depeche Mode: One Night in Paris** makes its debut on pay-per-view TV (Friday, 3/8, 9pm).

**Friday, 3/8**

- Ben Harper performs and Will Smith is interviewed on *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Phantom Planet, *Late Show With David Letterman* (CBS, 11:35pm ET/PT).
- Brandy, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- Tenacious D, *Late Show With Craig Kilborn* (CBS, 12:35am ET/PT).

**Saturday, 3/9**

- India.Arie, *Saturday Night Live* (NBC, 11:30pm ET/PT).
- Mr. Cheeks, *Showtime at the Apollo* (check local listings for time and channel).

**Monday, 3/11**

- Motley Crue's Nikki Sixx, former X member Exene Cervenka and

The Byrds' Chris Hillman are interviewed when *A&E's Biography* explores West Hollywood, CA's Sunset Strip (8pm ET/PT).

- Cracker, *Last Call With Carson Daly* (NBC, 1:35am ET/PT).

**Tuesday, 3/12**

- Evelyn Glennie, *David Letterman*.
- Phantom Planet, *Conan O'Brien*.
- X-ecutioners, *Carson Daly*.

**Wednesday, 3/13**

- John Mayer, *Jay Leno*.
- Chieftains, *David Letterman*.
- Harry Connick Jr., *Conan O'Brien*.
- Nelly Furtado, *Carson Daly*.

**Thursday, 3/14**

- Michael Des Barres stars in *My Guide to Becoming a Rock Star*, a new WB comedy about a struggling rock band (8pm ET/PT).
- Jewel, *Jay Leno*.
- Mystikal and former recording artist Milla Jovovich, *Carson Daly*.

— Julie Gidlow

## FILMS

### BOX OFFICE TOTALS

March 1-3

Title	Distributor	\$ Weekend	\$ To Date
1	<i>We Were Soldiers</i> (Paramount)*	\$20.21	\$20.21
2	<i>40 Days And 40 Nights</i> (Miramax)*	\$12.22	\$12.22
3	<i>John Q</i> (New Line)	\$8.51	\$51.18
4	<i>Return To Never Land</i> (Buena Vista)	\$6.85	\$35.68
5	<i>Dragonfly</i> (Universal)	\$6.61	\$19.21
6	<i>Queen Of The Damned</i> (WB)	\$5.91	\$23.91
7	<i>Big Fat Liar</i> (Universal)	\$4.95	\$39.03
8	<i>A Beautiful Mind</i> (Universal)	\$4.64	\$138.92
9	<i>Crossroads</i> (Paramount)	\$4.05	\$31.19
10	<i>Lord Of The Rings</i> (WB)	\$3.31	\$287.57

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

**COMING ATTRACTIONS:** This week's openers include *All About the Benjamins*, starring recording artist Ice Cube, who also co-wrote and co-produced the film. Look sharp for recording act Lil Bow Wow in a supporting role. The film's New Line soundtrack sports "It's All About the Benjamins" by P. Diddy (credited as Puff Daddy), **Notorious B.I.G., The Lox and Lil' Kim**, as well as a collaboration among **Trick Daddy, Trina and Tre+6** called "Get This Cream." Ice Cube's "100 Dolla Bill Y'all," Trina's "Get the Money," Mya's "Cream Cheese," UGK's "Dirty Money," **FT & Junior M.A.F.I.A.'s** "Money All the Time," **IMX's** "Tears," **B.G.'s** "Bling Bling," **JT Money's** "Hi Lo," **John Handy's** "Dirty Work" and **The O'Jays'** "For the Love of Money" round out the ST.

Also opening this week is *The Time Machine*, starring Guy Pearce and recording artist **Samantha Mumba**. **Omero Mumba** — who performed a rap on his sister's song "The Boy" — also appears in the film.

— Julie Gidlow



**AL PETERSON**  
alpeterson@rronline.com

# What I Learned At TRS 2002

Comments and observations from those who were there

Each year, following R&R's Talk Radio Seminar, I poll a cross section of attendees and ask them to answer this question: What did you learn at TRS this year?

Certainly, no one can deny that most industry gatherings provide a forum for social interaction, catching up with old friends and making new ones. But we know that, in challenging days such as these, just having a good time isn't enough to pass muster with your CFO.

So, for the past seven years our commitment to TRS attendees has been that you will always find attending the seminar to be time and money well spent. Our hope is that you will return home with renewed enthusiasm for and confidence in the format and with more than a few actionable ideas to help you improve your radio station's ratings and revenue and also to help you to work better and smarter in your own job every day.

**Ken Kohl**

**KFBK & KSTE/Sacramento**

R&R's Talk Radio Seminar is by far the best and most productive broadcast seminar available today. TRS has always attracted the best and the brightest, and this year's gathering in Washington, DC was no exception. The business of News and Talk radio is serious business, and TRS always reflects that. And it's a pretty good party too.

Some of the more memorable moments for me include "Indian scout"



Ken Kohl



Tom Langmyer

John Parikhhal peering over the horizon, looking for trends on our ever-changing and now-dangerous landscape. His presentation was the most powerful session of the three days for me. I also enjoyed Nick Michaels. I have been employing many of Nick's tactics for years, but seeing and meeting the master for the first time was a terrific reminder about connecting with our listeners on an emotional and real level. I had three promos written before my plane touched down in Sacramento.

Finally, having the opportunity to spend time one-on-one with colleagues, suppliers and talent in comfortable, friendly environments like the Talktail Party and the Premiere Cigar Smoker is unmatched in the broadcast industry. I had two hours of face time with America's hottest new talk talent, Glenn Beck. This was a

priceless experience from which I'll reap dividends for months to come.

**Tom Langmyer**

**KMOX/St. Louis**

Congratulations on a very informative and useful TRS. I learned that the opportunity is there for stations to connect with their audiences on a different plane. Listeners need to be informed, to be taught how to use their stations for breaking information and to be reassured. Stories and topics have shifted as people have become more introspective, and knowledge is key to helping people with their fears. Relating to the audience is critical. Entertainment is still a great release,

**"TRS has always attracted the best and the brightest, and this year's gathering in Washington, DC was no exception."**

Ken Kohl



A PERSONAL MOMENT

Going one on one at an ABC Radio reception held during the recent R&R Talk Radio Seminar at Washington, DC's Newseum are (l-r) R&R News/Talk/Sports Editor Al Peterson and ABC News' Sam Donaldson. Donaldson was also a featured speaker at TRS 2002.

and that factor also needs to be remembered.

The shift in thinking at companies whose imaging is shaken out of a can by a group PD or consultant will be interesting to watch. Some stations have built franchises around testosterone-laden voices barking out things like, "This IS the 1-million-pound gorilla, so you BETTER listen, because the news starts NOW." Connecting with listeners by providing relevant and useful content with relatable, real imaging is key.

Since Sept. 11, 2001, the bond between News/Talk stations and their audiences has been solidified. But it's not a sprint, it's a marathon. Who knows what's next?

**Michael Packer**

**Packer TalkRadio**

TRS 2002 was truly a brainstorming session of the best and the brightest. I learned a lot about what the top News and Talk stations were doing right with their crisis coverage and what they now know to avoid when the next event occurs. Also, it was interesting to see how many the Talk radio hosts are now being tapped by network TV and cable for guest shots.



Michael Packer



Harvey Nagler

It's an indication that mainstream media is beginning to appreciate the quality and professionalism of today's talk talent.

If you can only attend one event per year, R&R's Talk Radio Seminar is the one conference not to miss. It gets better every year.

**Harvey Nagler**

**CBS Radio News**

Nick Michaels was exceptional. Whether it is a newscast or a talk program, we all try to tell interesting stories. We pick themes and stories our audience can relate to and try to talk to our listeners, not at them. By writing and recording promos in a certain

Continued on Page 22



at home with Gary Sullivan

## Most-Listened-To Home Improvement Show In America

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KLAC/Los Angeles	WKRC/Cincinnati	WLAC/Nashville	KALL/Salt Lake City
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WGST/Atlanta	KSDO/San Diego	WISN/Milwaukee	WHAS/Louisville
WTAM/Cleveland	WFLF/Orlando	KSTE/Sacramento	

Saturday & Sunday  
9:00 AM - Noon ET

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PREMIERE TALK · PREMIERE TALK

## What I Learned

Continued from Page 21

way, Nick gave us another way to position our radio stations so as to make them more in touch with our listeners. In my view, Nick was the highlight of a very solid convention, one at which we explored how to keep our growing News and News/Talk audience on the AM dial.

### Erik Braverman

#### KABC/Los Angeles

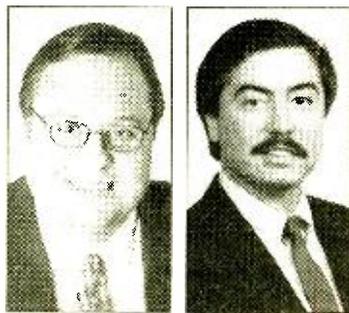
It's always nice to see some of the best and brightest people in the News/Talk radio business at this annual get-together. The biggest thing I took away this year is that, no matter how many years you've been in the business and no matter how smart you think you are, there is always something new to learn.

The seminars were enlightening, as always, but most interesting this year was hearing about how different cities responded to 9/11. The priceless stuff also comes in the hallways in between seminars and at the restaurants and bars at night. I came back to Los Angeles with some great thoughts, ideas and actionable suggestions.

Some memorable moments include: Wolf Blitzer speaking when the news of Daniel Pearl's death hit; Nick Michaels giving a terrific and passionate speech on Friday at lunch; Charles Osgood playing the banjo, singing and reading poetry to the crowd on Saturday; Kraig Kitchin giving a very eloquent acceptance speech on behalf of Rush Limbaugh; Jack Swanson looking genuinely moved at being named PD of the Year; and Mickey Luckoff actually getting choked up after being named GM of the Year.



Erik Braverman



Rusty Humphries Holland Cooke

People who have never been to a TRS are really missing out. The popularity and stories grow each and every year. Thanks to the entire R&R staff for busting your butts to make this the best possible event this year. I'm sure you had your nervous days beforehand — especially following 9/11 — but, all in all, you get a thumbs-up from the left coast.

### Rusty Humphries

#### KKOH/Reno, NV

I honestly thought TRS 2002 was the best one yet. It seemed like everyone was interested in meeting others and actually having a dialogue about the issues that everyone in the format is dealing with.

Art Vuolo's 9/11 tribute video was incredible. Charles Osgood was great, and the riff between Sean Hannity and Sam Donaldson at ABC Radio Networks' dinner at the Newseum was classic. However, I believe TRS is most successful when the focus is on the attendees and interaction more than the sessions and big-name speakers. I believe that's the way it was handled this year. Thank you for an incredible experience.

### Holland Cooke

#### McVay Media Alliance

First, my compliments to all at R&R. This is a tough time to stage a trade show, because people don't want to fly and travel budgets are shot. Many attending must have been there on their own dime, which speaks volumes.

I was already a Nick Michaels fan.

He and I have worked together at length, and the results were powerful stuff, some of which he played at lunch that day. Nick's not cheap, so it remains to be seen to what extent attendees will use him (which they should, but might not be able to afford) or embrace his fundamentals (which costs nothing). I eavesdrop for a living. I heard far more compliments on Nick's session than any other.

### Red Pitcher

#### Citadel/Bloomington, IL

Great job with TRS, as usual. I look forward to these gatherings for the solace I receive from others who are experiencing some of the same problems that I am. This job we all do every day is fun, but at times it can seem like you are embroiled in one controversy after another.

And that is part of what I take back from TRS each year — the good fellowship with the talented, hard-working professionals who are out front every day. Talk radio is the last people-intensive end of the radio industry, and how fellow pros work with their respective teams and produce a quality product is of paramount interest to me.



Red Pitcher



Andrew Ashwood

### Andrew Ashwood

#### WOAI/San Antonio

Here are a few observations and thoughts I had after attending TRS 2002. First, I'm damn glad I work for Clear Channel. After listening to the "Talk Radio Roundtable," I believe that some hosts just don't get what the listeners are really interested in, day



IT'S CHIME TIME

That's R&R Executive Assistant Ted Kozlowski "chiming" TRS attendees to remind them of the start of the session with ABC News' Sam Donaldson.

in and day out. Glenn Beck, especially, and Lionel do.

Maybe I'm just way too blond and from Wisconsin, but I didn't hear a lot that helped me answer the post-9/11 question of "Now that we have all these new customers — who never gave a hoot about our stations or hosts before — what are we going to do to keep them coming back when there isn't a huge story that justifies their staying with us as long and as often?"

I have my theories, and I am applying them, along with what I am learning (or stealing) from within the CC News/Talk universe. I'd also like to hear more discussion on content-sharing and synergy within local clusters, including the pluses and minuses.

KGO & KSFO/San Francisco is a monster combination, and Jack Swanson has earned his swagger. Nick Michaels is stunning and worth every dollar we pay him, even when he and I go at it, big-time, on a particular piece of copy. I hope those who don't already take heed of what he's saying start to, because it will only make the art form a better product and, therefore, a much stronger revenue generator.

As always, I was reminded of some important things I had forgotten, had some other important thoughts reinforced and was exposed to a few new

ways of looking at some challenges. I am a huge fan of TRS.

### A Personal Note

On these pages over the next few weeks we will continue to review many of the panels and speakers who were a part of TRS 2002. Those who were there may review their notes, and those unable to attend this year can learn and benefit by reading at least some of what the many News/Talk executives and programmers who generously shared both their time and their knowledge had to say.

On a personal note, I'd like to thank each and every one of you who attended R&R's Talk Radio Seminar this year. Your presence there speaks highly of your desire to learn and grow your careers and your stations. The nearly 350 Talk radio executives, programmers, hosts and industry suppliers who attended proved once again why News/Talk continues to be the most listened-to format in America.

### TALK BACK TO R&R!

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

Call me at 858-486-7559 or e-mail [alpeterson@ronline.com](mailto:alpeterson@ronline.com), fax: 858-486-7232

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**KGO RADIO** deeply and sincerely appreciates your consideration  
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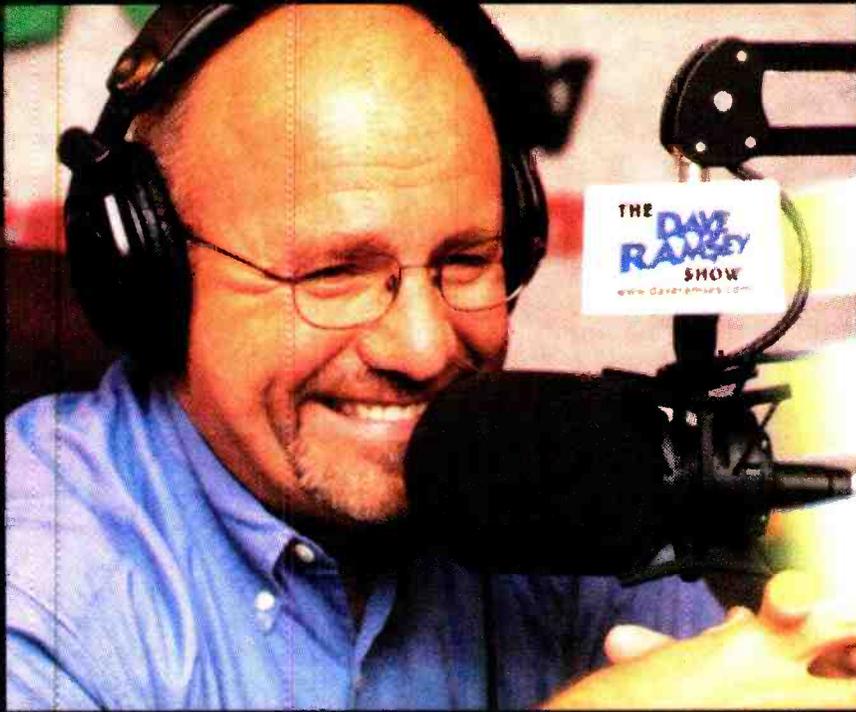
**2002 Newstalk Station of the Year.**

**Mickey Luckoff Jack Swanson**

# TIMES ARE TOUGH

*So, why is Dave so happy?*

*because...* **WE'RE INDEPENDENT & WE JUST KEEP WINNING!**



**NO CORPORATE MANDATES.**

**NO FORCED PROGRAMMING.**

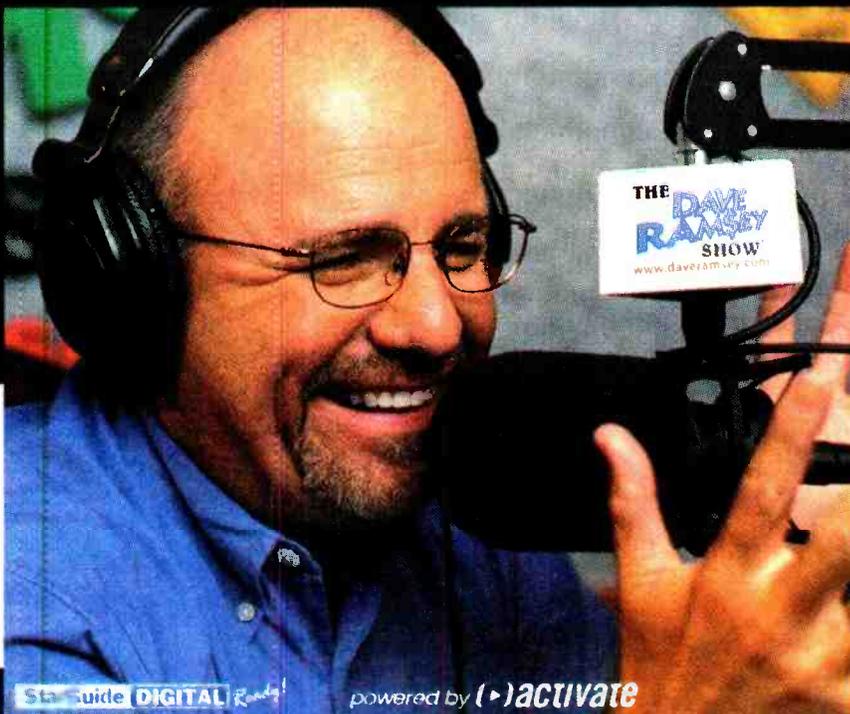
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## Where's The Money?

□ Baby boomers control half of all spending in the U.S.

Citing a somewhat obscure song title from the San Francisco band Dan Hicks & The Hot Licks, let's consider this question: Where's the money? The answer is found right smack dab in the middle of Oldies radio's core demo.

National advertisers still go out of their way to court younger consumers, yet a new report issued by the Interep Research Division is quick to point out that baby boomers — those in the 35-54 demo — control half of all spending in the U.S. Moreover, boomers remain well above average in income and, more to the point for your sales team, are likely to spend that money for a diverse array of products and services.

Most Oldies stations still aim for the 35-54 age group, although boomers are now technically defined as being 37-55. According to the Interep report, 52% of Oldies listeners are 35-54 years of age, with an impressive 76% in the 25-54 demographic. Compared to the total U.S. population, those in the 35-54 demo are:

- 11% more likely to have a household income between \$50,000-\$59,999
  - 20% more likely to have a household income between \$60,000-\$74,999
  - 31% more likely to have a household income between \$75,000-\$99,000
  - 40% more likely to have a household income above \$100,000
- Oldies listeners are an educated

bunch, too, with 33% having graduated high school, 25% being college graduates and another 29% having attended college but leaving before being awarded the sheepskin. When they finished their schooling, the boomers found their way into a broad range of high-income positions, indexing above the average in the categories of professional, executive/manager, president/vice president and self-employed professional. Not surprisingly, they're also above the norm when it comes to working a full-time job.

### Buying Habits

While 35-54-year-old households comprise only 42% of total U.S. households, they spend 50.2% of all dollars — or a total expenditure of \$2 trillion annually. Boomers tend to index above the norm in virtually every category; some of the highest indices are in personal luxury categories, illustrating, to some extent, the ever-popular "you can't take it with you" theory of personal finance.

Boomers spend more than the average on groceries, restaurants, alcoholic beverages, household furnishings, clothes, vehicle purchases, personal care and that all-important category, entertainment. Boomers

are also spending more than the average American on housing, education, personal insurance and pensions.

Of total U.S. expenditures, here are the specifics of how much is attributed to the 35-54 set:

- Food at home, 48.9%
- Food away from home, 50.7%
- Alcoholic beverages, 46.3%
- Shelter, 51.0%
- Housekeeping supplies, 49.0%
- Household furnishings and equipment, 49.2%
- Apparel, 48.8%
- Vehicle purchases, 49.9%
- Health care, 40.2%
- Entertainment, 50.9%
- Personal care, 48.0%
- Education, 56.7%
- Personal insurance and pensions, 59.6%

Additionally, Oldies listeners are active in a variety of investment vehicles, scoring well above average for stocks, bonds, mutual funds, IRAs and 401(k)s. They're more likely to have a home mortgage while owning retirement real estate. They're also more likely to use a full-service broker and seek advice from financial planners.

Boomers aren't sitting still, either, as evidenced by an above-average score in the travel category. Oldies lis-

## Quantity Counts For Top Artists

Last month's column listing the top songs and top artists at Oldies stations for last year resulted in several calls and e-mails from the mainstream media to essentially ask, "How can The Beatles be the most-played act, yet they don't show up until 139 on the song list with 'Twist and Shout'?"

Radio veterans know that it's because of the sheer quantity of The Beatles' hits, but it's interesting to look at the facts. According to Mediabase 24/7, Roy Orbison's "Oh! Pretty Woman" received 9,619 spins in 2001 to retain its title as the most-played single at Oldies radio. However, Orbison had only one other song in the top 500, "Only the Lonely." Coming in second was Van Morrison's "Brown Eyed Girl," and at third was Manfred Mann's "Do Wah Diddy." Neither of these artists placed another song in the top 500. Even The Temptations, who had the fourth most-played song with "My Girl," only landed four other titles in the top 500.

By comparison, The Beatles' top three songs were "Twist and Shout" (4,543 spins), "All My Loving" (4,500) and "I Should Have Known Better" (4,261). Other titles receiving more than 3,000 spins each included "A Hard Day's Night," "Love Me Do," "We Can Work It Out," "Ticket to Ride," "I Saw Her Standing There," "Eight Days a Week," "Can't Buy Me Love," "I Want to Hold Your Hand," "Do You Want to Know a Secret," "And I Love Her" and "She Loves You."

Receiving more than 2,000 spins each were "Hello, Goodbye," "Yesterday," "If I Fell," "Here Comes the Sun," "Please Please Me," "Help!" "P.S. I Love You," "I Feel Fine," "Something," "Penny Lane," "Rock and Roll Music" and "Hey Jude." And hovering just below the 2,000-spin mark, but still making it into the top 500, were "From Me to You," "I'll Follow the Sun," "Eleanor Rigby," "Get Back" and "Day Tripper."

Even after all these years, it's almost unbelievable that one band could have assessed such a massive catalog of hits. You can fill in the blanks on the other Beatles hits that didn't even make the top 500.

teners are more likely to embark on foreign and domestic travel, both for business and pleasure. Compared to the rest of the U.S., they're more likely to have taken a cruise, attended theme parks and to have spent more than \$2,000 on a vacation.

And even when boomers are at home, they remain active, attending movies two or three times each month. Oldies listeners also score higher than average when it comes to casino gambling, adult education, horse racing, cooking, photography, aerobics, bowling and racquetball.

### Tapping Audience

Over the past decade the number of Oldies stations has grown by more than 200, moving from 545 in 1989 to 710 in 1995 and 817 in 2000. The male/female appeal is almost equal,

leaning female with 51% overall listenership.

Finding a way to make the Internet work for radio is a challenge faced by all formats, but it's worth noting that 60% of all Oldies listeners are Internet users. They have Internet access at work, and they're significantly above the national average when it comes to daily use of an online service and e-mail. They're also above average in shopping online, booking travel and researching automobiles and real estate. Notably, they're also above the norm in searching for employment online, a factor that perhaps provides additional commentary on boomers.

More information on the Interep Research Division's Oldies report is available at the company website at [www.interep.com](http://www.interep.com).



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## Robert W. Morgan: In The Beginning

Part one of a look at the Boss Radio superstar

By Bob Shannon

"Hang on Sloopy" is starting to fade.

He opens the mike and, at exactly the right moment, does the back-sell. Visibly excited, he says, "God almighty, it's fun playing these records." Then Robert W. Morgan pauses. "Don't get me wrong," he continues. "There's nothing wrong with Perry Como, but enough's enough."

Listeners to KMPC/Los Angeles know what he means.

That was then. Flash forward to August 1992. It's a Thursday or Friday morning — uh, Morgan — a week before Morgan is scheduled to officially start at KRTH (K-Earth)/Los Angeles, but he's eager. By 5:38am K-Earth's phones are jammed. His fans have found him.

"It's been an awful month without you on the air," says a caller named Greg. The next caller tells Morgan, "You're the only voice that can wake me up. Welcome back."

"We went from station to station looking for you," testifies another. "Now, we have a home again. Robert W., we love you."

Old friends, new beginnings. But why the dry run?

"I want to make all the mistakes and get them out of the way by Monday," Morgan says. Then, as if to let everyone in on a secret, he lowers his voice and lays it out: "I'm actually here before I should have been. This is kinda like a premature ejaculation."

### FOREPLAY IN OHIO

Morgan grew up in Galion, OH, a small Midwestern town a world away from the big time but close enough for him to pull in KYW/Cleveland at night and get bitten by the radio bug.

In 1955, at 18, Morgan ventured east to Wooster College — not too far from home — and there, according to Reel Radio's Bossography, for a buck an hour he became "The Rooster From Wooster" on the local station, WWST. But his future was in California.

It began with nights on KACY/Oxnard — a station that Shotgun Tom Kelly would work at a dozen or so years later. The show, which originated live from the Wagon Wheel Bowl, was called *Kegler's Spare Time With Bob Morgan*.

Stop.

In 1959 the Army called and sent Morgan to Ft. Ord in Carmel, CA. It could have been worse. After the service, believe it or not, Morgan spent six months playing classical music on KTEE/Carmel. It was a team show, and he was paired with Bob Elliot, the Marine Corps' heavyweight boxing champion who would later play

the hits as Rock jock K.O. Bailey. Shortly thereafter, Morgan joined KMBY/Monterey to do mornings.

Don't be thinking "Good morgan." Not yet.

### MEANT TO BE

Ron Jacobs was wrapping up a 90-day winning streak at KMEN/San Bernardino, CA when he got word from corporate to get up to Fresno.

Jacobs and DJ Frank Terry, worldly possessions bouncing in a U-Haul, headed north in Terry's Corvair. Within hours of arriving in Fresno Jacobs did two things. One: he hired Sunny Jim Price to program the station they would rename KMAK. Two: He took some great advice.

"Sunny Jim did me maybe the biggest favor of all," says Jacobs. "He told me about a kid named Bob Morgan, who had just gotten out of the Army and was working down in Monterey at KMBY."

"You've got to hear this guy," Price insisted.

"You've got to meet him."

The next day found Jacobs and Morgan staring at each other through KMBY's studio window. "This wasn't just a first impression," Jacobs recalls. "It may well have been, for both of us, a look in the mirror."

They didn't say much. "Sumo check — very Zen," is how Jacobs tells it. "But our monosyllabic grunts and nods signaled the start of as intense a relationship as I have ever had with anyone in or out of radio."

Some things are meant to be.

Morgan joined KMAK to do middays. Jacobs did the morning show himself for a while, until he realized how good Morgan really was and gave him the shift. Next, Jacobs came up with the "good morgan" concept — as in the German word for mornings, *morgen*. Then it occurred to him that the name Robert sounded cooler than Bob, that it might sound better in a jingle.

Then: "Do you have a middle initial?" Jacobs asked Morgan.

"Sure. W."

And so it was that Bob became Robert W.

At night they sat around dreaming about the big time. And everything worked out happily ever after.

Except that it didn't. Not yet.

### HIT BOUND

When KMAK fell apart, Jacobs headed home to Hawaii (Legends, 6/8/01). As for Robert W., well, he did what jocks do: He moved on.



Robert W. Morgan

For eight months he toiled at KROY/Sacramento, and then he got a call to join Crowell-Collier's KEWB/San Francisco to do nights. It was here that he first ran into The Real Don Steele. In a conversation with Ben Fong-Torres for the book *The Hits Just Keep on Coming*, Morgan revealed that it was impossible for him to listen to Steele's show on the way to work because he'd always end up trying to imitate Steele's act. Laugh if you will, but if you're a jock or have ever been one, you've likely been there, done that and have the T-shirt.

By spring of 1965 both Morgan and Steel had been signed by their former Fresno competitor, Bill Drake, and were headed for Los Angeles to work for RKO General's perennial loser, KHJ. Drake hadn't hired a PD yet, and Morgan wanted Jacobs to apply. He begged Jacobs to call Drake. He probably screamed and yelled — that was the nature of Morgan and Jacob's relationship. Finally, Jacobs agreed to place the call.

One meeting went well, and another was scheduled for that night. Morgan and Jacobs waited it out, driving through the L.A. rain in a VW. Jacobs, as you probably know, got the job. Morgan was elated.

Dreams can come true.

### BOSS ANGELES

During his prime at KHJ Morgan had a 20 share.

Claude Hall, *Billboard's* Radio Editor at the time, says it may have something to do with how much fun Morgan seemed to be having. Former Boss Jock Scotty Brink is more specific: "I think Robert W. was the best disc jockey I ever heard."

"One of my most vivid memories is what happened one morning when he was coming out of his house carrying a hair dryer," says KBIG/Los Angeles' Charlie Tuna, a Boss Radio legend himself. "The police were going by, and they thought the hair dryer was a gun. They stopped Robert and did a whole pat-down. Robert was just incensed. He got on the air and went on for three hours about the LAPD."

Tuna says it was one of the funniest shows he's ever heard on the radio. "Robert could take the simplest thing and turn it into something you wouldn't believe," he says.

In 1990 KHJ celebrated its 25th anniversary during the R&R Convention. Morgan, after being introduced by a recorded Bill Drake, stood to speak.

"Tonight," he said, "we're here to celebrate a station that not only changed the way Los Angeles listened to the radio, but the way a generation of programmers programmed, copywriters copied and DJs jocked. Twenty-five years ago we were the golden boys of radio, and nobody can change that."

Amen.

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

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## Street Talk®

Continued from Page 26

Up I-476 about 55 miles, WAEB-AM/ Allentown talk host **Ron Angle** has found himself out of a radio job. Angle, a Northampton County, PA councilman, was dismissed from the News/Talker March 4 after reportedly making racist and anti-Semitic comments on his March 2 program. The Easton, PA *Express-Times* reports that, during a discussion on whether the U.S. government should make reparations for slavery, Angle suggested it would be easier for the government to "give some that are on welfare" money and ship them back to Africa. He later proclaimed that the media and entertainment industries are controlled "by people of Jewish descent." In an interview with the Allentown *Morning Call*, Angle clarified his viewpoint by saying that he was referring to Abraham Lincoln's belief that slaves should be freed, given financial compensation and allowed to return to Africa.

### Longtime Big D Talent Tragically Killed

**John LaBella**, a 20-year market veteran who has been the wakeup host at ABC-owned Soft AC KMEQ/Dallas since its November 1998 inception, was killed March 4 when a tractor-trailer transporting a forklift hit a highway overpass, throwing the forklift onto LaBella's vehicle. He was killed instantly. LaBella has also worked at such Dallas stations as KZEW, KZPS, KRRW and KBF. He is survived by his wife, Beth, and daughter, Elise.



John LaBella

Former WALR/Atlanta PD **Jim Kennedy** is expected to begin his new duties as a corporate Director/Programming for Cumulus on March 11. He'll most likely work with the company's Urban, Urban AC and AC stations.

As expected, WLUM/Milwaukee has dropped *Mancow's Morning Madhouse* from its lineup. Mancow had been airing on the station without a contract for the last four months, and an interim morning show featuring **Clutch**, who had been doing the local inserts on Mancow's show, is already in place.

After three decades as a Country station, **WWNC/Asheville, NC** will flip to News/Talk on March 18. As a result, Clear Channel sister News/Talker **WTZY/Asheville** — a daytimer — will shift to Classic Country as WPEK (880 The Peak). The moves give the News/Talk format a 24-hour home in the market while solidifying Clear Channel's WKSF as Asheville's dominant Country station. **Wiley Carpenter** will take PD/afternoon host duties at 'PEK, while **John Roten** will serve as Asst. PD/morning host.

Market veteran **Robert Walker** exits WKIS/ Miami's PD post to focus his efforts on a new multimedia entertainment firm.

**Steve Ray** departs the Director/Programming post at Radio America to relaunch syndication company SR2 Entertainment.

**FOR THE RECORD** — An incorrect photo for Clear Channel/Oklahoma City Director/Programming **L.J. Smith**, who has added PD duties at Country combo KTST & KXXY/OKC, appeared in last week's R&R. This is the correct photo.



RADIO & RECORDS



1

- **Don Benson** upped to Sr. VP/Operations & Programming for Jefferson-Pilot.
- **Bill Richards** rises to Regional Sr. VP/Programming for Clear Channel.
- **Rob Scorpio** slides into KKBT/Los Angeles as PD.
- **Tom Calococci** captures KZZP/Phoenix PD duties.



Bill Richards

5

- **Dan Beck** named President of V2's North American operations.
- **Ed Goldman** grabs VP/GM duties at WBZ/Boston; **Ted Jordan** moves to sister WODS for a similar role.
- *New San Diego PDs:* **Tim Dukes** at KIOZ and **Mark Todd** at KKLQ (Q106).

10

- **John Mackin Ade** appointed VP/GM of KLUV/Dallas.
- **Matt Pollack** upped to VP/AOR Promotion at Atco/EastWest Records.
- **Gary Nolan** recruited as PD of WLTE/Minneapolis.

15

- WYSP/Philadelphia GM **Ken Stevens** adds duties at WBMW (B106)/Washington.
- **Charlie Kendall** joins WSHE/Miami as OM.
- WINZ-FM (I-95)/Miami drops CHR for AOR with **Pete Bolger** as PD.
- KBPI/Denver hires **John Edwards** as Music & Research Director and **J.R. Edwards** for mornings.



Charlie Kendall

20

- **Jeff Trumper** climbs to GM of KSRR/Houston.
- **Gerry DeFrancesco** secured as KIIS-FM/Los Angeles PD.
- WSB-FM/Atlanta goes AC with **Donna Brake** as PD.
- **J.D. Spangler** named PD of KSAN/San Francisco.

25

- **Rick Sklar** is elected VP/Programming for the ABC Radio Division.
- **Golden West** buys WCAR-AM & FM/Detroit for \$5 million.

**Maria Brennan** is upped to Executive Director of American Women in Radio and Television and its foundation. She was previously AWRT's VP/Resource Development & Communications.

ST sends its condolences to the family and friends of longtime Denver air personality **Jay Mack**, who died March 2 at age 64. Mack worked at KIMN-AM during the 1960s and most recently worked at Oldies KXKL until retiring in January.

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## Dance Cycles Back Onto Radio

□ A handful of records has people talking about the genre (again)

For the second time in the six-plus years I have written this column, dance-flavored records are making a comeback at CHR/Pop and CHR/Rhythmic. Now, I realize that *comeback* has some negative connotations, but think about it this way: Dance's second cycle since mid-'95 is one more than electronica, swing, grunge or teen pop has had.

Granted, the last two genres went on to become so popular that they're now firmly entrenched at radio, but dance's return to the mainstream airwaves proves the music's resilience and high standing with consumers.

### Dance Resurgence

I first wrote about the dance resurgence about two years ago, when Lou Bega's "Mambo No. 5," Eiffel 65's "Blue (Da Ba Dee)," Sonique's "It Feels So Good" and Alice Deejay's "Better Off Alone" were racking up impressive sales and airplay gains.

Those records achieved mainstream success for a variety of reasons, not the least of which was a prolonged drought of hit dance beats crossing from Europe. Another huge plus: The songs dovetailed perfectly with dance-flavored songs from then-new artists like The Backstreet Boys, Britney Spears, Christina Aguilera and 'N Sync.

This time around, songs like Kylie Minogue's "Can't Get You Out of My Head," IIO's "Rapture (Tastes So Sweet)," DJ Encore's "I See Right Through to You" and Cher's "Song for the Lonely" have people talking dance again.

But while the late '99-early '00 crop of dance hits wasn't followed by a second wave, some veteran promo execs — many of whom cut their teeth working dance at the club and mix-show level — contend that a firmer foundation now exists, so that today's dance records will enjoy a longer shelf life at radio.

### Key Changes

Virgin VP/Promotion Cary Vance observes, "Dance always has its up times and down times. The good thing that's happening now, aside from the fact that it looks like we're

on the upswing, is that we have a handful of real artists with songs that are working at radio.

"The constant knock on the genre is that the acts are nameless, faceless and producer-driven. But now we have Cher and Kylie Minogue, who's very recognizable. Kylie was recently on *The Tonight Show*. When is the last time you saw a dance artist sitting on Jay Leno's couch?"

"The other key change is that we now have stations in major markets that really cater to the sound, and some of them weren't around two or three years ago. There's WKTU/New York, WKIE/Chicago, WQXS/Boston and WPYM/Miami. And then there's WPYO/Orlando, which is a hybrid dance and hip-hop station.

"Plus, we're seeing major stations like KTFM/San Antonio and KTHT/Houston put dance back on the air, whereas a few years ago they were playing hard-core hip-hop and urban records. When you can get substantial airplay in the top markets — which, in turn, can impact sales — radio stations and record labels will pay attention."

Vance sees one more important sign: support from the all-important music video channels. "Most of them never played dance records, but now VHI is playing Kylie and The Basement Jaxx," he says. "And the Canadian channel MuchMusic, which has always supported dance, continues to expand in America. It all helps to break down the stereotypes about dance."

### Reaping Rewards



Cary Vance



Charlie Foster

Universal Sr. VP/Pop Promotion Charlie Foster, while still a fervent believer that "it's about hit songs and not genres," has also noted a change of heart at radio. It was only a few months ago that his label en-

joyed modest success with Sylver's "Turn the Tide." These days it's reaping much bigger rewards with IIO.

Foster points to Minogue's enormous success as being pivotal in the cycle's turning in favor of dance. "In some ways she opened the pathway at radio," he says. "Many programmers still look at IIO as a dance

**"It has less to do with there being a drought of dance at Pop radio than a lack of big hits."**

Charlie Foster

record, but they're also looking to balance their stations at a time when they're playing a lot of Nelly, Jay-Z and Ja Rule on one and Nickelback, Puddle Of Mudd and Creed on the other.

"But it has less to do with there being a drought of dance at Pop radio than a lack of big hits. We thought we had one with Sylver, who had tremendous success internationally, but U.S. radio didn't agree. We think the same thing about IIO, and now radio agrees. It still comes down to the song."

Universal initially had an inkling that it had a good shot at radio with IIO early this year. "We shipped it to radio over the Christmas break, when things were slow and we could get people to really pay attention to it," Foster says. "Fortunately, we got great feedback from several program-



THE CALLING AT WTTs/INDIANAPOLIS

RCA Records band The Calling and Triple A WTTs/Indianapolis staffers had a chance to hang out together at the group's recent show at the Emerson in Indianapolis. The Calling's current song, "Wherever You Will Go," is No. 1 at Hot AC and top 10 at a couple of other formats. Pictured (l-r, back row) are fan Caroline Mitchell, The Calling's Alex Band and Aaron Kamin, WTTs/Indianapolis Promotions Assistant Melanie McGoldrick, The Calling's Billy Mohler and Nate Wood and (l-r, front row) WTTs PD Jim Ziegler and afternoon jock Brad Holtz.

mers, and we got a big break when Carson Daly picked up on it early and made it a top pick for his syndicated program.

"And another piece of the puzzle was the support of John Garabedian on his syndicated radio show *Open House Party*, which gave us national exposure."

### Winning Over Tastemakers

Tastemakers like Garabedian and the thousands of mix-show and club DJs still play a vital role in helping separate hits from stiffs. MCA Records VP/Promotion Johnny Coppola relates, "Most of these records don't have a big sales or airplay life. If club play isn't causing a buzz, which drives sales, then you'll only have a nice tempo record and turntable hit."

Winning over club DJs remains a challenge, even in the best of times. "These records, since they're relatively easy to create, are often made by the club DJs' friends and family and all the indie labels. Most dance records are created only with the beat and groove in mind. These guys aren't thinking about mainstream radio; they're thinking about the clubs.

"The records are coming off the grill like hamburgers. The average club DJ sees a tremendous amount of vinyl on a weekly basis, and a lot of the records share the same type of style and feel. So, if the DJs don't see the songs react after a few plays in the clubs, they're on to the next record."

When these gatekeepers become fans, however, it opens the door at mainstream radio, which can lead to specialty-show and evening airplay. "There is always a handful of people and stations that can tell you if you have a hit record or not," Coppola says. "Dance music is no different. Once you win those people over, it opens the door for airplay across all dayparts."

### Bigger Challenges

Even after winning over the right

**"We're always fortunate when this kind of thing happens because it's great for the format."**

Diana Laird

people at clubs and mix shows, however, labels face bigger challenges with group programmers or PDs overseeing clusters of stations in a given market. Most of these execs don't have experience with or an appreciation of the genre.

Case in point: KHTS/San Diego PD Diana Laird, who readily admits that she's not well-versed in dance. "People know that I'm not a dance music aficionado," she says. "It always takes me a few listens to the records, but that's why I leave my mix and club jocks alone. They live that life, and they're great at it. Plus, they always try to sneak a few records in on me."

Laird sees good things for the genre in the near term. "The easiest answer as to why these records are working is that it's cyclical," she says. "In my market, dance music is a texture thing. I love it when I hear people tell me about how certain records are huge on the East Coast. My

response is, 'Of course they are. They're probably also big in Miami.' What a shock.

"The IIO is a good record. The Kylie Minogue song is a sleeper that surprised everyone and has done very well for us. These are simply good, hit songs. We're always fortunate when this kind of thing happens, because it's great for the format and it gives us the variety we need to attract more people. Now I have everything on my playlist."

**"The good thing that's happening now is that we have a handful of real artists with songs that are working at radio."**

Cary Vance

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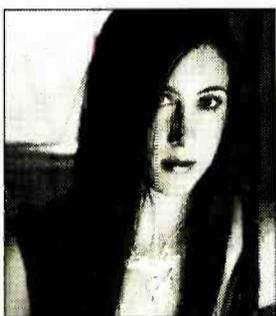
LAUNCHING PAD

MUSIC NEWS & VIEWS

## Pop Radio Supports Vanessa Carlton

Perhaps it's fitting that music plays a central role in Interscope Records singer-songwriter **Vanessa Carlton**'s life once again. The 21-year-old former ballet dancer, who learned to play "It's a Small World" by ear at the tender age of 2, now finds her debut song, "A Thousand Miles," being embraced at CHR/Pop and Hot AC.

Three weeks ago the song bowed at CHR/Pop at No. 48, and this week it climbs from No. 39 to No. 30. Heavyweight stations supporting the track include KIIS/Los Angeles, WXKS/Boston, WIOQ/Philadelphia, W W Q / Atlanta, KMXV & WCHZ/Kansas City, KHKS & KRBE/Dallas, KRBE/Houston, KBKS/Seattle, KHTS/San Diego and KZQZ/San Francisco.



Vanessa Carlton

The song also debuted this week at Hot AC at No. 27. Key major-market stations that have added the track include WBMX/Boston, WPLJ/New York, KYSR/Los Angeles, WMWX/Philadelphia, WSSR/Tampa, WQAL/Cleveland, KPLZ/Seattle and KDMX/Dallas.

Born and raised in Mitford, PA, Carlton was drawn to the piano at an early age. Encouraged by her parents (her father plays fiddle; her mother's a teacher and pianist), Carlton wrote her first piece of music at the age of 8.

By the age of 9, however, she had found a new love in ballet and channeled most of her energy into it. At 14 years old she was accepted into the School of American Ballet in New York.

Three years later, Carlton — who continued playing piano and writing songs in her spare time — was at a crossroads. As she says in her official bio, "I had always been a confident dancer — almost fearless — but as I approached my senior year, things began to fall apart. I was on the brink of becoming a professional when everything fell apart."

That's when she hung up her ballet shoes and returned to music.

After graduating from high school, Carlton remained in New York, and, as she states in her bio, became a waitress and started playing gigs downtown. "And a year later I signed with Interscope Geffen A&M Records," she says.

Despite her enormous potential, Carlton's early sessions weren't clicking. A&M President **Ron Fair**, who is producing Carlton's debut album, remembers, "At the time she hadn't quite found her voice. Because of my background, [Interscope Geffen A&M Chairman] Jimmy Iovine asked me last summer to get involved and see what I could do with her music."

Interestingly, it was during the recording of "A Thousand Miles" that Fair realized Carlton's potential. "I had heard all of the songs she was working on beforehand, but I was totally moved by that song," he says. "I suggested to Jimmy that we basically should start from scratch, because I really believed in her. He agreed. Even though she's 21 years old, she has a unique viewpoint musically and lyrically, and her skills matched perfectly with mine."

In October Carlton began rerecording her new album. That same month Fair made a trip to MTV to visit with MTV-MTV2 Sr. VP/Music & Talent Programming Tom Calderone. "I met with Tom just to talk about my new job and our plans for the label, and I brought along Vanessa's record to use as a musical calling card," he says.

Calderone's response was so enthusiastic that Interscope took a calculated risk and invested the money for a video for "A Thousand Miles" well before the album was completed. "Jimmy set the tone for this project," Fair says. "He realized Vanessa's potential, as well as what having MTV aboard so early could mean to her and her music."

MTV's support also proved invaluable when the label began setting up the song at Pop radio. A&M head of Top 40 promotion **Chris Lopes** comments, "Our add date wasn't until the middle of February, but MTV, true to its word, began supporting Vanessa and the video right at beginning of the year.

"On Jan. 4 the video debuted with great fanfare on *TRL*, and host Carson Daly had her play live a few weeks later. It was a great windup for radio, especially since we were fortunate to have MTV behind us before we even went for adds."

Interscope bolstered that early support with showcases and media meet-and-greets in New York and Los Angeles in January and early February. The label also hit pay dirt when *Rolling Stone* magazine, in its February issue, made Carlton one of its "Artists to Watch in 2002." Write-ups in *Vanity Fair* and *Teen People* also fanned the flames.

While Interscope was definitely feeling the early buzz, it opted not to rush things at radio. "Even though we were getting some great stories from some great stations, radio needed time to live with the record," Lopes says. "We didn't want to oversell Vanessa and the record. We wanted a natural story, and, fortunately, that's what's happening."

Going forward, Interscope will solidify its base at CHR/Pop and Hot AC as it preps for the March release of Carlton's album, *Be Not Nobody*. "Once Vanessa finishes the album, we'll start getting her involved with radio," Lopes says. "Hopefully, that means some radio shows and a great tour when the time is right."

### Ready For Takeoff

Gainesville FL-based act **Big Sky** — already feeling the love from hometown CHR/Pop WYKS — pick up new airplay for their song "By Design" at Alternative WPLA/Jacksonville.

Last week WYKS played the song 28 times (with only six plays in overnights), while WPLA featured it six times (only two overnight plays), according to Mediabase. According to WYKS PD Jeri Banta, "By Design" won the new-music battle for five consecutive nights, garnering a record number of votes.

Since forming in the mid-'90s, Big Sky have sold around 24,000 albums, according to their manager, Eric Manin of Premier Productions. The group have also built a loyal fan base in the Southeast and currently perform about 15 shows monthly.

"By Design" is the title track to the group's latest album, which was released in early January.

Contact Manin at 352-375-6122, ext. 15, for more information, or visit the band's website at [www.bigskyband.com](http://www.bigskyband.com). Also, Protocol Entertainment's Randy Sadd is handling radio promotion. Give him a ring at 770-993-6565.



Big Sky

— Steve Wonsiewicz

### Keys, O Brother Top Grammys

Urban multi-Platinum singer-songwriter **Alicia Keys** and the Lost Highway Records soundtrack to the movie *O Brother, Where Art Thou?* were the big winners at the 44th annual Grammy Awards, which were held Feb. 27. Keys picked up five trophies, including statues for Best Song ("Fallin'") and Best New Artist, while *O Brother* won the coveted Album of the Year award. Keys also won best R&B Album (*Songs in A Minor*), Best R&B Song and Best Female R&B Vocal Performance. *O Brother* won Best Compilation Soundtrack and also earned T-Bone Burnett Best Producer honors. Its sister album, *Down From the Mountain*, was chosen as Best Traditional Folk Album. Other big winners of the night were **U2**, who earned honors for Record of the Year ("Walk On"), Best Rock Album (*All That You Can't Leave Behind*), Best Pop and Best Rock Performance by Duo/Group With Vocal ("Stuck in a Moment You Can't Get Out Of"). Ratings for the CBS telecast were the lowest in six years, drawing on average 19 million views during the 3 1/2-hour show, compared with around 25 million over the past three ceremonies.

### Henley, Train To Jam With Tiger

Golfing sensation **Tiger Woods** has tapped Grammy Award-winning artists **Don Henley** and **Train** to perform at the Tiger Jam V benefit concert in Las Vegas on April 20. The concert will once again raise funds for the Tiger Woods Foundation and children's charities based in Las Vegas and Los Angeles, including Child Haven, the Center for Independent Living, the Greater Las Vegas Inner City Games, the Las Vegas Chamber of Commerce Foundation, the Southern Nevada Inner City Youth Golf Association, the Las Vegas Founders' Club Golf Foundation, Children of the Night, the Starlight Children's Foundation, GRAMMY in the Schools and the VH1 Save the Music Foundation. In a prepared statement, Woods noted, "I have been a fan of Don's for a long time, and Train is a band whose sound I really love. I'm looking forward to seeing both of their performances, and I know they will help make Tiger Jam V a memorable evening."



Train

Tour update: Multi-Platinum rock band **Nickelback**, **Default**, **Injected** and **Starsailor** will participate in this year's annual MTV Campus Invasion tour. The trek begins April 4 in Russellville, AR ... **Jewel** begins her national tour June 14 in Tampa ... **The Cranberries** start their headlining tour May 13 in Philadelphia ... **Custom** begins his first headline tour March 12 in New Haven, CT ... **INXS** plan to tour the U.S., their first trek here since the 1997 suicide of singer Michael Hutchence. The tour begins May 30 in Los Angeles.

This 'n' that: Multi-Platinum hard rock band **Korn** will release their fifth album, *Untouchables*, May 14 ... Look for rapper **LL Cool J** to release his new album, *Ten*, this summer ... Aussie alt rock trio **Silverchair** will release their first album for Atlantic Records, *Diorama*, July 9. The lead-off single, "The Greatest View," hits radio in early May ... Clear Channel and RLR Productions, the production company co-founded by Grammy Award-winning producer Phil Ramone, have partnered to create music-based shows for TV.

## POLLSTAR CONCERT PULSE

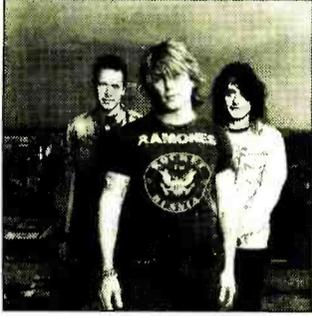
Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours:
1	U2	\$1,729.9	
2	NEIL DIAMOND	\$951.7	BRITNEY SPEARS
3	BRITNEY SPEARS	\$806.8	IFFY
4	AEROSMITH	\$635.9	JIMMY BUFFET
5	BARRY MANILOW	\$634.4	LUCINDA WILLIAMS
6	CREED	\$565.6	O'JAYS/TEMPTATIONS REVIEW
7	OZZY OSBOURNE	\$397.0	DENNIS EDWARDS
8	AMY GRANT/VINCE GILL	\$393.5	PAUL MCCARTNEY
9	MANNHEIM STEAMROLLER	\$354.7	
10	JERRY SEINFELD	\$327.9	
11	WIDESPREAD PANIC	\$301.2	
12	BOB DYLAN	\$265.8	
13	PHIL LESH & FRIENDS	\$238.1	
14	BARENAKED LADIES	\$221.9	
15	LINKIN PARK	\$216.4	

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

March 8, 2002

## 'Here Is Gone' Is Here!

From their humble beginnings as a punk cover band in Buffalo to multi-Platinum success, Warner Bros. act **The Goo Goo Dolls** have continually honed their sound and consequently reached new levels of success in their 17-year career. We here at Music Meeting are proud to give programmers their first taste of the group's



Goo Goo Dolls

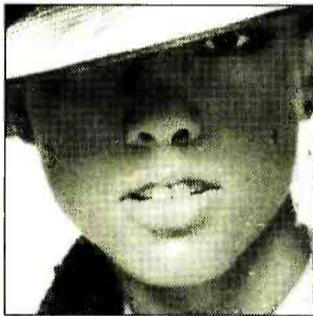
upcoming album, *Gutterflower*. "Here Is Gone" is the first single from the album, and it is available for download exclusively via Music Meeting. Get on "Here" now — find it in Active Rock, Rock, Alternative, Pop, Hot AC, AC and Triple A today.

Twenty-year-old R&B sensation **Alicia Keys** won big at this year's Grammys, walking away with five trophies. Radio programmers and listeners are also

big winners when it comes to Keys' soulful tunes. "How Come You Don't Call Me" is the third single from Keys' acclaimed multi-Platinum debut, *Songs in A Minor*. Listeners won't hesitate to call up for "...Call Me." We've got your number in the Going for Adds sections of Rhythmic and Urban.

Another electrifying performer on the R&B circuit, **Mary J. Blige**, delivers her third single from *No More Drama*. Featuring the red-hot Ja Rule, "Rainy Dayz" showcases Blige's incredible voice. The forecast is bright for this track — check it out in the Urban and Rhythmic sections.

Speaking of bright futures, have you heard of **Ali**? No, not Mohammed — we're talking about the rapper Ali, a card-carrying member of the St. Lunatics (the posse of multi-Platinum superstar Nelly). Ali delivers a knockout by teaming up with Murphy Lee for the fun track "Boughetto." Step in the ring and listen to your phones ring.



Alicia Keys

By George, there's a lot of Country action this week. Besides winning Most Added honors, **George Strait**'s "Living and Living Well" makes some impressive chart moves. Another famous George, **George Jones**, delivers the poignant "50,000 Names," a song about the Vietnam War Memorial. Find 'em both in the Country section.

Country great **Clint Black** offers up "Money or Love" from his *Greatest Hits II*. Get back in Black with this great tune. **Jamie O'Neal** gave fans goose bumps with *Shiver*. Now check out her latest single from the album, "Frantic." And new talent **Jameson**



Breaking Point

**Clark** heats things up with "Still Smokin'" (no, it's not about Cheech and Chong).

When it comes to hard rock, Wind-up act **Breaking Point** are ready to break big. The group's new single, "One of a Kind," is currently blaring in arenas nationwide as the entrance theme for WWF superstar Rob Van Dam. Besides that, the group has also landed on *The Scorpion King* soundtrack.

Boasting thunderous drums, big guitars and a monster hook, "One of a Kind" is ready to kick the doors down at Active Rock. Check it out today in both Rock sections before your competition lays the smackdown on ya.

Striking a yin-yang balance of melody and mayhem, Hollywood's **3rd Strike** are throwing some heat with "No Light." The track is already New & Active at Active Rock as programmers get ready to hit one out of the park with this young band. When it comes to making headlines, **Tommy Lee** never comes up short. Mr. Lee is about to make more headlines, this time for a great new track called "Hold Me Down." Forget everything you knew about Motley Crue or Methods Of Mayhem; this song shows Lee in a whole new light. Check it out today in the Active Rock and Rock sections.

— Frank Correia

## R&R Going For Adds™

Week Of 3-11-02

### CHR/POP

**98 DEGREES** Why (Are We Still Friends) (Universal)  
**ALICIA KEYS** How Come You Don't Call Me (J)  
**B2K** Uh Huh (Epic)  
**GOO GOO DOLLS** Here Is Gone (Warner Bros.)  
**SHERYL CROW** Soak Up The Sun (A&M/Interscope)

### CHR/RHYTHMIC

**98 DEGREES** Why (Are We Still Friends) (Universal)  
**ALICIA KEYS** How Don't You Call Me (J)  
**DONELL JONES** You Know That I Love You (Untouchables/Arista)  
**FUNKY GREEN DOGS** You Got Me Burnin' Up (MCA)  
**RAPHAEL SAADIQ I/D'ANGELO** Be Here (Pookie/Universal)

### URBAN

**ALICIA KEYS** How Come You Don't Call Me (J)  
**B2K** Gots Ta Be (Epic)  
**JOURNALIST I/FLOETRY** The Way It Used To Be (Motown)  
**LADY MAY** Round Up (Arista)  
**MARY J. BLIGE I/JA RULE** Rainy Dayz (MCA)  
**RAPHAEL SAADIQ I/D'ANGELO** Be Here (Pookie/Universal)  
**WU-TANG CLAN** Back In The Game (Loud/Columbia)

### URBAN AC

**RAPHAEL SAADIQ I/D'ANGELO** Be Here (Pookie/Universal)  
**REGINA BELLE** From Now On (Peak)

### COUNTRY

**JAMESON CLARK** Still Smokin' (Capitol)  
**JAMIE O'NEAL** Frantic (Mercury)  
**JEFF CARSON** Until We Fall Back In Love Again (Curb)  
**LESLIE SATCHER** Slow Way Home (Warner Bros.)  
**MCBRIDE & THE RIDE** Anything That Touches You (Dualtone)  
**SHEDAISY** Get Over Yourself (Lyric Street)

### AC

**98 DEGREES** Why (Are We Still Friends) (Universal)  
**AVRIL LAVIGNE** Complicated (Arista)  
**GOO GOO DOLLS** Here Is Gone (Warner Bros.)  
**JIM WILSON F/STEPHEN BISHOP** Donna Lynn (Hillsboro)

### HOT AC

**98 DEGREES** Why (Are We Still Friends) (Universal)  
**AVRIL LAVIGNE** Complicated (Arista)  
**GOO GOO DOLLS** Here Is Gone (Warner Bros.)  
**HEATHER NOVA** Virus Of The Mind (V2)  
**MARC ANTHONY** I Need You (Columbia)  
**NATALIE MERCHANT** Build A Levee (Elektra/EEG)

### SMOOTH JAZZ

**BRAXTON BROTHERS** Whenever I... (Peak/Concord)  
**CAROL DUBOC** With All That I Am (Gold Note)  
**RICK BRAUN** Middle Of The Night (Warner Bros.)

### ROCK

**BREAKING POINT** One Of A Kind (Wind-up)  
**BUSH** Inflatable (Atlantic)  
**DOKKEN** Sunless Days (Sanctuary/SRG)  
**GOO GOO DOLLS** Here Is Gone (Warner Bros.)  
**PRESSURE 4-5** Melt Me Down (DreamWorks)  
**REMY ZERO** Perfect Memory (Elektra/EEG)  
**3RD STRIKE** No Light (Hollywood)

### ACTIVE ROCK

**BREAKING POINT** One Of A Kind (Wind-up)  
**BUSH** Inflatable (Atlantic)  
**GOO GOO DOLLS** Here Is Gone (Warner Bros.)  
**PRESSURE 4-5** Melt Me Down (DreamWorks)  
**REMY ZERO** Perfect Memory (Elektra/EEG)  
**3RD STRIKE** No Light (Hollywood)

### ALTERNATIVE

**BUSH** Inflatable (Atlantic)  
**NO DOUBT** Hella Good (Interscope)  
**PRESSURE 4-5** Melt Me Down (DreamWorks)  
**3RD STRIKE** No Light (Hollywood)

### TRIPLE A

**B.R.M.C.** Love Burns (Virgin)  
**CAITLIN CARY** Shallow Heart... (Yep Roc)  
**CHRISTY MCWILSON** Darkness, Darkness (Hightone)  
**COURSE OF NATURE** Caught In... (Lava/Atlantic)  
**DARDEN SMITH** Satellite (Dualtone)  
**ELVIS COSTELLO** Tear Off Your Own Head (Doll Revolution) (Island/IDJMG)  
**GARRISON STARR** Big Sky (Backporch/Virgin)  
**GOO GOO DOLLS** Here Is Gone (Warner Bros.)  
**HEATHER NOVA** Virus Of The Mind (V2)  
**INCREDIBLE MOSES LEROY** It's A Sunday (Ultimatum/Artemis)  
**JEWEL** Break Me (Atlantic)  
**LITTLE CHARLIE & THE NIGHT CATS** Bluto's Back (Alligator)  
**SHANNON MCNALLY** Now That I Know (Capitol)  
**TIM FINN** I'll Never Know (W.A.R.?)

Going For Adds™ is based on information provided by record labels, which is subject to change without notice. R&R's Music Meeting is a secure and password-protected Internet service auditioning and/or downloading current music. Each week songs are posted online for participating radio programmers and record label executives. Not every title appearing in Going For Adds is available on Music Meeting.

liquid audio  
Selector

www.rmusicmeeting.com

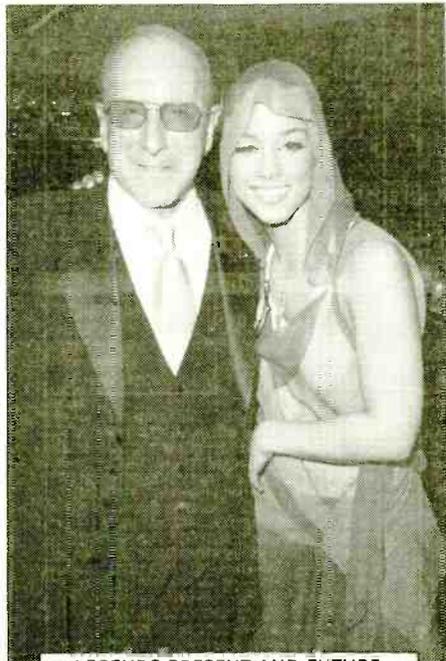
# Stars Shine At Grammy Galas

It was a sea of limousines outside several Los Angeles-area hot spots as the Grammy parties rocked following the Feb. 27 awards telecast. Universal Music Group partied close by the Staples Center at downtown L.A.'s Cicada restaurant, where venerable Irish rockers U2 and *O Brother, Where Art Thou?* soundtrack performers appeared. Sony Music secured Morton's restaurant in West Hollywood for a bash that featured Columbia and Epic artists. Warner Music Group and BMG occupied swank hotel suites on the Sunset Strip — WMG at the world-famous Sky Bar in the Mondrian Hotel and BMG in the Argyle next door. R&R salutes all the winners of this year's Grammy Awards!



THE NEXT GENERATION OF WINNERS

Celebrating a momentous year are Backstreet Boy Kevin Richardson (l) and Pop Collaboration With Vocals Grammy co-winner Christina Aguilera. Richardson and Aguilera attended BMG's post-Grammy bash at Argyle on Los Angeles' Sunset Strip.



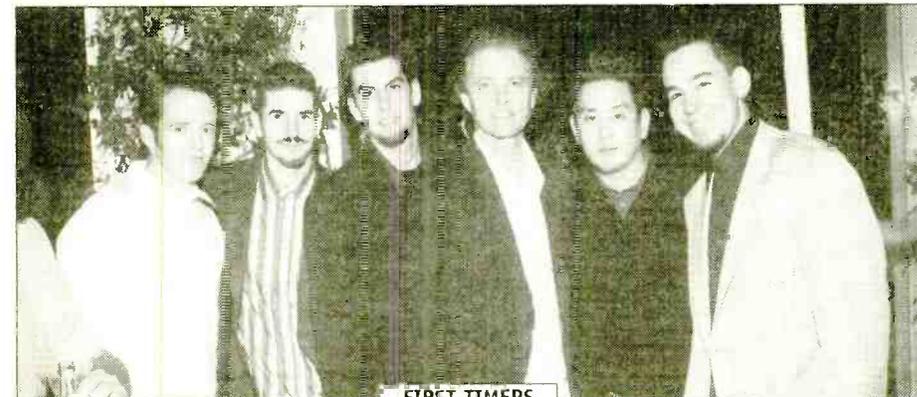
LEGENDS PRESENT AND FUTURE

At the BMG post-Grammy party at Argyle, J Records recording artist and multiple Grammy winner Alicia Keys shows the stars in her eyes as she stands next to legendary producer and J founder Clive Davis. Keys took home awards for Song of the Year ("Fallin"), Best New Artist, Best R&B Album (*Songs in A Minor*), Best Female R&B Vocal Performance ("Fallin") and Best R&B Song ("Fallin").



THAT'S ENTERTAINMENT!

Morton's was the place for Columbia and Epic artists and executives to gather after the Grammys. Pictured are (l-r) Sony Music Entertainment Chairman/CEO Tommy Mottola, RPM/Columbia recording artist and Grammy nominee Tony Bennett, Columbia Records Group Chairman Don Ienner and Columbia recording artist and winner of Best Contemporary Folk Album, for *Love and Theft*, Bob Dylan.



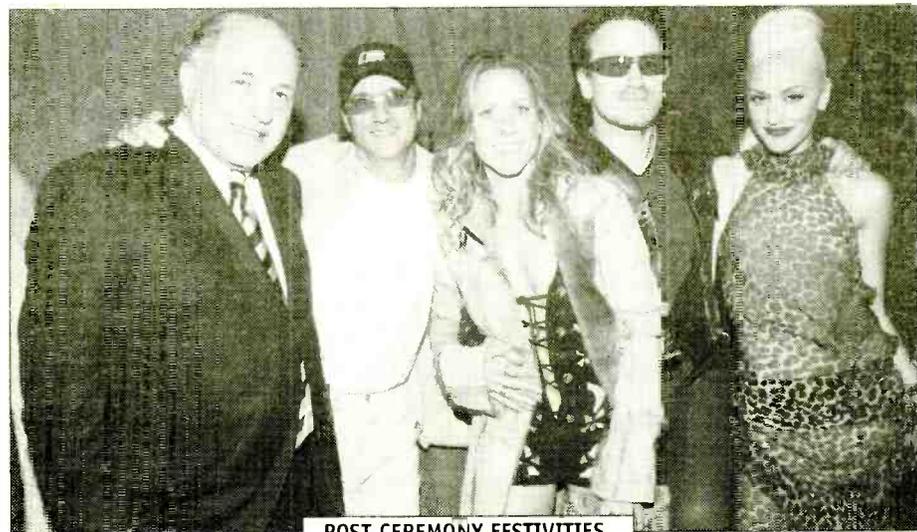
FIRST-TIMERS

Members of Warner Bros. Linkin Park savor their first Grammy win, for Best Hard Rock Performance, at the Warner Music Group post-Grammy celebration at the Sky Bar at L.A.'s Mondrian Hotel. Pictured are (l-r) bandmembers Phoenix, Brad Delson and Rob Bourdon; Warner Bros. Records CEO Tom Whalley; and bandmembers Joseph Hahn and Mike Shinoda.



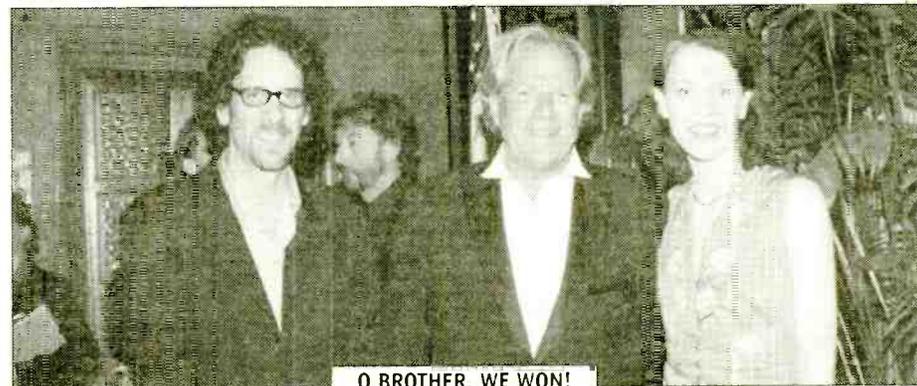
THE WINNERS GET TO CELEBRATE

Warner Music Group threw a post-Grammy bash at the Mondrian Hotel in West Hollywood for past and present Atlantic Group Grammy winners. Pictured here are (l-r) Marisol Thomas and her husband, Matchbox Twenty lead singer Rob Thomas; Atlantic Group co-Chairman/co-CEO Val Az-zoli; Atlantic artist Brandy; Atlantic co-President Ron Shapiro; artist Lil' Kim (a co-winner of the Best Pop Collaboration With Vocals honor for "Lady Marmalade"); and Atlantic co-President Craig Kallman.



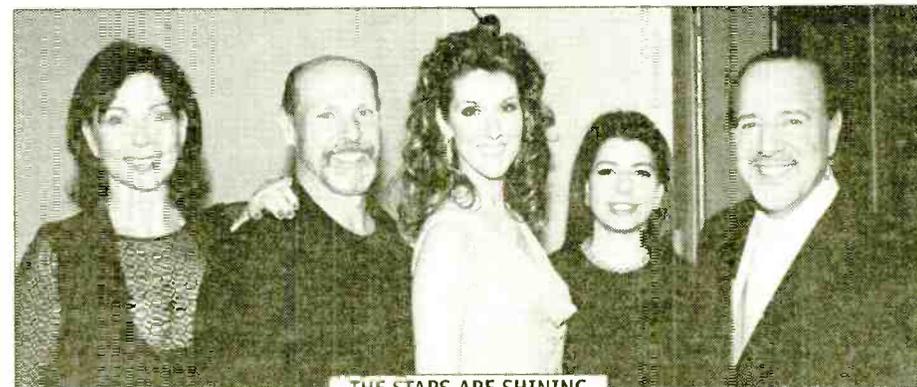
POST-CEREMONY FESTIVITIES

Attendees of the Universal Music Group post-Grammy celebration take a moment to pose for a picture. Pictured are (l-r) Universal Music Group Chairman/CEO Doug Morris, Interscope/Geffen/A&M Chairman Jimmy Iovine, artist Sheryl Crow, Bono — of Interscope's Record of the Year winners ("Walk On") U2 — and No Doubt singer Gwen Stefani.



O BROTHER, WE WON!

It was all smiles at the Universal Music Group post-Grammy party at downtown L.A.'s Cicada for (l-r) *O Brother, Where Art Thou?* director Joel Coen, Lost Highway Records President and Best Country Album Grammy winner (as a producer of the *Hank Williams — Timeless* tribute) Luke Lewis and Gillian Welch, who appeared on the *O Brother, Where Art Thou?* soundtrack — Grammy's Album of the Year.



THE STARS ARE SHINING

West Hollywood saw a bevy of stars and executives as Morton's played host to Sony Music's post-Grammy party. Pictured here are (l-r) Epic Records Group President Polly Anthony, Epic Records Group Chairman David Glew, Epic recording artist and Grammy presenter Celine Dion, Sony Music Entertainment Exec. VP Michele Anthony and Sony Music Entertainment Chairman/CEO Tommy Mottola.

## Jacobs

Continued from Page 1

In the wake of a recent ruling by the U.S. Court of Appeals for the District of Columbia that nixed restrictions on cable-operator TV-station ownership and regulations preventing companies from acquiring TV stations that reach more than 35% of all U.S. households, Jacobs shares his thoughts with **R&R** about the potential for blockbuster mergers and acquisitions, how the capital markets could impact dealmaking and how he plans to guide his company during such uncertain times.

**R&R:** *Where does radio fit in when it comes to further deregulation of media ownership?*

**TJ:** Radio already has the benefit of being able to consolidate with no limits on the overall number of stations that we're allowed to own, so the court ruling doesn't impact us. In an indirect way, however, it could be beneficial to radio if the big TV companies, particularly the networks, start buying a lot of TV stations and then try to do a better job of selling national business. It could mean that they take up more inventory locally with national ads, which would allow the leftover money to be available to radio.

Clear Channel, for instance, has told national advertisers that it can deliver "X" million people on its 1,200-station network if they place their national buy with the company. I can foresee TV stations doing the same kind of thing, like going to Coca-Cola or General Motors and trying to convince them to put all of their dollars with their station network and hoping to take dollars away from the local guys who have tried to get the buy through their various national rep agencies.

But things are not yet clear. Obviously, what the courts did was go back and look at the cross-ownership rules. There has been no mention yet of changing the cross-ownership rules between TV and radio or radio and newspapers.

**R&R:** *Will radio be able to lift rates if companies become part of multimedia clusters?*

**TJ:** If we're able to garner even more local dollars, then we'll be able to charge more. But, initially, I wouldn't expect that, because that's a function of advertisers being willing to buy more advertising. It has been pretty difficult for a while, but we're finally starting to see those attitudes change.

**R&R:** *Does the court ruling essentially mean "Katie bar the door" when it comes to big mergers and acquisitions?*

**TJ:** Small-market TV and some of the marginal TV owners have been hurting. TV station sales have been very slow for the past year. It's a function of the economy, and it's a function of the capital markets being shut.

The major guys — like Viacom, NBC [parent General Electric] and ABC [parent Walt Disney] — have lots of dollars and are not con-

strained from a capital standpoint. They could be the major beneficiaries in terms of making significant buys and doubling up large numbers of stations, because they can put their capital to work.

**R&R:** *Is the scuttlebutt that deals will happen sooner rather than later?*

**TJ:** Yes. I think everybody's speculating that it's an obvious way for the big guys to grow. They've been constrained from growing due to the ownership limits. Viacom President/COO Mel Karmazin has made no bones about wanting TV ownership limits lifted. And to the extent that they are, you'll probably see CBS become very aggressive in trying to add to its portfolio of network-owned stations.

**R&R:** *What does it do for a pure-play radio company like Regent? Will you be able to go it alone, or will you get squeezed out and have to sell or merge with another company?*

**TJ:** There are all kinds of rumors about further consolidation in radio, but we're still doing the fundamentals; we're still blocking and tackling. You never know what's going to happen. We're in this to create value for our shareholders. If there's an opportunity to do that by doing something, then we will. But right now we think we're doing a better job of creating shareholder value than anybody else could.

**R&R:** *Will there be a lot of interesting partnerships coming out of this?*

**TJ:** A lot of people are looking at ways to grow their companies. There are some obvious combinations that will make sense. It always comes down to the social issues, in terms of management and who gets to do what.

**R&R:** *Whenever ownership limits are lifted in any industry, it's always the big that get bigger.*

**TJ:** That's right. It seems there isn't any company that's so big that it won't get acquired. Just look at the \$100 billion deal between AOL and Time Warner.

**R&R:** *In the event of further deregulation, will the broadcast industry and radio lose more voices? How much does that concern you?*

**TJ:** Radio has been a wonderful business, but over the past few years we've seen a lot of creative and imaginative programmers disappear. There was a recent front-page article in the *Wall Street Journal* about what Clear Channel's doing with voicetracking. I think you lose something locally when that happens.

But, to a certain extent, it's possible for the same thing to happen in TV. You could see the advantage the TV guys would have by sharing talent and consolidating newsgathering and sales operations. You'll see lots of synergies and cost-efficiencies, but in the process you'll probably lose the local flavor.

**R&R:** *Who's going to emerge as the 900-pound gorilla?*

**TJ:** It may have a different impact in the bigger markets than in the

smaller markets. You still have Department of Justice considerations when you talk about combinations of newspapers and TV or newspapers and radio.

Everybody is concerned about somebody becoming the monopolist. I don't think the DOJ will allow that. There could be opportunities for enough voices in some of the bigger markets, like New York, Los Angeles and Chicago, where a big newspaper could own a major TV outlet and still not violate antitrust rules. But in some of the smaller markets you'll find that some of the combinations of the only newspaper in town with one or two of the major TV stations would create such a huge monopoly that the DOJ won't allow it, just like it won't allow combinations of radio stations if the group garners more than 40% of the audience.

**R&R:** *Is this a situation where, when a merger or acquisition finally happens, others will quickly follow?*

**TJ:** I think so. A lot of people will want to react. If their competitor is going to do it, then they'll think they have to do something, too, in order to survive. We saw it in the radio business, where consolidation happened so quickly.

**R&R:** *But could the dismal ad climate, which has negatively impacted cash flows, put a damper on deals? In other words, will sellers want to wait until the ad market finally turns and cash flows increase before they sell so that they can get more money for their properties?*

**TJ:** There are several considerations. It's been two years since cash-flow multiples started to drop, the economy started to worsen, and the public capital markets became difficult. We're in an environment where we have a capital crunch on the debt and equity side. It's very difficult for people to raise capital.

What you may see is a lot of sellers who had held out, thinking it was temporary and that they'd be able to get 20-times cash flow for their properties. To the extent that their cash flow has suffered and they have bank debt, the banks might start saying, "We've given you guys some leeway and have been patient, but now it's time to do something to pay off the debt." There may be pressure on the debt side to do some combinations that will help people deleverage.

And in this environment — with not artificially, but historically deflated multiples compared to two to three years ago — you're going to see people say, "Well, maybe it makes sense for us to combine." Since they're trading at valuations that are below where they would like them to be, they might consider that, by combining the companies, they'll have a larger critical mass, they'll be able to achieve some cost-efficiencies, and they'll watch their valuation go up dramatically when the markets improve. I think you'll see a lot of people starting to think that it might make sense to get together.

— Steve Wonsiewicz



10100 Santa Monica Blvd, Third Floor • Los Angeles CA 90067-4004  
Tel (310) 553-4330 • Fax (310) 203-9763  
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EDITOR-IN-CHIEF **RON RODRIGUES** • rron@rronline.com  
EXECUTIVE EDITOR **JEFF GREEN** • jgreen@rronline.com  
MANAGING EDITOR **RICHARD LANGE** • rlange@rronline.com  
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ASSISTANT MANAGING EDITOR **BRIDA CONNOLLY** • brida@rronline.com  
SENIOR ASSOCIATE EDITOR/MUSIC **FRANK CORREIA** • fcorreia@rronline.com

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**BUREAU**  
888 17th Street NW • Washington, DC 20006 • Tel (202) 463-0500 • Fax (202) 463-0432  
BUREAU CHIEF **JEFFREY YORKE** • yorke@rronline.com  
ASSOCIATE EDITOR **JOE HOWARD** • jhoward@rronline.com  
1106 16th Avenue South • Nashville, TN 37212 • Tel (615) 244-8822 • Fax (615) 248-6655  
BUREAU CHIEF **LON HELTON** • lhelton@rronline.com  
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OFFICE MANAGER **CHRISTINA BULLOCK** • cbullock@rronline.com

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**PRODUCTION**  
DIRECTOR **KENT THOMAS** • kthomas@rronline.com  
MANAGER **ROGER ZUMWALT** • roger@rronline.com  
GRAPHICS **ANDREW CHIZOV** • achizov@rronline.com  
GRAPHICS **FRANK LOPEZ** • flopez@rronline.com  
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**DESIGN**  
DIRECTOR **GARY VAN DER STEUR** • vdsteur@rronline.com  
DESIGN **MIKE GARCIA** • mgarcia@rronline.com  
ELECTRONIC Pubs DESIGN **CARL HARMON** • cjdesign@rronline.com  
DESIGN **TIM KUMMEROW** • kummerow@rronline.com  
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<b>KKSS/Albuquerque, NM *</b> PD: Tom Naylor APD: Jeff "Crash" Jacot MD: Alley Faith No Adds	<b>WRZE/Cape Cod, MA</b> OM: Steve McVie PD: Kevin Matthews MD: Shane Blue PUDDLE OF MUDD "Burn" TWEET "Oops" KID ROCK "Fath"	<b>KKDM/Des Moines, IA *</b> PD: Greg Chance MD: Steve Jordan 1 DEFAULT "Wasting" LENNY KRAVITZ "Heart"	<b>WRHT/Greenville, NC *</b> OM/MD: Jon Reilly APD/MD: Gina Gray 2 TWEET "Oops" 1 AARON CARTER "About" LENNY KRAVITZ "Heart" JIMMY EAT WORLD "Moodie"	<b>KRRG/Laredo, TX</b> PD/MD: Michael J. Lang FAT JOE FASHANTI "Luv" TWEET "Oops" JIMMY EAT WORLD "Moodie" DEEP BLUE SOMETHING "Park"	<b>WQZQ/Nashville, TN *</b> VP/Prog: Brian Krysz PD: Marco 1 ASHANTI "Foolish" ALICIA KEYS "Call" MOM "Everything" X-EDITIONERS "Goin"	<b>WPRO/Providence, RI *</b> PD: Tony Bristol MD: Davey Morris LENNY KRAVITZ "Heart" IAN VAN DARE "Wif"	<b>WZAT/Savannah, GA</b> OM/MD: John Thomas MD: Dylan LENNY KRAVITZ "Heart" P. D. "Youth" MICHELLE BRANCH "Wanted" TANTRIC "Mourning"	<b>KIZS/Tulsa, OK *</b> PD: C.C. Matthews MD: Kim Gower 11 ALANIS MORISSETTE "Clean" 8 BRITNEY SPEARS "Over" 1 VANESSA CARLTON "Miles" LENNY KRAVITZ "Heart"	
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<b>WAEB/Allentown, PA *</b> PD: Brian Check APD: Laura St. James MD: Mike Kelly No Adds	<b>WSSX/Charleston, SC *</b> OM/MD: Mike Edwards MD: Ali O'Connell No Adds	<b>WKQI/Detroit, MI *</b> PD: Don Theodore Co-APD/MD: J. Love Co-APD/MD: T. Booker 3 DARREN HAYES "Instabile" DEFAULT "Wasting" KID ROCK "Fath"	<b>WHKF/Harrisburg, PA *</b> PD: Jason Barsky RES "Vision"	<b>WLKTA/Lexington-Fayette, KY *</b> PD: Eddie Rugg VANESSA CARLTON "Miles"	<b>WBLI/Nassau-Suffolk, NY *</b> Interim PD: J.J. Rice APD/MD: Al Levine RES "Vision"	<b>WHTS/Quad Cities, IA-IL *</b> OM/MD: Tony Waitkus MD: Kevin Walker No Adds	<b>WRUF/Shreveport, LA *</b> MD: Bethany Parks 1 JIMMY EAT WORLD "Moodie" TWEET "Oops"	<b>WWSK/Utica-Rome, NY</b> OM/MD: Stew Schantz TWEET "Oops" LENNY KRAVITZ "Heart" 89 DEGREES "Friends" NICOLE MCCLLOUD "Reason"	
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<b>WAWV/Atlantic City, NJ *</b> PD: Paul Kelly 1 EY "Trouble" LENNY KRAVITZ "Heart" TWEET "Oops"	<b>WAKS/Cleveland, OH *</b> PD: Dan Mason APD/MD: Kasper ASHANTI "Foolish" TWEET "Oops"	<b>WYOO/Jackson, MS *</b> PD: Nick Vance APD: Jason Williams MD: Kris Fisher 2 CELINE DION "Day" 1 VANESSA CARLTON "Miles" JIMMY EAT WORLD "Moodie"	<b>WYJY/Manchester, NH</b> PD: Harry Kozlowski APD/MD: A.J. Dukette 11 KOSHIEN "Love" JIMMY EAT WORLD "Moodie" LENNY KRAVITZ "Heart" LUDACRIS "Real"	<b>WJQQ/Oklahoma City, OK *</b> PD: Mike McCoy MD: Joe Friday No Adds	<b>WXXL/Oriando, FL *</b> OM/MD: Adam Cook APD/MD: Pete DeGriff 1 VANESSA CARLTON "Miles" CELINE DION "Day"	<b>WVWF/Tallahassee, FL</b> PD/MD: Brian O'Conner 10 EYRA GILL "Reason" 10 GORILLAZ "192000" 4 DEFAULT "Wasting" 2 JIMMY EAT WORLD "Moodie" TWEET "Oops"	<b>WVWS/Wichita, KS *</b> PD: Jack O'Hair APD/MD: Craig Hubbard 19 VANESSA CARLTON "Miles" 3 FAT JOE FASHANTI "Luv" SOLUNA "Time"	<b>WBHT/Wilkes Barre, PA *</b> PD: Mark McKay APD/MD: A.J. 4 ALANIS MORISSETTE "Clean" 2 ASHANTI "Foolish" TWEET "Oops"	<b>WVWF/Tallahassee, FL</b> PD/MD: Brian O'Conner 10 EYRA GILL "Reason" 10 GORILLAZ "192000" 4 DEFAULT "Wasting" 2 JIMMY EAT WORLD "Moodie" TWEET "Oops"
<b>WZNY/Augusta, GA *</b> OM: John Shomby PD: T.J. McKay MD: Jay Caza 3 DARREN HAYES "Instabile" FABOLOUS "Young" LENNY KRAVITZ "Heart"	<b>KKMG/Colorado Springs, CO *</b> OM: Bobby Irwin Interim PD/MD: Rob Ryan APD: Valerie Hart DEFAULT "Wasting"	<b>WYOO/Jackson, MS *</b> PD: Nick Vance APD: Jason Williams MD: Kris Fisher 2 CELINE DION "Day" 1 VANESSA CARLTON "Miles" JIMMY EAT WORLD "Moodie"	<b>WJQQ/Oklahoma City, OK *</b> PD: Mike McCoy MD: Joe Friday No Adds	<b>WVWF/Tallahassee, FL</b> PD/MD: Brian O'Conner 10 EYRA GILL "Reason" 10 GORILLAZ "192000" 4 DEFAULT "Wasting" 2 JIMMY EAT WORLD "Moodie" TWEET "Oops"	<b>WVWS/Wichita, KS *</b> PD: Jack O'Hair APD/MD: Craig Hubbard 19 VANESSA CARLTON "Miles" 3 FAT JOE FASHANTI "Luv" SOLUNA "Time"	<b>WBHT/Wilkes Barre, PA *</b> PD: Mark McKay APD/MD: A.J. 4 ALANIS MORISSETTE "Clean" 2 ASHANTI "Foolish" TWEET "Oops"	<b>WVWF/Tallahassee, FL</b> PD/MD: Brian O'Conner 10 EYRA GILL "Reason" 10 GORILLAZ "192000" 4 DEFAULT "Wasting" 2 JIMMY EAT WORLD "Moodie" TWEET "Oops"	<b>WVWS/Wichita, KS *</b> PD: Jack O'Hair APD/MD: Craig Hubbard 19 VANESSA CARLTON "Miles" 3 FAT JOE FASHANTI "Luv" SOLUNA "Time"	<b>WBHT/Wilkes Barre, PA *</b> PD: Mark McKay APD/MD: A.J. 4 ALANIS MORISSETTE "Clean" 2 ASHANTI "Foolish" TWEET "Oops"
<b>KHFI/Austin, TX *</b> PD: Jay Shannon MD: Johne Blaze 6 DEFAULT "Wasting" 1 FAT JOE FASHANTI "Luv" LENNY KRAVITZ "Heart" TWEET "Oops"	<b>WVWF/Tallahassee, FL</b> PD/MD: Brian O'Conner 10 EYRA GILL "Reason" 10 GORILLAZ "192000" 4 DEFAULT "Wasting" 2 JIMMY EAT WORLD "Moodie" TWEET "Oops"	<b>WVWS/Wichita, KS *</b> PD: Jack O'Hair APD/MD: Craig Hubbard 19 VANESSA CARLTON "Miles" 3 FAT JOE FASHANTI "Luv" SOLUNA "Time"	<b>WBHT/Wilkes Barre, PA *</b> PD: Mark McKay APD/MD: A.J. 4 ALANIS MORISSETTE "Clean" 2 ASHANTI "Foolish" TWEET "Oops"	<b>WVWF/Tallahassee, FL</b> PD/MD: Brian O'Conner 10 EYRA GILL "Reason" 10 GORILLAZ "192000" 4 DEFAULT "Wasting" 2 JIMMY EAT WORLD "Moodie" TWEET "Oops"	<b>WVWS/Wichita, KS *</b> PD: Jack O'Hair APD/MD: Craig Hubbard 19 VANESSA CARLTON "Miles" 3 FAT JOE FASHANTI "Luv" SOLUNA "Time"	<b>WBHT/Wilkes Barre, PA *</b> PD: Mark McKay APD/MD: A.J. 4 ALANIS MORISSETTE "Clean" 2 ASHANTI "Foolish" TWEET "Oops"	<b>WVWF/Tallahassee, FL</b> PD/MD: Brian O'Conner 10 EYRA GILL "Reason" 10 GORILLAZ "192000" 4 DEFAULT "Wasting" 2 JIMMY EAT WORLD "Moodie" TWEET "Oops"	<b>WVWS/Wichita, KS *</b> PD: Jack O'Hair APD/MD: Craig Hubbard 19 VANESSA CARLTON "Miles" 3 FAT JOE FASHANTI "Luv" SOLUNA "Time"	<b>WBHT/Wilkes Barre, PA *</b> PD: Mark McKay APD/MD: A.J. 4 ALANIS MORISSETTE "Clean" 2 ASHANTI "Foolish" TWEET "Oops"
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**TONY NOVIA**  
tnovia@rronline.com

# Be Afraid: True Confessions Of A Couple Of Kids

□ Radio and records' new youth reality

It went like this: I was at a pre-Grammy family party, when Columbia Executive VP/Promotion **Charlie Walk** said, "Come over here; I want you to hear something."

Walk introduced me to two sisters from the Chicago area whom he had just met, **Chandler**, age 9, and **Casey**, age 11. He then instructed me to quiz them on their musical tastes.

About 30 seconds into the conversation the two well-spoken sisters had spilled their guts about how thrilled they are about burning CDs for free and never having to set a foot in a record store. "Why don't you write a column about that?" Walk said. So, with the girls' father's permission, the following day I went back to the hotel and spent a fascinating hour getting into the musical minds of two preteen girls.

Any good marketer knows that, to succeed in the future, you must create brand-awareness while your would-be customers are young. Coke and Pepsi know this. Remember Joe Camel? And what about those McDonald's Happy Meal toys? There is a method behind marketing to today's youth.

In our industry, it's almost the exact opposite. Arbitron is showing in just about every new ratings book that younger people are using radio less frequently. Few, if any, stations target preteens and teens (with the exception of Radio Disney). CHR's attitude has pretty much been "They have no where else to go, so we'll get them by targeting our music to their mothers."

The recording industry has done a very good job of catering to teen tastes with everything from Linkin Park to 'N Sync, Britney Spears and The Backstreet Boys. The "but" is that many teens feel that the labels have been totally out of touch with their tastes when it comes to what they want on their CDs, how much they want to pay and the way they want to get their music.

Their new record stores are Napster, Aimster and KaZaA. Kids like them because they are convenient and, in their minds, free. It's the new youth reality and a wakeup call for us all.

Here is what Chandler and Casey had to say.

**R&R:** What are your favorite radio stations in Chicago?

**Casey:** 103.5 Kiss-FM [WKSC] and B96 [WBBM-FM].

**Chandler:** When I was little, I



Casey and Chandler

didn't care about the radio, but now I like it.

**R&R:** When do you listen to the radio?

**Chandler:** In the car I don't want to hear my parents talk; I'd rather listen to music. I also listen at home when I want something to dance to.

**Casey:** I listen to it in my room after school and when I'm getting ready for school. I sometimes listen to the radio at night when I'm doing my homework, but generally I listen to my computer music.

**R&R:** What is the difference between B96 and Kiss?

**Casey:** B96 just plays rap, but 103.5 plays everything, like rap, hip-hop and pop. I like Kiss, but sometimes they play a bad song. That's when I listen to B96.

**R&R:** Does B96 play any bad songs?

**Casey:** I don't like some of the rap songs, but some of my friends do.

**Chandler:** Well, I don't agree that B96 plays rap all the time. I think that sometimes it's a mix on both stations. If I don't like one song, I just turn to the next station.

**R&R:** What makes you turn off a radio station?

**Casey:** Bad music, music that doesn't have a beat for dancing or music that's just all rap. I wouldn't want to listen to rap while I'm dancing.

I will always listen to the station for a second just to see which song I like best, and then I'll go to that station. Then I'll listen to that station until there's a bad song.

**Chandler:** Sometimes my sister will listen to bad music that I hate. I mean, sometimes it's just all rap, and they don't have a tune or anything; they just talk.

**R&R:** What do you think about radio-station contests?

**Casey:** I was just talking to my babysitter about this. B96 has been doing this Cozumel, Mexico thing for how many months? The next time they do something, they should do it for a couple of weeks and then move on to the next thing.

Whenever I try to call, the line is always tied up. Then they record you, and then they put you on. I think they should just put you on the radio live.

**R&R:** Will the appearance of a singing star on a TV show make you tune in?

**Casey:** If I want to listen to music on TV, I'll go to MTV and listen. I don't think it makes people want to watch it that much more.

**Chandler:** We like MTV. Sometimes there's this thing that my dad watches [Editor's note: *VH1*], and it has good music, too, but I don't know what it's called. If anybody has a satellite dish, they usually have a music section that has pop and jazz but really bad music.

**Casey:** Music on the satellite dish is bad because it's so boring. They don't play any music videos. It's just a black screen with a green back saying what song it is.

**"It's a waste to buy a CD. All you need to do is burn one and you're done."**

Chandler

**R&R:** How's that different from radio? The radio just plays the music.

**Casey:** The radio is portable.

**R&R:** What are your favorite songs and bands?

**Chandler:** I don't have one. I like pop, but I don't have just one favorite. I have lots of favorites, so I'll name a couple: 'N Sync, Destiny's Child, J-Lo sometimes, LFO and sometimes Britney Spears. I just lis-

## Music Facts

### Some Of The Costs Associated With Making A CD

- Artist's effort in developing the music
- Producers
- Writers
- Label costs in finding and signing new artists
- Recording-studio fees, studio musicians, sound engineers, producers and others — all must be recovered by the cost of the CD
- Marketing and promotion costs: video clips, public relations, tour support, marketing campaigns and promotion to get the songs played on the radio
- New technology, such as the Internet
- Art must be designed for the CD box, and promotional materials (posters, store displays and music videos) developed and produced
- A concert tour is essential to promote the recording
- Manufacturing

### Some Facts About Sales

• Each year, of the approximately 27,000 new releases that hit the market, the major labels release about 7,000 new CD titles. After production, recording, promotion and distribution costs, most never sell enough copies to recover these costs, let alone make a profit. In the end, less than 10% are profitable, and, in effect, it's these recordings that finance all the rest.

• Last year sales of blank CDs exceeded those of recorded CDs for the first time in history, while album sales dropped 10%.

• Twenty-three percent of music consumers said they did not buy more music last year because they downloaded or copied music for free.

• Forty percent of music consumers now own CD burners (compared to only 14% in 1999), and 77% have used one to copy music.

• Fifty percent of people who have downloaded music for free copy the downloaded music onto a burned CD or a portable MP3 player — in 1999 only 13% did so.

• In 2000 the top 10 albums sold a total of 60 million units; in 2001 they sold 40 million units. In 2000 seven albums sold over 5 million; in 2001 none did.

• One possible solution: Bring together the affected industries to negotiate and implement security and digital-rights management standards to stem piracy and enable legitimate commerce in copyrighted recordings.

Source: RIAA

ten to a song sometimes, and I like it.

**Casey:** I don't have one. When I'm downloading songs, I just download everything. It depends. I like certain songs, but I don't like certain singers.

**R&R:** Before you began burning CDs at home, did you visit record stores?

**Chandler:** Yes, we generally went there to buy singles.

**Casey:** I bought more singles than albums.

**R&R:** Chandler, you're 9. Tell me about burning CDs on your computer.

**Chandler:** When you buy a CD, let's say you just like one song on it, and they don't have a single. It's just a waste. But when you make CDs, then you can pick any song you want, and you just put that on CD. You could have the CD that you wanted, so that's good.

**Casey:** I download songs off KaZaA. Don't shut it down!

**R&R:** Were you using Napster before it shut down?

**Chandler:** Yeah.

**Casey:** I used Napster. Then they shut it down, and I wasn't going to pay, so I found KaZaA. Some people use MusicCity.com, but I like KaZaA better. I download whatever song or movie I want, and it's just 25 cents.

**R&R:** How did you find out that you could do this with computers?

**Casey:** Every computer comes with a burner, and everybody just knows about the burner.

**R&R:** Who taught you, your friends?

**Chandler:** Actually, my older sister just heard about it, and then she bought one. We were like, "That's not

such a big deal." A few years later we were like, "This is big." We started using it.

**Casey:** As soon as my friend got one, I started using hers a lot. I used my sister's a lot.

**Chandler:** Sometimes I don't have that much money, and then my mom will say, "I'm not getting it for you. You have to earn your own money."

**R&R:** Is this something that all of your friends are doing?

**Casey:** Yeah, all of them. All of my sister's friends burn CDs. She's a freshman in high school.

**R&R:** Do your friends go into the music store anymore?

**Casey:** I would estimate that 80% of them do not.

**R&R:** So when the new 'N Sync or Britney Spears comes out....

**Casey:** Download it.

**Chandler:** It's a waste to buy a CD. All you need to do is burn one, and you're done. But the bad thing is that it takes a long time to burn.

**Casey:** For me, it only takes like five minutes for 10 songs.

**R&R:** Did you ever stop to realize that that's the way musicians and many other people like me make their money?

**Casey:** No. My dad has said, "This burning of CDs is killing the record business," but I just burned a CD the other day. If the record business wanted to stop us, they should have done something a while ago.

**Chandler:** What I don't get is, who thought of the CD burner? I think

Continued on Page 44



# RES

RES (PRONOUNCED REESE)

CD sales  
up 17%  
this week!!!

## "THEY-SAY VISION"

THE NEW SINGLE FROM THE HIGHLY ACCLAIMED  
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"★★★★...Like Chrissie Hynde, RES' voice is more unique and emotionally direct than big and operatic, a perfect fit for the rock-soul sounds behind her."

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-Time Out NY

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KMV - Kansas City    WKRQ - Cincinnati  
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Z100 - New York      KIIS - Los Angeles  
WKSC - Chicago      WIOQ - Philadelphia  
Y100 - Miami        WXKS - Boston  
KHKS - Dalls        KHTS - San Diego  
WFLZ - Tampa        WKFS - Cincinnati  
KFMD - Denver      WDRQ - Detroit  
WKQI - Detroit        KSLZ - St. Louis  
KCHZ - Kansas City    B97 - New Orleans  
B94 - Pittsburgh      WQZQ - Nashville  
WWWQ - Atlanta      KDWB - Minneapolis  
WNCI - Columbus     WPRO - Providence  
WLDI - West Palm Beach

### Stellar Reviews In:

Time, Life, Bazaar, USA Today, Vibe, Entertainment Weekly, Playboy, Jane, Elle, Marie Claire, Honey, Essence, Billboard, and more.

BZ BUZZWORTHY  
2



Produced by Doc for Black Corner Dot Com  
Corey Smyth / Blacksmith Management  
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## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES March 8, 2002

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of February 10-16.

HP = Hit Potential

ARTIST TITLE LABEL(S)	CHR/POP TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	3W	4W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
LINKIN PARK In The End (Warner Bros.)	4.00	4.00	3.85	4.06	82.7	21.1	4.19	3.92	3.81	3.98	4.11	3.99	3.94
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	3.81	3.96	3.91	4.01	87.3	29.0	3.90	3.64	3.86	3.66	3.88	3.99	3.73
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.80	3.94	3.81	3.76	62.4	9.8	3.91	3.87	3.56	3.86	3.79	3.97	3.56
CALLING Wherever You Will Go (RCA)	3.78	3.78	3.67	3.74	85.4	21.3	3.93	3.59	3.76	3.76	3.96	3.82	3.57
HP DEFAULT Wasting My Time (TVT)	3.74	3.74	3.58	3.62	53.5	9.6	3.76	3.70	3.74	3.72	3.85	3.63	3.77
HP FAT JOE f/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.73	3.79	—	—	46.5	8.4	3.98	3.74	3.27	3.90	3.77	3.51	3.69
JA RULE f/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)	3.71	3.66	3.59	3.73	79.6	25.9	3.89	3.56	3.60	3.66	3.79	3.60	3.81
HP OUTKAST The Whole World (LaFace/Arista)	3.65	3.61	3.63	3.57	66.2	18.5	3.83	3.63	3.30	3.35	3.90	3.87	3.54
R. KELLY The World's Greatest (Interscope/Jive)	3.65	3.50	3.75	3.77	61.6	15.6	3.93	3.35	3.45	3.69	3.62	3.74	3.50
CITY HIGH Caramel (Interscope)	3.63	3.66	3.72	3.70	71.7	20.9	3.87	3.43	3.45	3.57	3.61	3.72	3.62
ND DOUBT Hey Baby (Interscope)	3.62	3.49	3.46	3.42	84.9	32.9	3.76	3.35	3.68	3.64	3.47	3.57	3.77
HP INDIA.ARIE Video (Motown)	3.61	—	—	—	46.0	8.2	3.55	3.62	3.70	3.41	3.79	3.61	3.69
CREED My Sacrifice (Wind-up)	3.60	3.80	3.69	3.76	83.2	26.1	3.66	3.40	3.71	3.52	3.81	3.55	3.54
JENNIFER LOPEZ Ain't It Funny (Epic)	3.60	3.72	3.60	3.66	73.6	22.3	3.73	3.37	3.67	3.60	3.82	3.44	3.55
HP LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)	3.59	3.66	3.59	3.68	65.5	15.1	3.85	3.57	3.10	3.55	3.63	3.72	3.45
HP JIMMY EAT WORLD The Middle (DreamWorks)	3.57	3.87	3.88	—	45.1	7.9	3.80	3.45	3.25	3.40	3.47	3.90	3.53
USHER U Got It Bad (LaFace/Arista)	3.55	3.77	3.70	3.78	81.3	30.2	3.85	3.39	3.28	3.49	3.66	3.68	3.36
HP ALAN JACKSON Where Were You... (Arista)	3.54	3.77	3.70	—	40.0	10.8	3.29	3.44	3.83	3.22	3.69	3.38	3.83
LEANN RIMES Can't Fight... (Curb)	3.50	3.60	3.57	3.64	81.1	24.5	3.93	3.23	3.19	3.65	3.42	3.61	3.29
CRAIG DAVID 7 Days (Wildstar/Atlantic)	3.49	3.61	3.53	3.58	74.8	24.5	3.73	3.36	3.26	3.57	3.31	3.62	3.42
TOYA I Do (Arista)	3.48	3.54	3.28	3.27	75.3	29.5	3.50	3.28	3.68	3.30	3.60	3.51	3.53
MARY J. BLIGE Family Affair (MCA)	3.47	3.39	3.41	3.45	83.0	35.7	3.37	3.29	3.79	3.36	3.54	3.41	3.57
HP BUSTA RHYMES Break Ya Neck (J)	3.45	3.65	3.52	3.71	57.3	15.8	3.70	3.46	3.00	3.41	3.48	3.47	3.44
SHAKIRA Whenever Wherever (Epic)	3.45	3.40	3.53	3.50	81.5	32.4	3.62	3.36	3.30	3.40	3.25	3.52	3.64
'N SYNC Girlfriend (Jive)	3.44	3.64	3.55	3.73	65.9	18.9	3.62	3.35	3.18	3.40	3.56	3.51	3.28
ALICIA KEYS A Woman's Worth (J)	3.42	3.49	3.62	3.52	74.3	26.9	3.62	3.27	3.27	3.31	3.64	3.50	3.26
HP FABOLOUS Young'n (Holla Back) (Desert Storm/Elektra/EEG)	3.41	3.63	3.58	3.71	57.1	13.4	3.57	3.26	3.28	3.47	3.35	3.31	3.50
MARY J. BLIGE No More Drama (MCA)	3.38	3.40	3.34	3.50	57.8	17.3	3.54	3.16	3.40	3.32	3.57	3.41	3.29
PINK Get The Party... (Arista)	3.38	3.53	3.43	3.44	88.5	39.3	3.45	3.03	3.64	3.36	3.48	3.34	3.38
NELLY #1 (Priority/Capitol)	3.28	3.62	3.51	3.45	69.8	27.1	3.62	3.03	2.93	3.43	3.28	3.30	3.08
KYLIE MINOGUE Can't Get You... (Capitol)	3.23	3.38	3.35	3.31	68.3	25.7	3.20	3.27	3.23	3.36	2.95	3.24	3.32
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	3.22	3.20	—	—	58.5	17.5	3.30	3.03	3.27	3.36	3.02	3.23	3.20
BRITNEY SPEARS I'm Not A Girl, Not Yet A Woman (Jive)	2.76	2.96	3.04	2.95	81.8	38.1	2.99	2.61	2.61	2.67	2.72	2.98	2.67

## CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

After last week's Grammy Awards in Los Angeles, several performers post solid results: **India.Arie** debuts at No. 12 overall with "Video" (Motown/Universal). The song ranks seventh among women 18-24 and eighth 25-34. **Alan Jackson** ranks second in the 25-34 cell with "Where Were You (When The World Stopped Turning)."

The rest of the survey continues to have an alternative rock feel. **Linkin Park** (Warner Bros.), **Nickelback** (Roadrunner/IDJMG), **Puddle Of Mudd** (Flawless/Geffen/Interscope) and **The Calling** (RCA) rule the top four once again.

Meanwhile, **Default** surge into the top five with "Wasting My Time" (TVT). The track ranks fourth with women 18-24 and sixth among women 25-34 while also grabbing a solid 48-42\* chart move.

"What's Luv?" by **Fat Joe f/Ashanti** (Terror Squad/Atlantic) continues to be the top-testing rhythmic song on the pop survey, ranking sixth overall with a 3.73. The track tests second with teens and third among women 18-24. "Luv" also debuts on the CHR/Pop chart this week at 47\*.

**OutKast** vault to No. 8 this week with "The Whole World" (LaFace/Arista). "World" is sixth among women 18-24.

**Ja Rule** f/Ashanti moves back into the top 10 with "Always On Time" (Murder Inc./Def Jam/IDJMG). The song is eighth with teens and ninth 18-24.

**Ludacris** ranks in the top 10 in two cells this week with "Roll Out (My Business)" (Def Jam South/IDJMG). "Roll Out" comes in ninth with teens and eighth among women 18-24.

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

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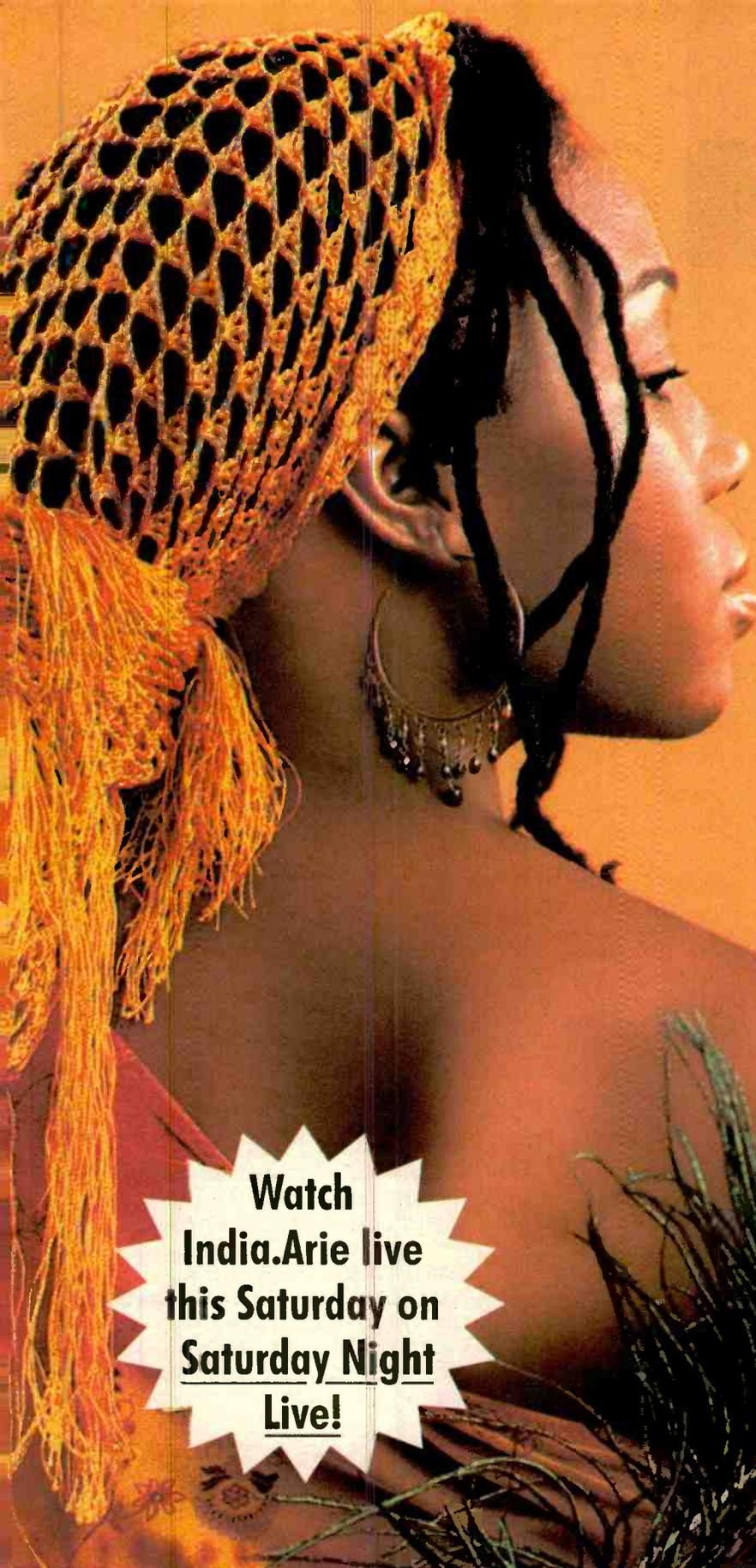
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# india.arie

Her Debut Single "VIDEO"  
From Her Platinum CD Entitled

**A C O U S T I C   S O U L**  
IN STORES NOW!

**CALLOUT AMERICA:**  
#7 women 18-24  
#8 women 25-34  
#12 Overall

Watch  
India.Arie live  
this Saturday on  
Saturday Night  
Live!

## Sales Exploding!

Circuit City	+162%
Target	+159%
Best Buy	+147%
Transworld	+87%
Musicland	+85%
Tower	+70%
Anderson	+63%

## New This Week:

KLLC/San Francisco  
WKZN/New Orleans  
WMXL/Lexington

KIMN/Denver  
WTWR/Toledo  
WYCR/York

WNOU/Indianapolis  
KURB/Little Rock  
KQXY/Beaumont

## Breaking From These Majors:

KIIS/Los Angeles  
WSTR/Atlanta  
KSLZ/St. Louis  
WKRQ/Cincinnati

KZQZ/San Francisco  
Y100/Miami  
WAKS/Cleveland  
KRBZ/Kansas City

WXKS/Boston  
WBLI/Nassau  
WKFS/Cincinnati  
KZHT/Salt Lake City



# R&R CHR/Pop Top 50

March 8, 2002



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK In The End (Warner Bros.)	8863	+417	1095135	12	108/1
2	2	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	8014	-231	974244	19	131/0
3	3	NO DOUBT Hey Baby (Interscope)	7304	-836	799705	16	132/0
4	4	KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)	7142	+318	837669	9	132/0
7	5	JENNIFER LOPEZ Ain't It Funny (Epic)	6991	+510	887992	9	127/0
9	6	JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)	6701	+341	809730	10	122/0
5	7	CRAIG DAVID 7 Days (Wildstar/Atlantic)	6637	-149	734240	15	129/0
6	8	CALLING Wherever You Will Go (RCA)	6542	-2	821821	20	124/0
10	9	LEANN RIMES Can't Fight The Moonlight (Curb)	6062	+237	801529	18	129/0
8	10	USHER U Got It Bad (LaFace/Arista)	5897	-548	652957	17	128/0
12	11	CREED My Sacrifice (Wind-up)	5261	-255	590010	17	128/0
13	12	'N SYNC Girlfriend (Jive)	5196	+221	603071	8	128/0
11	13	PINK Get The Party Started (Arista)	4873	-752	502052	19	132/0
15	14	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	4794	+504	507399	7	126/1
18	15	ENRIQUE IGLESIAS Escape (Interscope)	4438	+748	520467	5	131/2
14	16	SHAKIRA Whenever Wherever (Epic)	4201	-459	542368	19	130/0
16	17	MARY J. BLIGE Family Affair (MCA)	3721	-261	393938	24	125/0
25	18	PINK Don't Let Me Get Me (Arista)	3628	+1295	466266	4	129/3
19	19	MARY J. BLIGE No More Drama (MCA)	3522	+52	397264	8	122/2
20	20	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	3425	+116	368393	7	117/2
21	21	BRANDY What About Us? (Atlantic)	3274	+321	363008	7	112/4
22	22	MICHELLE BRANCH All You Wanted (Maverick/WB)	3234	+368	384510	8	121/5
17	23	CITY HIGH Caramel (Interscope)	3224	-534	375451	16	119/0
23	24	IIO Rapture (Tastes So Sweet) (Universal)	3163	+619	411457	5	118/2
29	25	LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)	2343	+300	232795	6	94/4
31	26	DARREN HAYES Insatiable (Columbia)	2189	+233	222342	6	104/4
36	27	SHAKIRA Underneath Your Clothes (Epic)	2088	+668	298948	3	114/6
24	28	NELLY #1 (Priority/Capitol)	2033	-348	181054	19	116/0
26	29	JA RULE Livin' It Up (Murder Inc./Def Jam/IDJMG)	2027	-268	260317	19	119/0
39	30	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	2018	+800	233013	3	115/15
30	31	NATALIE IMBRUGLIA Wrong Impression (RCA)	1963	-15	199274	7	90/0
33	32	OUTKAST The Whole World (LaFace/Arista)	1787	+158	204497	5	83/9
27	33	R. KELLY The World's Greatest (Interscope/Jive)	1719	-539	160206	11	97/0
35	34	GORILLAZ 19-2000 (Virgin)	1675	+171	183690	6	92/1
38	35	P.O.D. Youth Of The Nation (Atlantic)	1644	+403	188793	3	102/7
37	36	NELLY FURTADO ...On The Radio (Remember...) (DreamWorks)	1519	+267	141105	4	92/1
34	37	JEWEL Standing Still (Atlantic)	1388	-139	192352	20	91/0
40	38	FABOLOUS Young'n (Holla Back) (Desert Storm/Elektra/EEG)	1363	+215	156453	5	73/5
42	39	BUSTA RHYMES Break Ya Neck (J)	1199	+105	109114	5	65/0
28	40	BRITNEY SPEARS I'm Not A Girl, Not Yet... (Jive)	1195	-1016	107860	8	122/0
43	41	TOYA No Matta What (Party All...) (Arista)	1193	+194	153973	3	79/7
48	42	DEFAULT Wasting My Time (TVT)	1025	+300	92501	2	63/10
45	43	GLENN LEWIS Don't You Forget It (Epic)	1014	+106	91208	4	80/2
32	44	ALICIA KEYS A Woman's Worth (J)	1002	-687	83830	13	116/0
49	45	CELINE DION A New Day Has Come (Epic)	993	+302	114797	2	78/6
41	46	GINUWINE Differences (Epic)	950	-190	89664	19	108/0
Debut	47	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	873	+361	103474	1	54/8
50	48	INDIA.ARIE Video (Motown/Universal)	868	+209	107087	2	73/4
46	49	BLINK-182 First Date (MCA)	820	-13	81112	4	56/0
—	50	DJ ENCORE I See Right Through To You (MCA)	716	+119	76518	3	45/9

132 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

### Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
LENNY KRAVITZ Stillness Of Heart (Virgin)	46
TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)	39
JIMMY EAT WORLD The Middle (DreamWorks)	29
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	15
RES They-Say Vision (MCA)	10
DEFAULT Wasting My Time (TVT)	10
OUTKAST The Whole World (LaFace/Arista)	9
DJ ENCORE I See Right Through To You (MCA)	9
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	9

## LUDACRIS ROLLOUT!

(My Business)

R&R CHR/Pop: 29 - 25 !!  
 Top 40 Monitor: 28\* - 25\* !!!  
 Rhythm Monitor: 4!  
 Crossover Monitor: 11!

### Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PINK Don't Let Me Get Me (Arista)	+1295
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	+800
ENRIQUE IGLESIAS Escape (Interscope)	+748
SHAKIRA Underneath Your Clothes (Epic)	+668
IIO Rapture (Tastes So Sweet) (Universal)	+619
JENNIFER LOPEZ Ain't It Funny (Epic)	+510
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	+504
LINKIN PARK In The End (Warner Bros.)	+417
P.O.D. Youth Of The Nation (Atlantic)	+403
MICHELLE BRANCH All You Wanted (Maverick/WB)	+368

### Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TOYA I Do (Arista)	2934
NELLY FURTADO Turn Off The Light (DreamWorks)	1896
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	1844
LIFEHOUSE Hanging By A Moment (DreamWorks)	1695
ENRIQUE IGLESIAS Hero (Interscope)	1687
ALICIA KEYS Fallin' (J)	1651
EVE F/G. STEFANI Let Me... (Ruff Ryders/Interscope)	1378
JENNIFER LOPEZ I'm Real (Epic)	1339
FIVE FOR FIGHTING Superman (It's...) (Aware/Columbia)	1302
'N SYNC Gone (Jive)	1302
BLU CANTRELL Hit 'Em Up Style (Oops!) (Arista)	1254
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1211
CRAIG DAVID Fill Me In (Wildstar/Atlantic)	1181
JAGGED EDGE Where The Party At (So So Def/Columbia)	1105
3 DOORS DOWN Be Like That (Republic/Universal)	1088

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# R&R CHR/Pop Top 50 Indicator

March 8, 2002

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

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
4	1	<b>KYLIE MINOGUE</b> Can't Get You Out Of My Head (Capitol)	2959	+288	92545	9	53/0
3	2	<b>LINKIN PARK</b> In The End (Warner Bros.)	2848	+78	90664	11	50/0
5	3	<b>CRAIG DAVID</b> 7 Days (Wildstar/Atlantic)	2692	+50	80760	15	52/0
1	4	<b>NO DOUBT</b> Hey Baby (Interscope)	2655	-299	80412	15	51/0
2	5	<b>CALLING</b> Wherever You Will Go (RCA)	2646	-155	82150	21	48/0
8	6	<b>JENNIFER LOPEZ</b> Ain't It Funny (Epic)	2477	+430	75105	11	52/0
6	7	<b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)	2466	-65	78741	19	49/0
7	8	<b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)	2195	+77	71697	18	50/0
10	9	<b>JA RULE F/ASHANTI</b> Always On Time (Murder Inc./Def Jam/IDJMG)	2121	+108	60803	10	51/0
14	10	<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	1847	+165	58665	8	51/1
17	11	<b>ENRIQUE IGLESIAS</b> Escape (Interscope)	1778	+259	55271	5	53/0
15	12	<b>ALANIS MORISSETTE</b> Hands Clean (Maverick/Reprise)	1778	+150	54061	7	51/0
13	13	<b>'N SYNC</b> Girlfriend (Jive)	1743	+45	53085	7	50/0
9	14	<b>USHER</b> U Got It Bad (LaFace/Arista)	1716	-306	54699	17	43/0
11	15	<b>CREED</b> My Sacrifice (Wind-up)	1684	-295	55358	16	42/0
18	16	<b>MICHELLE BRANCH</b> All You Wanted (Maverick/WB)	1415	+45	45428	8	51/1
12	17	<b>PINK</b> Get The Party Started (Arista)	1351	-525	44038	19	42/0
20	18	<b>IIO</b> Rapture (Tastes So Sweet) (Universal)	1330	+233	41454	5	51/5
19	19	<b>MARY J. BLIGE</b> No More Drama (MCA)	1304	+114	40311	8	45/0
16	20	<b>SHAKIRA</b> Whenever Wherever (Epic)	1267	-322	38183	18	37/0
21	21	<b>BRANDY</b> What About Us? (Atlantic)	1189	+125	35434	7	47/3
23	22	<b>NATALIE IMBRUGLIA</b> Wrong Impression (RCA)	1049	+40	34856	7	43/1
30	23	<b>PINK</b> Don't Let Me Get Me (Arista)	1008	+361	33166	3	46/5
25	24	<b>NELLY FURTADO</b> ...On The Radio (Remember...) (DreamWorks)	1002	+71	30118	6	45/0
26	25	<b>DARREN HAYES</b> Insatiable (Columbia)	956	+77	29461	7	45/1
24	26	<b>MARY J. BLIGE</b> Family Affair (MCA)	846	-143	26112	22	27/0
37	27	<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	776	+269	26442	3	49/5
22	28	<b>CITY HIGH</b> Caramel (Interscope)	760	-276	25748	14	26/0
38	29	<b>SHAKIRA</b> Underneath Your Clothes (Epic)	702	+216	19953	2	41/4
33	30	<b>P.O.D.</b> Youth Of The Nation (Atlantic)	692	+160	23568	4	41/3
27	31	<b>R. KELLY</b> The World's Greatest (Interscope/Jive)	676	-99	22192	13	23/0
31	32	<b>LUDACRIS</b> Roll Out (My Business) (Def Jam South/IDJMG)	641	+91	17250	6	36/2
32	33	<b>GORILLAZ</b> 19-2000 (Virgin)	605	+58	18317	5	37/2
36	34	<b>JEWEL</b> Standing Still (Atlantic)	511	-12	15790	21	18/1
46	35	<b>DEFAULT</b> Wasting My Time (TVT)	420	+174	13611	3	28/7
39	36	<b>FABOLOUS</b> Young'n (Holla Back) (Desert Storm/Elektra/EEG)	399	+23	11011	6	24/2
41	37	<b>OUTKAST</b> The Whole World (LaFace/Arista)	395	+59	9884	5	22/2
45	38	<b>CELINE DION</b> A New Day Has Come (Epic)	338	+88	11349	2	18/1
43	39	<b>INDIA.ARIE</b> Video (Motown/Universal)	333	+39	10070	2	18/2
49	40	<b>FAT JOE F/ASHANTI</b> What's Luv? (Terror Squad/Atlantic)	332	+103	7619	2	18/5
28	41	<b>BRITNEY SPEARS</b> I'm Not A Girl, Not Yet... (Jive)	319	-353	8896	8	15/0
34	42	<b>CHER</b> Song For The Lonely (Warner Bros.)	310	-218	10044	7	20/0
29	43	<b>ALICIA KEYS</b> A Woman's Worth (J)	309	-359	8948	13	14/0
35	44	<b>NELLY</b> #1 (Priority/Capitol)	299	-226	8207	18	13/0
40	45	<b>SMASH MOUTH</b> Holiday In My Head (Hollywood/Interscope)	292	-53	9042	4	25/0
44	46	<b>AMANDA PEREZ</b> Never (Universal)	272	0	6218	9	11/0
48	47	<b>TOYA</b> No Matta What (Party All...) (Arista)	267	+31	10679	3	20/3
—	48	<b>M2M</b> Everything (Atlantic)	261	+47	8079	2	25/0
47	49	<b>BLINK-182</b> First Date (MCA)	256	+19	7991	4	18/0
—	50	<b>RES</b> They-Say Vision (MCA)	251	+152	7419	1	24/2

Debut

53 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 2/24-Saturday 3/2.  
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## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>JIMMY EAT WORLD</b> The Middle (DreamWorks)	24
<b>TWEET</b> Oops (Oh My) (Gold Mind/Elektra/EEG)	21
<b>LENNY KRAVITZ</b> Stillness Of Heart (Virgin)	21
<b>DEFAULT</b> Wasting My Time (TVT)	7
<b>SHERYL CROW</b> Soak Up The Sun (A&M/Interscope)	6
<b>IIO</b> Rapture (Tastes So Sweet) (Universal)	5
<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	5
<b>PINK</b> Don't Let Me Get Me (Arista)	5
<b>FAT JOE F/ASHANTI</b> What's Luv? (Terror Squad/Atlantic)	5
<b>SHAKIRA</b> Underneath Your Clothes (Epic)	4
<b>BRANDY</b> What About Us? (Atlantic)	3
<b>P.O.D.</b> Youth Of The Nation (Atlantic)	3
<b>SOLUNA</b> For All Time (DreamWorks)	3
<b>KID ROCK</b> Lonely Road Of Faith (Top Dog/Lava/Atlantic)	3
<b>TOYA</b> No Matta What (Party All...) (Arista)	3
<b>TANTRIC</b> Mourning (Maverick/Reprise)	3
<b>DEEP BLUE SOMETHING</b> Park Bench (Aezra/Orpheus)	3
<b>GORILLAZ</b> 19-2000 (Virgin)	2
<b>LUDACRIS</b> Roll Out... (Def Jam South/IDJMG)	2
<b>FABOLOUS</b> Young'n... (Desert Storm/Elektra/EEG)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>JENNIFER LOPEZ</b> Ain't It Funny (Epic)	+430
<b>PINK</b> Don't Let Me Get Me (Arista)	+361
<b>KYLIE MINOGUE</b> Can't Get You Out... (Capitol)	+288
<b>VANESSA CARLTON</b> A Thousand... (A&M/Interscope)	+269
<b>ENRIQUE IGLESIAS</b> Escape (Interscope)	+259
<b>IIO</b> Rapture (Tastes So Sweet) (Universal)	+233
<b>SHAKIRA</b> Underneath Your Clothes (Epic)	+216
<b>DEFAULT</b> Wasting My Time (TVT)	+174
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	+165
<b>P.O.D.</b> Youth Of The Nation (Atlantic)	+160
<b>RES</b> They-Say Vision (MCA)	+152
<b>ALANIS MORISSETTE</b> Hands Clean (Maverick/Reprise)	+150
<b>BRANDY</b> What About Us? (Atlantic)	+125
<b>MARY J. BLIGE</b> No More Drama (MCA)	+114
<b>KID ROCK</b> Lonely Road... (Top Dog/Lava/Atlantic)	+114
<b>JA RULE F/ASHANTI</b> Always... (Murder Inc./Def Jam/IDJMG)	+108
<b>FAT JOE F/ASHANTI</b> What's... (Terror Squad/Atlantic)	+103
<b>LUDACRIS</b> Roll Out... (Def Jam South/IDJMG)	+91
<b>SHERYL CROW</b> Soak Up The Sun (A&M/Interscope)	+89
<b>CELINE DION</b> A New Day Has Come (Epic)	+88
<b>LINKIN PARK</b> In The End (Warner Bros.)	+78
<b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)	+77
<b>DARREN HAYES</b> Insatiable (Columbia)	+77
<b>JIMMY EAT WORLD</b> The Middle (DreamWorks)	+72
<b>NELLY FURTADO</b> ...On The Radio... (DreamWorks)	+71
<b>LENNY KRAVITZ</b> Stillness Of Heart (Virgin)	+65
<b>OUTKAST</b> The Whole World (LaFace/Arista)	+59
<b>GORILLAZ</b> 19-2000 (Virgin)	+58
<b>CRAIG DAVID</b> 7 Days (Wildstar/Atlantic)	+50
<b>M2M</b> Everything (Atlantic)	+47

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**ON THE RECORD**

With **Crash Kelley**  
PD, KSXY/Santa Rosa, CA



It looks like Pink's "Don't Let Me Get Me" is off to an incredible start. The song is already blowing up the phones and is easily one of the most-requested songs on the station right now, after just a few short weeks of airplay. Our audience demanded it, and we had to oblige on the new Usher track "U Don't Have to Call." Our listeners feel like they do have to call and request that hot track over and over again. • Keep your

eyes out for the new No Doubt song "Hella Cool." Before I moved here to California in December, I had never heard the word "hella" before, but everyone here says it. The song is already generating requests before its CHR add date. • Other hot tracks include Vanessa Carlton's "A Thousand Miles," which just happens to be the most-requested female adult song right now on the station, with Enrique Iglesias' "Escape" a close second. One song that continues to get a great reaction with phone calls every time it's played is Marin County resident Darren Hayes with "Insatiable." • Meanwhile, the guys can't get enough of Linkin Park's "In the End." They are burning up the phones for that song and the new X-ecutioners track, "It's Goin' Down," which, incidentally, is one of the teen favorites too. Rounding out the top-five requests for teens on KSXY: P.O.D.'s "Youth of the Nation," 'N Sync and Nelly's "Girlfriend," Ludacris' "Roll Out," Ja Rule and J.Lo's "Ain't It Funny" and Fabolous' "Young'n (Holla Back)." And the big club hit this week in the market is IIO's "Rapture."

**L**inkin Park hold on to the top spot once again this week with "In the End" (Warner Bros.). The song shows another 400-plus-play increase, so expect it to be at No. 1 for multiple weeks to come ... **Jennifer Lopez** is back in the top five with "Ain't It Funny" (Epic), a song featuring **Ja Rule**, who, by the way, climbs 9-6\* with "Always on Time," a song that features **Ashanti** — who is also featured on **Fat Joe's** "What's Luv?" (Terror Squad/Atlantic). "Luv" debuts at No. 47\* this week and ranks sixth in Callout America ... **Vanessa Carlton** has another solid air-play week, vaulting 39-30\* with "A Thousand Miles" (A&M/Interscope) ... **Darren Hayes** moves 31-26\* with "Insatiable" (Columbia) ... **Shakira** follows her top 10 hit "Whenever, Wherever" with "Underneath Your Clothes" (Epic), moving 36-27\* ... How hot are **Default**? They surge into the top five on Callout America with "Wasting My Time" (TVT). And, for good measure, they move 48-42\* on the Pop chart ... Dominating the Most Added column this week, we find Urban chart-topper **Tweet** (Gold Mind/Elektra/EEG), the Alternative success story and Pop Callout America hit from **Jimmy Eat World** (DreamWorks) and the venerable **Lenny Kravitz** (Virgin). **Record of the Week: India.Arie's "Video" (Motown/Universal)**

— Anthony Acampora, Director/Charts



**ON THE RISE**

ARTIST: **Jimmy Eat World**

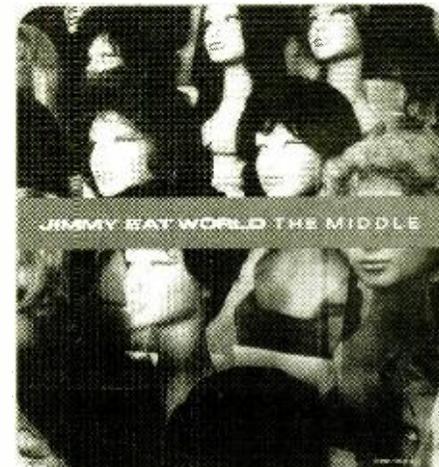
LABEL: **DreamWorks**

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

**W**hile I'm trying to pay someone to steal my Mazda, these four Mesa, Arizona-ans claim that the best automotive purchase they ever made was a van. "We really got our money's worth out of it," confesses **Jimmy Eat World** drummer Zach Lind. It seems in August 1999 the band split from their label and celebrated their independence with a self-promoted, five-week tour of Europe. "We treated touring like guerilla warfare, which had other benefits aside from just saving money," says Lind. "It forced us to interact with people who had a real interest in the band's success, to make friends as well as fans." In addition to contributing their musical talent, Jim Adkins (vocals, guitar), Tom Linton (guitar, vocals), Rick Burch (bass) and Lind had the intelligence to take an extremely active part in the promotion of their music. "So what if we don't have the support of our label?" exclaims Lind. "We have the support of our fans."

Before any of the guys could legally order a drink in a club, they formed a band that would release two albums on Capitol Records. However, the group delivered their most successful release after being released from their contract. Hooking up with DreamWorks, the foursome delivered *Bleed American*. The title track launches the record with a furious melody, propelling a lyric of hard-won wisdom. Its powerfully magnetic appeal inspired such stations as KROQ/Los Angeles, KITS/San Francisco, WBCN/Boston and WNNX/Atlanta to play it pre-release and pre-record deal.

Followup single "The Middle" is a top five hit on the Alternative chart, and its appeal is seeping over to the CHR/Pop format. With an active track and encouraging lyrics, this lively

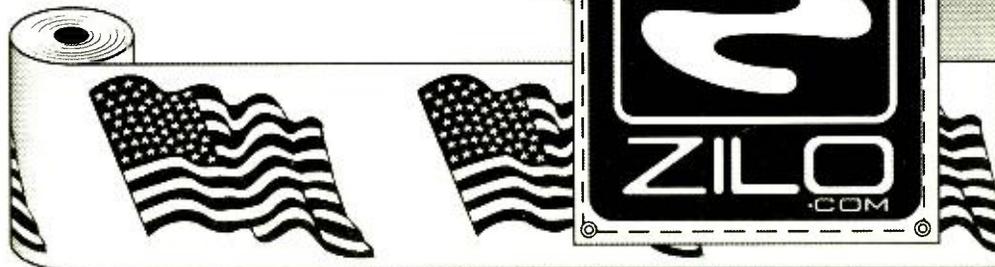


Jimmy Eat World's "The Middle"

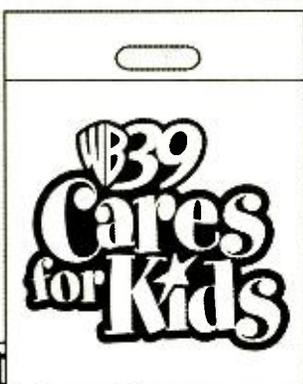
tune is powerful enough to get this die-hard R&B enthusiast out of her chair. Beat for beat, pound for pound, "The Middle" doesn't stop there — it takes you to the end and leaves you wanting more. Armed with a complete understanding of why Alternative and Pop stations would share this high-energy song with their listeners, I found myself pressing repeat a few times. The only flaw, if you will, is the song's abrupt end. I found myself thirsting for a few more minutes of this motivational tune. Just when I'd lost all sense of stress and deadlines, the pulsating track ended!

"*Bleed American* isn't about any one thing," explains Adkins. "It's about a general dissatisfaction and a yearning for something more." You get it on this CD. If romance is your cup of tea, songs like "Sweetness," "If You Don't, Don't" and "Your House" may find themselves programmed to repeat, while the experimental "Get It Faster" and "Cautioners" may whet your appetite for something new from the band. "It's like any form of artistic expression," explains Adkins. "Whether it's art, music, literature, whatever — hopefully, you get something out of it. If not, I guess we've failed. But, hopefully, you do." Hey, guys, you pass.

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March 8, 2002

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America's Best Testing CHR/Pop Songs 12+  
For The Week Ending 3/8/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>LINKIN PARK</b> In The End (Warner Bros.)	4.30	4.25	93%	27%	4.33	93%	26%
<b>CALLING</b> Wherever You Will Go (RCA)	4.19	4.15	91%	26%	4.18	91%	27%
<b>PINK</b> Don't Let Me Get Me (Arista)	4.12	-	65%	6%	4.17	63%	5%
<b>MICHELLE BRANCH</b> All You Wanted (Maverick/WB)	4.11	4.04	76%	8%	4.03	75%	9%
<b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)	4.11	4.13	94%	27%	4.18	96%	28%
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	4.07	3.97	74%	12%	4.10	71%	12%
<b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)	3.98	4.07	98%	46%	4.08	98%	49%
<b>JENNIFER LOPEZ</b> Ain't It Funny (Epic)	3.89	3.83	91%	23%	3.98	93%	19%
<b>PINK</b> Get The Party Started (Arista)	3.85	3.85	99%	52%	3.91	99%	50%
<b>CREED</b> My Sacrifice (Wind-up)	3.85	3.83	96%	42%	3.94	98%	40%
<b>KYLIE MINOGUE</b> Can't Get You Out Of My Head (Capitol)	3.81	3.74	87%	24%	3.79	86%	23%
<b>ENRIQUE IGLESIAS</b> Escape (Interscope)	3.81	3.75	76%	15%	3.83	77%	14%
<b>NO DOUBT</b> Hey Baby (Interscope)	3.80	3.84	98%	50%	3.86	99%	48%
<b>USHER</b> U Got It Bad (LaFace/Arista)	3.79	3.80	97%	47%	3.82	97%	49%
<b>SHAKIRA</b> Whenever, Wherever (Epic)	3.78	3.87	97%	45%	3.71	98%	51%
<b>CRAIG DAVID</b> 7 Days (Wildstar/Atlantic)	3.75	3.74	91%	36%	3.70	92%	38%
<b>NATALIE IMBRUGLIA</b> Wrong Impression (RCA)	3.71	3.68	57%	8%	3.73	58%	6%
<b>JA RULE</b> Always On Time (Murder Inc./Def Jam/IDJMG)	3.67	3.63	90%	36%	3.75	89%	33%
<b>CITY HIGH</b> Caramel (Interscope)	3.67	3.68	87%	32%	3.57	87%	33%
<b>'N SYNC</b> Girlfriend (Jive)	3.64	3.58	94%	31%	3.79	96%	25%
<b>R. KELLY</b> The World's Greatest (Interscope/Jive)	3.63	3.70	87%	25%	3.44	86%	28%
<b>IIO</b> Rapture (Universal)	3.61	-	40%	7%	3.52	37%	8%
<b>JA RULE</b> Livin' It Up (Murder Inc./Def Jam/IDJMG)	3.56	3.50	94%	48%	3.63	96%	44%
<b>NELLY</b> #1 (Priority/Capitol)	3.51	3.59	89%	41%	3.48	88%	40%
<b>BRITNEY SPEARS</b> I'm Not A Girl, Not Yet A Woman (Jive)	3.50	3.41	97%	33%	3.57	98%	33%
<b>ALANIS MORISSETTE</b> Hands Clean (Maverick/Reprise)	3.49	3.51	78%	17%	3.46	81%	18%
<b>BRANDY</b> What About Us? (Atlantic)	3.48	3.48	82%	21%	3.41	82%	21%
<b>TOYA</b> I Do (Arista)	3.47	3.49	88%	48%	3.59	90%	47%
<b>MARY J. BLIGE</b> No More Drama (MCA)	3.43	3.64	88%	31%	3.47	88%	31%
<b>LUDACRIS</b> Roll Out (My Business) (Def Jam South/IDJMG)	3.35	3.38	70%	25%	3.35	67%	25%

Total sample size is 825 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## New & Active

**PETEY PABLO** Raise Up (Jive)  
Total Plays: 566, Total Stations: 20, Adds: 0

**RES** They-Say Vision (MCA)  
Total Plays: 498, Total Stations: 73, Adds: 10

**AARON CARTER** I'm All About You (Jive)  
Total Plays: 417, Total Stations: 48, Adds: 8

**BAHA MEN** Move It Like This (S-Curve/Capitol)  
Total Plays: 378, Total Stations: 40, Adds: 4

**TANTRIC** Mourning (Maverick/Reprise)  
Total Plays: 376, Total Stations: 33, Adds: 2

**AMANDA PEREZ** Never (Universal)  
Total Plays: 343, Total Stations: 31, Adds: 3

**SMASH MOUTH** Holiday In... (Hollywood/Interscope)  
Total Plays: 338, Total Stations: 28, Adds: 0

**TWEET** Oops (Oh My) (Gold Mind/Elektra/EEG)  
Total Plays: 307, Total Stations: 57, Adds: 39

**M2M** Everything (Atlantic)  
Total Plays: 298, Total Stations: 32, Adds: 2

**X-ECUTIONERS** It's Goin' Down (Loud/Columbia)  
Total Plays: 262, Total Stations: 23, Adds: 7

Songs ranked by total plays

## True Confessions....

Continued from Page 36

it is somebody from the music business, am I right?

**R&R:** No, I believe it was the computer companies.

**Casey:** The music business wouldn't do that.

**Chandler:** How come the music business didn't say anything? That's what I don't get.

**Casey:** Well, the record business was the one that shut down Napster. I remember how everyone was using Napster, and the record business thought that if they shut down Napster, everything would be fine. But if they shut down Napster, somebody else starts something new.

**R&R:** Will anything get you back in a record store again?

**Chandler:** Yeah, if my parents go to the CD store and buy the CDs. I personally won't go into a record store to buy unless my computer breaks and the burner breaks and I have no other way of getting a new burner. I think my friends are probably the same way.

**R&R:** Do you spend less time

**"I personally won't go into a record store to buy unless my computer breaks and the burner breaks and I have no other way of getting a new burner. I think my friends are probably the same way."**

Chandler

listening to the radio because you're listening to music on the computer or the computer radio stations?

**Casey:** Definitely.

**R&R:** Do you listen to things like AOL radio?

**Casey:** No, because AOL has bad reception.

**R&R:** What would happen if all of the websites that you get free music from suddenly began charging for music? Would you still use them, and would you pay?

**Casey:** It depends on how much money it is. If it were less than the current price of the CDs in the record stores, I would do it.

**R&R:** What about something like \$2 for a single. Would you pay?

**Casey:** I would try to find another free website.

**R&R:** But if you couldn't?

**Casey:** I would pay. If it is less than the high prices in the record stores for a CD with only one good song, I would pay. But I probably wouldn't download as much as I do now. I might even stop. I might just say it's too much work. I might just go buy mixes [Editor's note: compilation CDs]. If the record business wants more money, they should stop making just the singer's album. They should make mixes.

**R&R:** Why should they make compilations?

**Casey:** Some of the songs on the albums are bad. We just want the good songs.

**R&R:** How would they know which are the good songs?

**Casey:** Listen to the radio. There are plenty ways to find out.

**R&R:** How do you find out about new music?

**Casey:** Radio. I'll be listening to radio, or friends will ask, "Have you heard the latest blah blah blah?" Then I'll download it and listen to it to see if I like it.

**R&R:** How often are you on the Internet, either listening to music or downloading free music?

**Casey:** I'm on the Internet a lot — at least three hours a day.

**R&R:** When the Internet wasn't around, what did you do for those three hours?

**Chandler:** We were just watching TV.

**Casey:** I watched TV, talked to friends or was at their houses. I guess I was less high-tech.

**R&R:** If you were running the record companies, and all of a sudden everybody was getting their

music for free and you needed to figure out a way to make money, what would you do? What advice would you give these record companies?

**Casey:** The record companies should have come up with the idea of downloading music and should have done it before. But I guess it should be illegal to download music.

**R&R:** Is it illegal now?

**Casey:** I know that it should be illegal, because we're ripping off the record business. But it's not illegal, because we can do it. I'm not best friends with these record people that are going poor. It's not my dad, so I don't really care.

**Chandler:** If my dad worked at a record company and he said don't download, then I wouldn't.

**Casey:** I think it should be illegal to have a website that allows people to download songs without paying the record business. If the person who is downloading the songs does not know that the site is illegal, it's not their fault.

**Chandler:** I feel bad for them, because they're not making any money.

# CHR/Pop Playlists

### MARKET #1

**WHTZ/New York**  
Clear Channel  
(212) 239-2300  
Polman/Bryant  
12+ Cume 3,401,200



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
85	88	88	JENNIFER LOPEZ/Ain't It Funny	144844
94	85	85	LINKIN PARK/In The End	140410
89	88	88	LEANN RIMES/Can't Fight	130064
90	87	87	JA RULE/FASHANTI/Always On Time	128586
85	86	86	NICKELBACK/How You Remind Me	127108
64	51	51	KYLIE MINOGUE/Can't Get You	90158
67	59	59	CALLING/Wherever You Will Go	87202
21	51	51	CREED/My Sacrifice	75378
56	51	51	NO DOUBT/Hey Baby	75378
17	50	50	FABOLOUS/F/NATE DDDG/Can't Deny It	73900
45	44	44	CITY HIGH/Caramel	65032
44	41	41	SHAKIRA/Whenever Wherever	60598
34	40	40	ENRIQUE IGLESIAS/Escape	59120
35	40	40	STAIN'D/Drive	59120
55	38	38	USHER/U Got It Bad	56164
63	36	36	CHAI G DAVID/7 Days	53208
32	36	36	MICHELLE BRANCH/All You Wanted	53208
21	36	36	IO/Rapture (Tastes...)	53208
23	35	35	MARY J. BLIGE/No More Drama	51730
35	35	35	PINK/Don't Let Me Get Me	51730
34	32	32	BRANDY/What About Us?	47296
38	31	31	N SYNC/Girlfriend	45818
27	27	27	TOYAH/Do	39906
23	25	25	SHAKIRA/Underneath Your...	36950
23	25	25	INCUBUS/Drive	33994
26	23	23	ALANIS MORISSETTE/Hands Clean	33994
21	19	19	OUTKAST/The Whole World	28082
19	19	19	JAGGED EDGE/Where The Party At	28082
10	16	16	GORILLAZ/19-2000	23648
2	16	16	DAVE MATTHEWS BAND/The Space Between	23648
2	16	16	PUDDLE OF MUDD/Blurry	23648
17	15	15	DEBORAH COX/1 Never Knew	22170
13	14	14	AALIYAH/Try Again	20692
17	13	13	DARREN HAYES/Insatiable	19214
8	13	13	N SYNC/Gone	19214
8	13	13	LIFEHOUSE/Hanging By A Moment	19214
16	12	12	P.O.D./Youth Of The Nation	17736
11	11	11	MELANIE C/Turn To You	16258
10	11	11	CITY HIGH/What Would You Do?	16258
7	41	41	STAIN'D/It's Been Awfully	16258

### MARKET #2

**KIIS/Los Angeles**  
Clear Channel  
(818) 845-1027  
Key/Steale  
12+ Cume 1,937,200



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
47	78	78	LEANN RIMES/Can't Fight	65208
76	76	76	LINKIN PARK/In The End	63536
74	74	74	USHER/U Got It Bad	61864
5	71	71	NICKELBACK/How You Remind Me	59356
5	58	58	JA RULE/FASHANTI/Always On Time	48488
4	57	57	CHAI G DAVID/7 Days	47652
5	57	57	N SYNC/Girlfriend	47652
4	53	53	JA RULE/Livin' It Up	44308
4	51	51	KYLIE MINOGUE/Can't Get You	42636
4	42	42	FABOLOUS/F/NATE DDDG/Can't Deny It	35112
4	42	42	CALLING/Wherever You Will Go	35112
4	39	39	JENNIFER LOPEZ/Ain't It Funny	32604
4	38	38	NO DOUBT/Hey Baby	31768
4	34	34	SHAKIRA/Whenever Wherever	28424
4	34	34	PINK/Get The Party	28424
4	32	32	MARY J. BLIGE/No More Drama	26752
4	30	30	MICHELLE BRANCH/All You Wanted	25080
4	30	30	PUDDLE OF MUDD/Blurry	25080
4	30	30	IO/Rapture (Tastes...)	25080
4	28	28	MARY J. BLIGE/Family Affair	23408
4	27	27	CREED/My Sacrifice	22572
4	25	25	PINK/Don't Let Me Get Me	20900
4	25	25	INDIA ARIE/Video	20900
4	22	22	ENRIQUE IGLESIAS/Escape	18392
4	22	22	ALANIS MORISSETTE/Hands Clean	18392
4	21	21	GORILLAZ/19-2000	17556
4	20	20	P.O.D./Youth Of The Nation	16720
4	20	20	SHERYL CROW/Soak Up The Sun	16720
4	19	19	VANESSA CARLTONA/Thousand Miles	15884
4	18	18	JEWEL/Standing Still	15884
4	18	18	LIFEHOUSE/Hanging By A Moment	15048
4	18	18	BLINK-182/First Date	15048
4	17	17	X-ENTIONS/It's Goin' Down	15048
4	17	17	ALIEN ANT FARM/Smooth Criminal	14212
4	16	16	MICHELLE BRANCH/All You Wanted	12340
4	15	15	NELLY FURTADO/Turn Off The Light	12340
4	14	14	JANE F/Am I For You	11704
4	14	14	NATALIE IMBRUGLIA/Wrong Impression	11704
4	14	14	DARREN HAYES/Insatiable	11704

### MARKET #3

**WKSC/Chicago**  
Clear Channel  
(312) 255-5100  
Phillips/Murray  
12+ Cume 873,200



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
94	99	99	JENNIFER LOPEZ/Ain't It Funny	30492
83	96	96	SHAKIRA/Whenever Wherever	29568
92	95	95	LINKIN PARK/In The End	29260
99	94	94	CRAIG DAVID/7 Days	28952
77	91	91	KYLIE MINOGUE/Can't Get You	28028
78	87	87	JA RULE/FASHANTI/Always On Time	26796
62	69	69	N SYNC/Girlfriend	21252
74	67	67	CALLING/Wherever You Will Go	20636
89	61	61	NICKELBACK/How You Remind Me	18788
58	59	59	BRANDY/What About Us?	18172
61	57	57	PUDDLE OF MUDD/Blurry	17556
52	56	56	ENRIQUE IGLESIAS/Escape	17248
67	54	54	LEANN RIMES/Can't Fight...	16632
53	54	54	CITY HIGH/Caramel	16632
52	52	52	LUDACRIS/Roll Out...	16016
40	42	42	R. KELLY/The World's Greatest	12936
32	40	40	NELLY FURTADO/Turn Off The Light	12920
39	40	40	NO DOUBT/Hey Baby	12012
42	39	39	PINK/Get The Party...	12012
42	39	39	TOYAH/Do	12012
38	36	36	NELLY/1	11088
22	36	36	FAT JOE/FASHANTI/What's Luv?	11088
34	34	34	CREED/My Sacrifice	10472
34	34	34	USHER/U Got It Bad	10472
27	29	29	CRAIG DAVID/7 Days	8932
26	29	29	3 DOORS DOWN/Be Like That	8932
17	29	29	PINK/Don't Let Me Get Me	8932
22	28	28	IO/Rapture (Tastes...)	8624
22	28	28	N SYNC/Gone	8624
20	26	26	OUTKAST/The Whole World	8008
32	26	26	JA RULE/Livin' It Up	8008
26	22	22	ENRIQUE IGLESIAS/Hero	6776
13	19	19	BUSTA RHYMES/Break Ya Neck	5852
18	18	18	MARY J. BLIGE/Family Affair	5544
16	16	16	MICHELLE BRANCH/All You Wanted	4928
16	16	16	JAGGED EDGE/Where The Party At	4928
17	15	15	FABOLOUS/Young'n (Holla Back)	4620
14	14	14	SHAKIRA/Underneath Your...	4312
13	11	11	GORILLAZ/19-2000	3388
12	10	10	TOYAH/No Matra What...	3080

### MARKET #4

**KZQZ/San Francisco**  
Bonneville  
(415) 957-0957  
Hollen/Trojillo  
12+ Cume 792,500



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
83	79	79	LEANN RIMES/Can't Fight	22989
78	79	79	NO DOUBT/Hey Baby	22989
69	72	72	SHAKIRA/Whenever Wherever	20952
70	72	72	CALLING/Wherever You Will Go	20952
59	70	70	KYLIE MINOGUE/Can't Get You	20370
59	66	66	NATALIE IMBRUGLIA/Wrong Impression	16296
46	56	56	MICHELLE BRANCH/All You Wanted	16296
54	54	54	FIVE FOR FIGHTING/Supernatural (H.S.)	15714
55	53	53	JANEI/Son Of A Gun...	15423
55	51	51	MARY J. BLIGE/Family Affair	14841
59	50	50	JENNIFER LOPEZ/Ain't It Funny	14650
62	49	49	NO DOUBT/Hey Baby	14259
61	49	49	CRAIG DAVID/7 Days	14259
44	48	48	VANESSA CARLTONA/Thousand Miles	14259
36	49	49	ENRIQUE IGLESIAS/Escape	13968
35	46	46	PUDDLE OF MUDD/Blurry	13386
34	46	46	PINK/Don't Let Me Get Me	13386
43	45	45	DARREN HAYES/Insatiable	13095
29	37	37	ENRIQUE IGLESIAS/Escape	10767
30	37	37	INDIA ARIE/Video	10767
35	37	37	LINKIN PARK/In The End	10767
33	35	35	PINK/Get The Party	10185
30	31	31	N SYNC/Girlfriend	9021
30	30	30	BLINK-182/First Date	8730
29	25	25	BRITNEY SPEARS/I'm Not A Girl...	7275
19	22	22	AARON CARTER/11 All About You	6402
17	22	22	LIFEHOUSE/Hanging By A Moment	6402
20	20	20	JEWEL/Standing Still	5820
15	20	20	NELLY FURTADO/Turn Off The Light	5820
19	19	19	TRAIN/Drops Of Jupiter	5529
18	18	18	ALL STAR TRIBUTE/What's Going On	5238
17	17	17	USHER/U Got It Bad	4947
16	16	16	MATCHBOX TWENTY/Bent	4656
15	15	15	SHAKIRA/Underneath Your...	4365
9	15	15	3 DOORS DOWN/Be Like That	4365
17	14	14	CELINE DIONA/New Day Has Come	4365
19	15	15	MATCHBOX TWENTY/Last Beautiful	4365
11	13	13	CRAIG DAVID/7 Days	3783
12	13	13	JENNIFER LOPEZ/Love Don't Cost...	3783
16	13	13	ALICIA KEYS/Fallin'	3783

### MARKET #5

**KHKS/Dallas-Ft. Worth**  
Clear Channel  
(214) 891-3400  
Shannon/Morales  
12+ Cume 725,600



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
84	81	81	JENNIFER LOPEZ/Ain't It Funny	26001
84	79	79	NO DOUBT/Hey Baby	25359
55	77	77	LINKIN PARK/In The End	24717
82	74	74	PINK/Get The Party	23754
69	73	73	CALLING/Wherever You Will Go	23433
64	65	65	NICKELBACK/How You Remind Me	20865
46	60	60	CREED/My Sacrifice	19260
64	49	49	KYLIE MINOGUE/Can't Get You...	15729
48	48	48	N SYNC/Girlfriend	15408
46	45	45	IO/Rapture (Tastes...)	14445
30	44	44	ENRIQUE IGLESIAS/Escape	14124
38	40	40	LEANN RIMES/Can't Fight...	12840
35	37	37	TOYAH/Do	11877
72	36	36	CRAIG DAVID/7 Days	11556
36	36	36	NELLY FURTADO/Turn Off The Light	11556
36	35	35	SHAKIRA/Whenever Wherever	11556
35	35	35	NELLY/1	11235
36	35	35	MARY J. BLIGE/Family Affair	11235
39	33	33	PUDDLE OF MUDD/Blurry	10593
47	30	30	BRANDY/What About Us?	9630
49	29	29	JA RULE/FASHANTI/Always On Time	9309
6	29	29	SHAKIRA/Underneath Your...	9309
15	26	26	USHER/U Got It Bad	8988
15	26	26	PINK/Don't Let Me Get Me	8316
27	26	26	DESTINY'S CHILD/Emotion	8346
26	26	26	JA RULE/Livin' It Up	8346
24	23	23	ALICIA KEYS/Fallin'	7383
26	22	22	MICHELLE BRANCH/Everywhere	7062
28	21	21	ALANIS MORISSETTE/Hands Clean	6741
3	21	21	3 DOORS DOWN/Be Like That	6741
24	19	19	INCUBUS/Drive	6099
13	19	19	MICHELLE BRANCH/All You Wanted	6099
16	18	18	STAIN'D/It's Been Awfully	5718
17	18	18	LIFEHOUSE/Hanging By A Moment	5457
12	17	17	FABOLOUS/Young'n (Holla Back)	5457
48	16	16	CITY HIGH/Caramel	5136
14	14	14	TOYAH/No Matra What...	4494
14	14	14	AQUILERA/Let's Get Loud	4494
15	13	13	SHAGGY/Wass'm I	4173
13	13	13	JANEI/Doesn't Realiz...	4173

### MARKET #5

**KFBV/Dallas-Ft. Worth**  
Infinity  
(214) 630-3011  
Coak/Valentine  
12+ Cume 485,200



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
73	85	85	LINKIN PARK/In The End	13600
69	81	81	NO DOUBT/Hey Baby	12960
77	80	80	NICKELBACK/How You Remind Me	12800
69	78	78	SHAKIRA/Whenever Wherever	12480
65	73	73	CALLING/Wherever You Will Go	11680
55	59	59	KYLIE MINOGUE/Can't Get You	9440
48	57	57	N SYNC/Girlfriend	9120
48	53	53	AMANDA PEREZ/Never	8480
57	53	53	JA RULE/FASHANTI/Always On Time	8480
60	52	52	LEANN RIMES/Can't Fight	8320
49	48	48	JENNIFER LOPEZ/Ain't It Funny	7680
47	47	47	IO/Rapture (Tastes...)	7240
46	46	46	CREED/My Sacrifice	7360
46	46	46	3 DOORS DOWN/Be Like That	7360
38	44	44	VANESSA CARLTONA/Thousand Miles	7040
38	43	43	AB/Most Beautiful Girl	6880
29	43	43	PINK/Don't Let Me Get Me	6880
33	38	38	SHAKIRA/Underneath Your...	6080
33	38	38	STAIN'D/It's Been Awfully	5440
52	30	30	ENRIQUE IGLESIAS/Hero	4800
22	25	25	LUDACRIS/Roll Out...	4000
23	24	24	PUDDLE OF MUDD/Blurry	3840
20	22	22	ALANIS MORISSETTE/Hands Clean	3520
18	20	20	MARY J. BLIGE/Family Affair	3200
30	19	19	NELLY FURTADO/Turn Off The Light	3040
15	17	17	DAFT PUNK/One More Time	2720
13	16	16	NELLY/1	2560
15	15	15	11/2 Peaches & Cream	2400
17	14	14	JAGGED EDGE/Where The Party At	2240
18	14	14	MISSY ELLIOTT/Get Ur Freak On	2240
13	14	14	CITY HIGH/What Would You Do?	2240
17	14	14	BRANDY/What About Us?	2240
10	13	13	JA RULE/Livin' It Up	2080
10	13	13	JA RULE/Livin' It Up	2080
14	13	13	NELLY/1	2080
8	13	13	MOBY/F/GWEN STEFANI/Southside	2080
12	13	13	NELLY/Drive Wit Me	2080
17	13	13		

# CHR/Pop Playlists

**MARKET #14**

**KBKS/Seattle-Tacoma**  
Infinity  
(206) 806-1061  
Preston/Marcus D.  
12+ Cumé 436,400



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
62	79	79	SHAKIRA/Whenever Wherever	13588
73	76	76	LINKIN PARK/In The End	13072
74	75	75	NICKELBACK/How You Remind Me	12900
60	74	74	PUDDLE OF MUDD/Blurry	12728
74	74	74	CALLING/Wherever You Will Go	12728
56	62	62	CREED/My Sacrifice	10664
56	62	62	JA RULE F/ASHANTI/Always On Time	10664
69	61	61	JENNIFER LOPEZ/Ain't It Funny	10492
62	56	56	USHER/U Got It Bad	9632
45	49	49	BRANDY/What About Us?	8428
45	49	49	CRAIG DAVID/7 Days	7912
40	46	46	N SYNC/Girlfriend	7912
47	45	45	KYLIE MINOIGUE/Can't Get You...	7740
57	45	45	NO DOUBT/Hey Baby	7740
42	45	45	PINK/Don't Let Me Get Me	7740
37	42	42	LEANN RIMES/Can't Fight...	7224
37	39	39	JA RULE/Livin' It Up	6708
35	38	38	MICHELLE BRANCH/All You Wanted	6536
31	35	35	P.O.D./Alive	6020
35	34	34	ENRIQUE IGLESIAS/Escape	5848
18	32	32	IO/Rapture (Tastes...)	5504
47	31	31	MARY J. BLIGE/Family Affair	5332
17	30	30	ENRIQUE IGLESIAS/Escape	5160
19	26	26	JAGGED EDGE/Where The Party At	4472
25	26	26	ALANIS MORISSETTE/Hands Clean	4472
10	25	25	VANESSA CARLTON/A Thousand Miles	4300
25	24	24	DARREN HAYES/Instalable	4128
25	23	23	DAFT PUNK/One More Time	3956
31	23	23	NELLY FURTAADO/Turn Off The Light	3956
15	22	22	EVE F/GWEN STEFANI/Let Me Blow Ya Mind	3784
17	22	22	MARY J. BLIGE/No More Drama	3784
26	22	22	FAT JOE F/ASHANTI/What's Your Lov?	3784
16	22	22	USHER/U Remind Me	3784
16	21	21	CRAIG DAVID/Fill Me In	3612
19	19	19	ALIEN ANT FARM/Smooth Criminal	3268
25	19	19	JANET/All For You	3268
13	19	19	ALICIA KEYS/Fallin'	3268
19	18	18	GORILLAZ/19-2000	3096
18	18	18	BLINK-182/First Date	3096
9	17	17	SHAKIRA/Underneath Your...	2924

**MARKET #16**

**KDWB/Minneapolis**  
Clear Channel  
(612) 340-9000  
Morris/Moran  
12+ Cumé 547,000



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
71	80	80	NO DOUBT/Hey Baby	21920
76	76	76	LINKIN PARK/In The End	20824
78	74	74	NICKELBACK/How You Remind Me	20276
72	68	68	CITY HIGH/Caramel	18632
62	61	61	CALLING/Wherever You Will Go	16714
48	60	60	JENNIFER LOPEZ/Ain't It Funny	16440
48	56	56	JAGGED EDGE/Let's Get Married	15344
66	50	50	JA RULE F/ASHANTI/Always On Time	13700
39	44	44	R. KELLY/The World's Greatest	12056
44	44	44	CRAIG DAVID/7 Days	12056
48	43	43	112/Dance With Me	11782
34	40	40	BRANDY/What About Us?	10960
22	37	37	JEWEL/Standing Still	10138
38	37	37	CREED/My Sacrifice	10138
36	36	36	KYLIE MINOIGUE/Can't Get You...	9864
31	36	36	N SYNC/Girlfriend	9864
36	36	36	USHER/U Got It Bad	9864
28	35	35	ENRIQUE IGLESIAS/Escape	9590
27	35	35	MARY J. BLIGE/No More Drama	9590
33	34	34	PUDDLE OF MUDD/Blurry	9316
39	33	33	LUDACRIS/Roll Out...	9042
29	31	31	SHAKIRA/Whenever Wherever	8494
26	31	31	FABLOUS/Young'n (Holla Back)	8494
41	31	31	LEANN RIMES/Can't Fight...	8494
33	31	31	BRIAN MCKNIGHT/Still	8494
23	30	30	OUTKAST/The Whole World	8220
19	29	29	IO/Rapture (Tastes...)	7672
30	27	27	PINK/Get The Party...	7398
38	26	26	MARY J. BLIGE/Family Affair	6850
62	25	25	PINK/Don't Let Me Get Me	6850
18	18	18	ALANIS MORISSETTE/Hands Clean	4832
12	14	14	BUSTA RHYMES/Break Ya Neck	3836
9	13	13	BRITNEY SPEARS/I'm A Slave 4 U	3562
24	13	13	JA RULE/Livin' It Up	3562
13	12	12	GORILLAZ/19-2000	3288
8	12	12	FABLOUS/Young'n (Holla Back)	3288
10	12	12	AALIYAH/Try Again	3288
9	11	11	JANET/Someone To Call	3014
9	11	11	MICHELLE BRANCH/All You Wanted	3014
8	11	11	ALICIA KEYS/Fallin'	3014

**MARKET #17**

**KHTS/San Diego**  
Clear Channel  
(858) 292-2000  
Laird/Vaughn/Haze  
12+ Cumé 459,300



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
88	85	85	JA RULE F/ASHANTI/Always On Time	14620
76	80	80	CRAIG DAVID/7 Days	13760
63	69	69	NICKELBACK/How You Remind Me	11868
33	60	60	NO DOUBT/Hey Baby	10320
53	54	54	LINKIN PARK/In The End	9288
51	44	44	CITY HIGH/Caramel	7568
74	43	43	N SYNC/Gone	7396
41	42	42	KYLIE MINOIGUE/Can't Get You...	7224
27	42	42	LEANN RIMES/Can't Fight...	7224
48	42	42	JA RULE/Livin' It Up	7224
40	41	41	N SYNC/Girlfriend	7052
41	39	39	R. KELLY/The World's Greatest	6708
36	35	35	ENRIQUE IGLESIAS/Escape	6020
37	35	35	SHAKIRA/Underneath Your...	6020
23	34	34	JENNIFER LOPEZ/Ain't It Funny	5848
31	31	31	PINK/Don't Let Me Get Me	5332
27	30	30	GORILLAZ/19-2000	5160
23	27	27	VANESSA CARLTON/A Thousand Miles	4444
23	26	26	BRIAN MCKNIGHT/Still	4672
31	26	26	GINUWINE/Differences	4472
21	24	24	USHER/U Got It Bad	4128
22	24	24	MARY J. BLIGE/No More Drama	4128
16	23	23	MARY J. BLIGE/Family Affair	3956
22	23	23	NELLY FURTAADO/ On The Radio...	3956
12	22	22	RES/They-Say Vision	3784
22	22	22	DARREN HAYES/Instalable	3784
21	22	22	SOLUNA/For All Time	3784
24	21	21	LUDACRIS/Roll Out...	3612
17	21	21	TOY/Do	3612
19	21	21	OUTKAST/The Whole World	3612
11	20	20	NELLY FURTAADO/Turn Off The Light	3440
17	20	20	PINK/Get The Party...	3440
19	20	20	SHAKIRA/Whenever Wherever	3440
20	20	20	NATALIE IMBRUGLIA/Wrong Impression	3440
18	19	19	BUSTA RHYMES/Break Ya Neck	3268
19	19	19	FABLOUS/Young'n (Holla Back)	3268
25	19	19	IO/Rapture (Tastes...)	3268
22	19	19	BAHA MEN/Move It Like This	3268
9	18	18	DJ ENCORE/See Right	3096
18	18	18	FAT JOE F/ASHANTI/What's Your Lov?	3096

**MARKET #18**

**WBLI/Nassau-Suffolk**  
Cox  
(631) 669-9254  
Rice/Levine  
12+ Cumé 858,900



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
64	94	94	JENNIFER LOPEZ/Ain't It Funny	34216
82	92	92	LEANN RIMES/Can't Fight...	33488
91	92	92	KYLIE MINOIGUE/Can't Get You...	33488
69	90	90	LINKIN PARK/In The End	32760
73	73	73	NICKELBACK/How You Remind Me	26572
50	49	49	IO/Rapture (Tastes...)	18200
50	49	49	N SYNC/Girlfriend	17836
54	48	48	PINK/Don't Let Me Get Me	17472
57	47	47	USHER/U Got It Bad	17108
72	45	45	NO DOUBT/Hey Baby	16380
51	45	45	SHAKIRA/Underneath Your...	16380
48	44	44	ENRIQUE IGLESIAS/Escape	16016
42	44	44	CRAIG DAVID/7 Days	16016
44	44	44	JA RULE F/ASHANTI/Always On Time	16016
56	42	42	CALLING/Wherever You Will Go	15288
42	40	40	SHAKIRA/Whenever Wherever	14560
46	39	39	VANESSA CARLTON/A Thousand Miles	14160
25	27	27	DARREN HAYES/Instalable	9828
24	27	27	PINK/Get The Party...	8736
21	24	24	PUDDLE OF MUDD/Blurry	8736
19	23	23	DAFT PUNK/One More Time	8372
20	22	22	CITY HIGH/What Would You Do?	8008
18	21	21	NELLY/Ride Wit Me	7644
18	21	21	TOY/No Matra What	7644
18	20	20	BRANDY/What About Us?	7280
16	20	20	ALICIA KEYS/Fallin'	7280
23	20	20	MUDD/You (Hear...)	7280
24	20	20	MARY J. BLIGE/Family Affair	7280
24	19	19	MARY J. BLIGE/No More Drama	6916
19	17	17	JENNIFER LOPEZ/Phy	6188
15	17	17	NELLY FURTAADO/Im Like A Bird	6188
19	17	17	LIFEHOUSE/Hanging By A Moment	6188
18	17	17	NATALIE IMBRUGLIA/Wrong Impression	6188
20	16	16	NELLY FURTAADO/Turn Off The Light	5824
11	16	16	STAINED/It's Been Awhile	5824
12	15	15	JENNIFER LOPEZ/Im Real	5460
12	15	15	DESTINY'S CHILD/Boodicious	5460
13	15	15	MAY/Case Of The Ex...	5460
13	15	15	TAMIA/Stranger In My House	5460
27	14	14	AMBER/Yes	5096

**MARKET #19**

**KSLZ/St. Louis**  
Clear Channel  
(314) 692-5100  
Wheeler/Boomer  
12+ Cumé 374,700



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
83	84	84	NELLY/1	16044
83	82	82	LINKIN PARK/In The End	15662
78	79	79	CREED/My Sacrifice	15089
46	70	70	JENNIFER LOPEZ/Ain't It Funny	13370
35	64	64	SHAKIRA/Whenever Wherever	12224
27	59	59	JA RULE F/ASHANTI/Always On Time	11269
50	57	57	KYLIE MINOIGUE/Can't Get You...	10887
84	56	56	CRAIG DAVID/7 Days	10696
84	52	52	USHER/U Got It Bad	9932
49	50	50	N SYNC/Girlfriend	9550
84	50	50	NICKELBACK/How You Remind Me	9550
84	46	46	JA RULE/Livin' It Up	8786
47	46	46	ENRIQUE IGLESIAS/Escape	8786
46	46	46	LEANN RIMES/Can't Fight...	8786
46	46	46	MARY J. BLIGE/No More Drama	8786
43	45	45	GORILLAZ/19-2000	8505
41	43	43	ALANIS MORISSETTE/Hands Clean	8213
43	43	43	NO DOUBT/Hey Baby	8213
33	42	42	CALLING/Wherever You Will Go	8022
33	41	41	PINK/Get The Party...	7831
37	38	38	NELLY FURTAADO/Turn Off The Light	7258
41	38	38	TOY/Do	7258
19	35	35	PUDDLE OF MUDD/Blurry	6685
24	30	30	BRANDY/What About Us?	5730
24	29	29	IO/Rapture (Tastes...)	5539
22	26	26	MICHELLE BRANCH/All You Wanted	4966
22	22	22	TOY/No Matra What	4202
24	20	20	JAGGED EDGE/Where The Party At	3820
4	19	19	JANET/Someone To Call	3629
14	19	19	LUDACRIS/Roll Out...	3629
19	18	18	NATALIE IMBRUGLIA/Wrong Impression	3438
37	17	17	BLU CANTRELL/Hr 'Em Up Style...	3247
1	15	15	CRAIG DAVID/Fill Me In	2865
29	14	14	N SYNC/Gone	2874
4	14	14	PINK/Don't Let Me Get Me	2674
20	13	13	NELLY FURTAADO/ On The Radio...	2483
10	13	13	NELLY FURTAADO/ On The Radio...	2483
1	13	13	ALICIA KEYS/Fallin'	2483
11	12	12	OUTKAST/The Whole World	2292
11	12	12	DARREN HAYES/Instalable	2292

**MARKET #21**

**WFLZ/Tampa**  
Clear Channel  
(813) 839-3993  
Kapugi/Knapp/Priest  
12+ Cumé 603,500



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
78	78	78	JENNIFER LOPEZ/Ain't It Funny	24882
78	78	78	LINKIN PARK/In The End	24882
76	76	76	JA RULE F/ASHANTI/Always On Time	24244
75	75	75	NICKELBACK/How You Remind Me	23925
73	73	73	CRAIG DAVID/7 Days	23287
67	63	63	NO DOUBT/Hey Baby	20097
66	60	60	N SYNC/Girlfriend	19140
51	58	58	USHER/U Got It Bad	18502
52	49	49	KYLIE MINOIGUE/Can't Get You...	15631
41	47	47	ENRIQUE IGLESIAS/Escape	14993
35	45	45	IO/Rapture (Tastes...)	14355
46	43	43	MARY J. BLIGE/Family Affair	13717
41	41	41	MARY J. BLIGE/No More Drama	13079
38	41	41	PINK/Don't Let Me Get Me	13079
33	38	38	SHAKIRA/Whenever Wherever	12122
31	37	37	TOY/Do	11803
31	37	37	LEANN RIMES/Can't Fight...	11803
36	36	36	PINK/Get The Party...	11484
19	31	31	MICHELLE BRANCH/All You Wanted	9889
31	30	30	CALLING/Wherever You Will Go	9570
13	28	28	BRANDY/What About Us?	8932
13	28	28	CREED/My Sacrifice	8932
20	27	27	ALICIA KEYS/Fallin'	8613
20	25	25	N SYNC/Gone	7975
22	25	25	CRAIG DAVID/Fill Me In	7975
23	24	24	JA RULE/Livin' It Up	7656
18	20	20	CITY HIGH/Caramel	6380
14	18	18	SHAKIRA/Underneath Your...	5742
22	18	18	LUDACRIS/Roll Out...	5742
23				

# CHR/Rhythmic Playlists

March 8, 2002 R&R • 47

FIND COMPLETE PLAYLISTS FOR ALL CHR/RHYTHMIC REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1	
WKUT/New York	
Clear Channel (201) 420-3700 BlueZ	
12+ Cumulative 2,619,900	
PLAYS	GI (000)
LW	TW
72	76
JA RULÉ F/ASHANTI/Always On Time	94696
53	73
ENRIQUE IGLESIAS/Escape	90958
72	72
KYLIE MINOGUE/Can't Get You	89712
66	64
MARY J. BLIGE/No More Drama	79744
29	59
NO DOUBT/Hey Baby	73514
67	63
SHAKIRA/Whenever Wherever	66038
53	48
IO/Rapture (Tastes...)	59808
26	44
N SYNC/Girlfriend	54824
34	35
JENNIFER LOPEZ/Ain't It Funny	43610
29	34
USHER/U Got It Bad	42364
50	34
AMBER/Yes	42364
26	31
ANGIE STONE/Wish I Didn't	38626
27	31
NICOLE MCCLOUD/The Good Reason	31150
30	25
MARY J. BLIGE/Family Affair	31150
1	32
CHR/SONG For The Lonely	27412
20	21
KIM ENGLISH/Everyday	26166
20	21
TAMIYA/Stranger In My House	26166
20	21
ANGIE STONE/Wish I Didn't	26166
22	20
PINK/Get The Party	24920
23	20
ALTHEA/Stand Still	24920
10	20
ANDREA BROWN/Trippin'	24920
14	19
PINK/Don't Let Me Get Me	23674
18	19
IAN VAN OAH/Whenever Wherever	23674
18	18
BRANDY/What About Us?	22428
16	18
DAFT PUNK/One More Time	22428
15	17
MASTERS AT WORK/Work	21182
21	17
DA BUZZ/Let Me Love You	21182
13	16
DEBORAH COX/I Never Knew	19936
20	15
GIGI D'AGOSTINO/It Fly With You	18690
13	14
MYA/Case Of The Ex	17444
16	13
JENNIFER LOPEZ/In A Heartbeat	16198
6	13
DEE DEE/Forever	16198
17	13
MARC ANTHONY/I Need You	16198
14	12
MICHAEL JACKSON/You Rock My World	14952
15	12
TINA TURNER/My Dreams	14952
9	11
AALIYAH/Try Again	13706
30	11
TOYAH/Do	13706
10	10
JANET/All For You	12460
13	10
PINK/Most Girls	12460
10	9
CELINÉ DION/A New Day Has Come	11214

MARKET #1	
WQHT/New York	
Emmis (212) 299-9797 Doherty	
12+ Cumulative 2,661,300	
PLAYS	GI (000)
LW	TW
42	50
BEANIE SIGEL/FREEWAY/Roc The Mic	90150
42	48
CAM'RON/Oh Boy	86544
42	48
ASHANTI/Foolish	86514
42	48
BRANDY/What About Us?	81135
42	48
LUDACRIS/Saturday (Oooh...)	72120
42	48
NAS/Got Ur Self A	72120
42	48
JA RULÉ F/ASHANTI/Always On Time	72120
42	48
MARY J. BLIGE/Rainy Day	70317
42	48
NAS/Ole Mic	68514
42	48
MR. CHEEK/Lights, Camera...	64908
42	48
FAITH EVANS/I Love You	63105
42	48
JA RULÉ/Never Again	61302
42	48
GLEN LEWIS/Don't You Forget It	57696
42	48
FAT JOE F/ASHANTI/What's Lov?	57696
42	48
TANTO METRO.../Give It To Her	54900
42	48
JAGGED EDGE/It Got It 2	54900
42	48
G. DEP/Special Delivery	50484
42	48
MOBB DEEP F/12Hey/Luv (Anything)	50484
42	48
BUSTA RHYMES/Pass The Courvoisier	50484
42	48
MARY J. BLIGE/Rainy Day	50484
42	48
R. KELLY & JAY-Z/Best Of Both	48681
42	48
LUDACRIS/Roll Out	46878
42	48
OUTKAST/The Whole World	46878
42	48
AALIYAH/More Than A Woman	46878
42	48
BRANDY/What About Us?	45075
42	48
BUSTA RHYMES/Break Ya Neck	43272
42	48
R. KELLY & JAY-Z/Get This Money	41469
42	48
R. KELLY & JAY-Z/Get This Money	41469
42	48
SHARISSA/Any Other Night	39666
42	48
MS. JADE/Feel The Girl	39666
42	48
KI KE WYATT/Nothing In This...	36060
42	48
EVE/J. Me & She	34257
42	48
DMX F/FAITH EVANS/I Miss You	32454
42	48
CAM'RON/The Roc	30651
42	48
MISSY ELLIOTT/Take Away	27045
42	48
ANGIE STONE/Wish I Didn't	19833
42	48
DJ CLUE/Back To Life	19833
42	48
MARY J. BLIGE/Family Affair	19833
42	48
AALIYAH/Rock The Boat	19833
42	48
P. DIDDY F/USHER.../I Need A Girl...	19833
42	48
JAGGED EDGE/Where The Party At	19833

MARKET #2	
KPWR/Los Angeles	
Emmis (818) 953-4200 Steal/Young F-Man	
12+ Cumulative 1,847,700	
PLAYS	GI (000)
LW	TW
75	79
J. DUPRI F/LUDACRIS/Welcome To Atlanta	69342
71	77
JA RULÉ F/ASHANTI/Always On Time	68453
76	74
FAT JOE F/ASHANTI/What's Lov?	65786
73	73
JENNIFER LOPEZ/Ain't It Funny	64877
73	70
DR. DRE/Bad Intentions	62230
69	63
DR. DRE & DJ QUINN/Put It On Me	60450
50	54
NAS/Got Ur Self A	56007
48	49
FABOLOUS/Young'n (Holla Back)	48006
48	49
MOBB DEEP F/12Hey/Luv (Anything)	43561
48	49
FAT JOE F/ASHANTI/What's Lov?	38227
49	42
METHOD MAN & REDMAN/Part II	37338
36	40
LUDACRIS/Roll Out	35560
27	40
MR. CHEEK/Lights, Camera...	30226
26	33
TWEET/Oops (Oh My)	29337
22	31
IMX/The First Time	27559
14	23
BUSTA RHYMES/Pass The Courvoisier	24892
22	27
WARREN G/Ghetto Village	24003
18	23
JOE F/So Addicted	20447
17	22
ASHANTI/Foolish	19558
17	22
USHER/U Got It Bad	19558
20	21
KNOX-TURN/AL/Knoc	18669
27	21
BUSTA RHYMES/Break Ya Neck	18669
3	19
N SYNC/Girlfriend	16891
9	18
BEANIE SIGEL/FREEWAY/Roc The Mic	16002
13	18
GINUWINE/Differences	16002
23	17
JAGGED EDGE/It Got It 2	15113
13	15
OUTLAWZ/Worldwide	13335
24	15
JERMAINE DUPRI/Bullin' Out Of...	13335
22	14
OUTKAST/The Whole World	12446
20	12
LIL BOW WOW/Take Ya Home	10668
7	11
LUDACRIS/Saturday (Oooh...)	9779
6	11
LIL J/It's The Weekend	9779
18	11
JA RULÉ/Livin' It Up	9779
19	10
R. KELLY & JAY-Z/Best Of Both	8800
9	10
NAUGHTY BY NINE/Playz Feels Good	8001
17	9
BELL BIV DEVOE/Scandalous	8001
16	8
ALICIA KEYS/A Woman's Worth	7112
6	7
JAY-Z/Just Wanna Love	6223

MARKET #3	
WBBM/Chicago	
Infinity (312) 944-6000 Cavanah/Bradley	
12+ Cumulative 1,360,600	
PLAYS	GI (000)
LW	TW
93	87
JENNIFER LOPEZ/Ain't It Funny	45675
63	84
PETEY PABLO/Raise Up	41100
87	84
CRAIG DAVID/7 Days	41100
50	79
CITY HIGH/Caramel	41100
48	74
FAT JOE F/ASHANTI/What's Lov?	38850
47	73
KYLIE MINOGUE/Can't Get You	38735
62	69
BRANDY/What About Us?	36225
67	64
BRANDY/What About Us?	36225
67	64
TRINA F/RICK ROSS/Today I	33600
67	59
JENNIFER LOPEZ/Ain't It Funny	30975
28	48
PINK/Get The Party	25200
21	46
J. DUPRI F/LUDACRIS/Welcome To Atlanta	24150
21	45
AALIYAH/More Than A Woman	23625
69	45
R. KELLY/The World's Greatest	23625
24	39
JA RULÉ F/ASHANTI/Always On Time	20475
29	38
MOBB DEEP F/12Hey/Luv (Anything)	19950
36	36
BUSTA RHYMES/Break Ya Neck	18900
38	36
NELLY FURTADO/Turn Off The Light	18900
35	31
USHER/U Don't Have To Call	16275
31	30
USHER/U Don't Have To Call	15750
78	29
FAT JOE F/ASHANTI/What's Lov?	15225
27	28
GINUWINE/Differences	14700
27	24
MARY J. BLIGE/Family Affair	12600
23	24
MR. CHEEK/Lights, Camera...	12600
1	23
P. DIDDY F/USHER.../I Need A Girl...	12075
22	22
ENRIQUE IGLESIAS/Escape	11550
21	21
MARY J. BLIGE/No More Drama	11025
14	20
OUTKAST/The Whole World	10500
40	17
ALICIA KEYS/A Woman's Worth	8925
12	16
TWEET/Oops (Oh My)	8400
8	16
JA RULÉ F/C. MILIAN/Intervention And You	8400
39	15
NO DOUBT/Hey Baby	7875
15	13
FABOLOUS/Young'n (Holla Back)	6825
13	13
NELLY/1	6825
34	12
LUDACRIS/Roll Out	6300
8	12
AARON CARIE/In All About You	6300
10	11
JAGGED EDGE/Where The Party At	5775
9	11
11/2/Peaches & Cream	5775
6	10
R. KELLY/Fiesta	5250
7	10
CHOBBAKKA/She's Feeling Me	5250
10	10
11/2/Dance With Me	5250

MARKET #3	
WKIE/Chicago	
Big City (312) 573-9400 Shelby	
12+ Cumulative 306,200	
PLAYS	GI (000)
LW	TW
57	57
ERIKKA/Relations	7467
48	55
DJ ENCORE/Walking In The Sky	7205
50	53
KOSHIEN/Hide U	6943
46	52
KIM ENGLISH/Everyday	6812
55	52
NICOLE MCCLOUD/One Good Reason	6812
52	51
CHER/SONG For The Lonely	6681
52	50
WENDY PHILLIPS/Stay	6550
46	47
ANDREA BROWN/Trippin'	6157
42	42
KYLIE MINOGUE/Can't Get You	5502
43	42
BAR/HEM Move It Like This	5502
40	40
FUNKY GREEN DOGS/You Got Me...	5240
35	40
IAN VAN DAHL/Will I	5240
37	37
ABSOLOM/Stars	4847
37	37
GAETAN/Blinded	4847
33	36
GEORGIE FERGIE/Love Is Gonna...	4716
39	35
SYLVESTER (EU)/Turn The Tide	4585
35	34
AALIYAH/Stand Still	4585
31	30
DJ SAAMY & YANOU/Heaven	3930
26	30
TERRA SKYE/This Love	3406
23	26
DA BUZZ/Mama Be With Me	3406
23	25
MASTERS AT WORK/Work	3275
27	24
COLLABORATION/Can't Get You	3144
20	24
BAIA MEN/Move It Like This	2620
15	21
H/KI/Wake Up	1965
10	13
DELERUM/FM/CMLAN/Science	1703
13	13
NO DOUBT/Hey Baby	1703
9	13
FRAGMA/Local's Mingle	1703
12	12
MARY J. BLIGE/Family Affair	1572
10	12
AMBER/Yes	1572
22	12
IO/Rapture (Tastes...)	1572
12	11
STEVIE/By My Side	1572
11	12
GIGI D'AGOSTINO/It Fly With You	1572
7	11
ATB/Let U Go	1441
10	11
DEBORAH COX/Absolutely Not	1441
13	11
PINK/Get The Party	1441
9	11
JENNIFER LOPEZ/In A Heartbeat	1441
9	11
JESSICA FOLKES/Be Able To Love	1310
9	10
ANDREA BROWN/Trippin'	1310
9	10
DJ SPILLER/Groove Jet	1310
10	10
CHEMICAL BROTHERS/Star Guitar	1310

MARKET #4	
KMEL/San Francisco	
Clear Channel (415) 538-1061 Martin/Archer	
12+ Cumulative 728,400	
PLAYS	GI (000)
LW	TW
53	53
FAT JOE F/ASHANTI/What's Lov?	17596
54	53
USHER/U Don't Have To Call	17596
48	52
ASHANTI/Foolish	17264
53	51
JAHEIM/Just In Case	16932
55	50
GLEN LEWIS/Don't You Forget It	16600
51	50
ANGIE STONE/Brotha	16600
38	50
AALIYAH/More Than A Woman	16600
38	49
SHARISSA/Any Other Night	16268
44	48
MICHAEL JACKSON/Butterflies	15936
37	45
MR. CHEEK/Lights, Camera...	14940
38	45
FAITH EVANS/I Love You	14940
46	43
TWEET/Oops (Oh My)	14276
43	42
MONTY/Don't Let Me Get Me	13944
37	38
MYSTIKAL/FINAVEA/Family (Been So...)	12616
8	37
P. DIDDY F/USHER.../I Need A Girl...	12284
35	37
JILL SCOTT/Gimme	12284
37	37
BUSTA RHYMES/Break Ya Neck	12284
16	35
AVANT/Makin' Good Love	11620
39	33
KEKE WYATT/Nothing In This...	10956
20	33
JAGGED EDGE/It Got It 2	10956
37	32
J. DUPRI F/LUDACRIS/Welcome To Atlanta	10624
30	31
INDIA ARIE/Video	10292
23	30
BUSTA RHYMES/Pass The Courvoisier	9560
37	28
IO/Missing You	9296
20	25
RAPHAEL SAADIO.../Be Here	8300
27	25
JAHEIM/Just In Case	8300
36	25
MAXWELL/This Woman's Work	8300
25	24
MARY J. BLIGE/Rainy Day	8300
43	24
OUTKAST/The Whole World	7968
20	23
JA RULÉ F/ASHANTI/Always On Time	7636
44	21
MARY J. BLIGE/No More Drama	6972
18	20
MOBB DEEP F/12Hey/Luv (Anything)	6640
4	20
RUFF/Someone To Love You	6640
29	19
JENNIFER LOPEZ/Ain't It Funny	6308
5	19
R. KELLY/Fiesta	6308
5	18
INDIA ARIE/Symone	5976
17	17
LUTHER VANDROSS/Take You Out	5644
30	17
MISSY ELLIOTT/Take Away	5644
3	17
FABOLOUS/Young'n (Holla Back)	5644
19	16
B2K/Uh Huh	5312

MARKET #4	
KYLO/San Francisco	
Clear Channel (415) 356-0949 Martin/Archer	
12+ Cumulative 952,000	
PLAYS	GI (000)
LW	TW
67	60
ASHANTI/Foolish	31430
64	64
FAT JOE F/ASHANTI/What's Lov?	287



DONTAY THOMPSON

dthompson@rronline.com

## This Gotti's Got It

Hit man Irv Gotti produces big for Murder Inc.

In recent years one man has quietly been producing hit record after hit record. He's behind the continued success of Ja Rule, he continues to successfully run his record label, Murder Inc., and, at the same time, he is responsible for taking newcomer Ashanti to superstardom. Recently, I sat down with the man behind all of this success: Murder Inc. hit man **Irv Gotti**.

**R&R:** You've really made an impact in the music industry this past year with the hit records you've produced. For those who aren't familiar with your work, could you please break it down for us?

**IG:** I started out producing for Mic Geronimo, Jay-Z and DMX. A few of the top hits that I've done are "Can I Get A..." for Jay-Z and DMX's "What's My Name?" I produced everything for Ja Rule and Christina Milian. I produced the remixes of Jennifer Lopez's "I'm Real" and "Ain't It Funny" and basically all of the people on Murder Inc.

**R&R:** You mentioned that you produce all the people on Murder Inc. I always hear Ja Rule saying "It's Murder!" in his songs. Are you the person who started that label?

**IG:** Yes. I got it after we did DMX and Jay-Z. That's when Def Jam president Lyor Cohen gave me Murder Inc.

**R&R:** Did you ever see yourself accomplishing so much and being so successful at it?

**IG:** I didn't know it would be this humongous. One day I was in New York, listening to Hot 97 [WQHT]. I got a phone call around 2:30pm, and I didn't get off until over an hour later. While I was on that phone call, I heard like six records that we've done. Every 15 minutes I was hearing our records. I was like, "Wow!" It makes me feel good, but it also scares

## MURDER INC.

RECORDS

me. I got to keep coming with heat. I like the pressure.

**R&R:** When you're producing a track for someone, is there a certain formula you use?

**IG:** I can't give you the secret, man.

**R&R:** Come on, man!

**IG:** I'm going to give an overview of it. You're in a club, and you meet a chick or whatever, and the two of you are vibin'. She thinks you're cool, so she wants to leave with you. Once you leave the club, and you're both in your car, what are you going to play to keep that vibe going? It has a lot to do with women. I believe women are radio-driven. They help decide what radio plays more than men do, so I'm always thinking about what kind of music the ladies will vibe to.

**R&R:** When I was at KXJM/Portland, OR, one thing that I always thought was cool about you was your relationships with radio people. Whenever you had a hot new project, you'd send it out and ask me what I thought of it. That's something not too many producers do.

**IG:** You want your music heard, and the way it gets heard is on the radio. Radio dictates what's a hit record

and what's not a hit record, so it was something that I started doing. I was appreciative to the people who were playing my record. In retrospect, I made a lot of good friends in radio. They give me feedback to take to the studio. It's conversations with DJs, MDs and PDs that help me understand what records could work at radio.

I'm deep into radio now. "Always on Time" isn't my favorite song on Ja's

**"It's conversations with DJs, MDs and PDs that help me understand what records could work at radio. I'm deep into radio now."**

album; "Never Again" is. But I may not release that to radio first, because it's more street-oriented. I like to go with the best record for radio. If I go with the best record for radio, and every station across the country is playing it, it just builds awareness of my product being out. Once the awareness is there, people go buy the album.

**R&R:** It seems like you've done your homework, playa.

**IG:** You know what happened? I came out with Ja Rule's "Holla, Holla," and that song was huge at radio. Then I did the *Irv Gotti Presents The Murderers* CD, and a funny thing happened: Def Jam didn't work any of the songs on that CD to radio. Working with Ja Rule, Jay-Z and DMX, I was used to my records going Platinum. The *Murderers* CD only went Gold. When I went back to the studio to do Ja's album, I didn't rely on Def Jam to work the record at radio. At that time I met you and many other programmers and mixers in radio. Damion Young, Asst. PD at KPWR/Los Angeles, was really instrumental in introducing me to all of these different programmers.

I just want people to hear my music, so I went on a crusade. It was like I became a radio person when I was producing my songs. When we were finished with Ja Rule's album, we put

## Ashanti: The Newest Hit Lady

Irv Gotti's newest hit machine is **Ashanti**, whom we caught up with in the studio with Gotti. Ashanti is coming off a No. 1 song with her collaboration on Ja Rule's "Always on Time." She's also featured on the No. 3 song on the Rhythmic chart, Fat Joe's "What's Luv?" and has the No. 12 song in the country, her own "Foolish."

**R&R:** How did you hook up with Irv Gotti?

**A:** My mother, Tina Douglas, and Linda Burke manage me together. Linda Burke introduced me to Mario Baesa, and he was really close to Irv and his family. So Mario introduced me to Irv.

**R&R:** Where are you from, and how you were influenced to do music?

**A:** I'm from Long Island, NY, and, actually, I wasn't trying to pursue singing at all. I used to sing in the chorus when I was small, and I used to dance. Everybody thought I was going to be a dancer. I didn't really start trying to pursue singing until I was 12 or 13 years old. I can remember my mom yelling at me because she thought I had the radio on, but it was me singing.

My dad was in a band at the time. With his and my mother's help, I eventually started doing talent shows. I remember when I first heard "Reminisce" by Mary J. Blige on the radio. I loved that song so much that I wanted to sing it in a talent show. It was cool, because I performed it and came in first place. So, me getting into singing kind of happened by accident.

**R&R:** Besides doing talent shows, what other struggles did you have to go through to get discovered? Since you grew up in New York, did you perform on Showtime at the Apollo?

**A:** The struggle was crazy! Nah, I never did *Showtime*, but I used to dance, so we did the Caribbean Music Awards at the Apollo. We had recitals at Carnegie Hall and Lincoln Center. We danced all over the place. But the struggle to get people to listen and dealing with everything while I was in school was off the meters. When we met Irv, the timing was right, because I had developed enough lyrically and vocally.

**R&R:** Irv mentioned to me before our interview started that your writing is so dope. What inspires you to write?

**A:** I was 14 when I first started writing. In school, I was in an honor's English class. I used to write essays a lot, and I used to win awards. I liked writing, so doing it to music just came. Sometimes I'll be asleep, and I'll wake up and just start writing.

**R&R:** Now you're in the studio recording your debut album. When is it expected to come out?

**A:** We're shooting for early April.

**R&R:** What can we expect from the album?

**A:** The thing that make me so confident about the record is that, lyrically, with the beats that we have, the chemistry is ridiculous. With the topics that I'm talking about, you'll be like, "Damn! Why was she looking in my window last night? How does she know that happened to me?" By putting on one of my songs, you'll be able to express to someone how you feel. "Foolish" is hot. I like it because it's so real.

**R&R:** In a short amount of time you've created a buzz in the industry about yourself. What other plans do you have once you're done with this album?

**A:** I definitely want to keep making records. I want to write for other people. I have a lot of ideas, like acting and movies, but that's later on, after I establish myself in the music business.

**R&R:** Any artists you want to work with right now?

**A:** When you have so many talented people on your record label, it's really hard to want to go outside of that. But I respect every artist, because the industry's full of sharks. I like a lot of people, but right now I just want to do me.

out "Between Me & You," and it took off. We followed that up with "Put It on Me." Since then, it's been a string of hits: "I'm Real," "I Cry," "Livin' It Up," "Ain't It Funny" — all of these joints are top 10 hits. So, from the *Murderers* album to Ja Rule's 336 is where I developed everything with radio. I thought, "If they're not going to work it, I got to work it."

**R&R:** I'm thinking about all the producing you do along with managing a label. Where do you find the time to get everything done?

**IG:** It's hard, and it's getting harder and harder. I'm still working radio, I'm a producer, I'm in meetings, and I'm in videos.

**R&R:** I've seen you in a few of Ja Rule's videos. What's up with that?

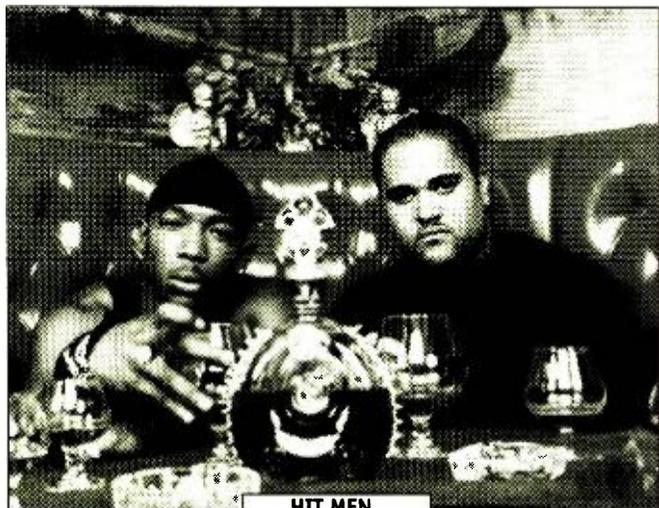
**IG:** I'm directing these videos. I directed Ashanti's "Foolish" video. It's crazy! It's a whole bunch of stuff that has to be done in so little time.

**R&R:** Do you feel that you have to do everything yourself to get it right?

**IG:** Kind of. I'm hands-on. I only know this way. I got help and people who will assist me, but at the end of the day it's gonna be me. It's got to be how I want it. I'm a dictator like that.

**R&R:** Do you see yourself producing for more artists, and what plans do you have for the artists on your label?

**IG:** I get a ton of calls, but I like producing my own artists. I'll do whoever calls if they really want to get down and do something, but I like doing my own artists. I want to see all of them become stars. I want you to be able to look at Murder Inc. in five years and see five or six multi-Platinum superstars. Then, when we all get together, it's like crazy! Like Death Row was at its height, when it had Dre, Snoop, Pac and The Dogg Pound. All those guys were multi-Platinum back then. That's what I want.



HIT MEN

Seen here (l-r) are Murder Inc. recording artist Ja Rule and label owner/CEO Irv Gotti.

**TO ALL OF THE ARTISTS, RECORD LABELS AND RADIO FAMILY:  
Thank you so much for sharing in our San Francisco fun and  
joining us for another memorable Lawman Promotions bash!**



Greg Lawley, Bob Lewis  
(PD, KISV/KWWV)



Sherita Saulsberry (PD,  
KVEG/Las Vegas), Greg Lawley



Tracy Koppel (RCA), Greg Lawley,  
Michael Martin (PD, KYLD/KMEL),  
Andrea Ganis (Atlantic), Lida Galka  
(Elektra)



Mark Adams (PD, KXJM),  
Greg Lawley



Jesse Duran (PD, KGGI), Greg  
Lawley, Carmy Ferreri (PD, KWYL)



Greg Lawley, Boogaloo  
(PD, KXHT/Memphis)



Marv Nyren (GM, KKFR), Bruce St.  
James (PD, KKFR), Dawn Garrett  
(Capitol), Mark Medina (PD, KOHT)



Dennis Martinez (PD, KDON),  
Greg Lawley, PK (KXJM)



Desiree Ornelas, Gary Spangler,  
Dan Posner



Gary Spangler, Ebro (OM, KBMB)



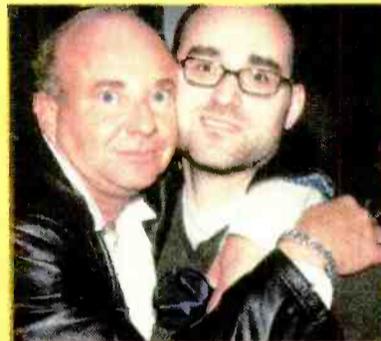
Greg Lawley, Geoff St. John  
(KYLD/Playhouse  
Productions)



Greg Lawley, Tony Monte  
(RCA)



Greg Lawley, Travis Loughran  
(PD, KBMB)



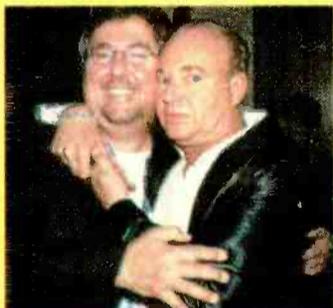
Greg Lawley, Mike  
Lieberman (Epic)



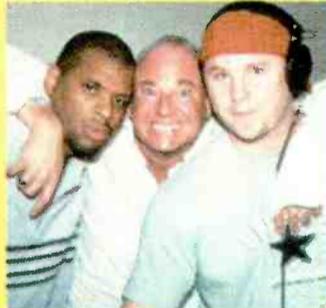
Val DeLong (Universal), Greg  
Lawley, Rene Roberts (PD,  
KHTN)



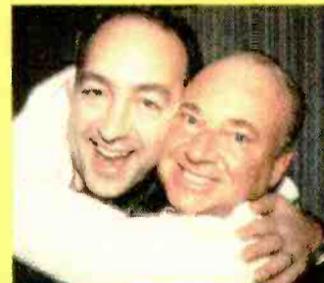
Tommy Del Rio (PD, KSEQ), Greg  
Lawley, Rene Roberts (PD, KHTN)



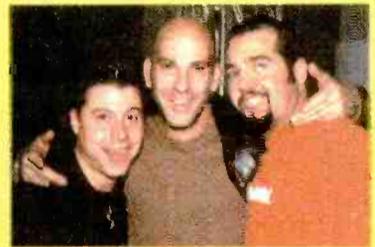
Paige Nienaber, Greg Lawley



Big Von (KMEL/KYLD), Greg  
Lawley, Jazy Jim Archer  
(APD/MD, KYLD)



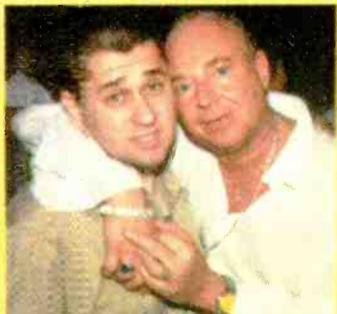
Jim Burruss (Columbia),  
Greg Lawley



Dan Posner, Lance Walden  
(Arista), Danny G. (OM, KCAQ)



Picazzo (MD, KISV), Greg Lawley



Damien Young (MD, KPWR),  
Greg Lawley



Tony Novia, Greg Lawley



Keke Luv (PD, KYWL/Spokane),  
Raphael Saadiq



Pretty Willie, Jermaine Dupri

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# R&R CHR/Rhythmic Top 50

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March 8, 2002

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS: ADDS
1	1	JENNIFER LOPEZ	Ain't It Funny	(Epic)	4352	+31	664825	12	71/0
2	2	JA RULE F/ASHANTI	Always On Time	(Murder Inc./Def Jam/IDJMG)	4075	-94	700480	16	74/0
3	3	FAT JOE F/ASHANTI	What's Luv?	(Terror Squad/Atlantic)	4017	+483	627013	7	74/2
7	4	TWEET	Oops (Oh My)	(Gold Mind/Elektra/EEG)	2946	+283	435526	7	74/1
12	5	ASHANTI	Foolish	(Murder Inc./Def Jam/IDJMG)	2914	+663	457121	6	73/6
6	6	OUTKAST	The Whole World	(LaFace/Arista)	2904	-103	354479	13	69/0
4	7	LUDACRIS	Roll Out (My Business)	(Def Jam South/IDJMG)	2855	-174	368662	19	67/0
5	8	BRANDY	What About Us?	(Atlantic)	2805	-210	413765	8	71/0
10	9	USHER	U Don't Have To Call	(LaFace/Arista)	2713	+409	369971	6	72/3
9	10	JERMAINE DUPRI F/LUDACRIS	Welcome To...	(So So Def/Columbia)	2449	+86	361059	14	59/0
8	11	USHER	U Got It Bad	(LaFace/Arista)	2289	-228	332005	22	74/0
13	12	FABOLOUS	Young'n (Holla Back)	(Desert Storm/Elektra/EEG)	2076	-131	283695	14	65/0
11	13	BUSTA RHYMES	Break Ya Neck	(J)	1969	-296	301835	18	57/0
19	14	'N SYNC	Girlfriend	(Jive)	1878	+343	299195	4	51/4
14	15	NO DOUBT	Hey Baby	(Interscope)	1698	-155	231479	9	41/0
16	16	MOBB DEEP F/112	Hey Luv (Anything)	(Loud/Columbia)	1678	+8	301421	12	52/0
22	17	FAITH EVANS	I Love You	(Bad Boy/Arista)	1638	+265	269947	5	56/3
15	18	FAT JOE	We Thuggin'	(Terror Squad/Atlantic)	1627	-69	214899	19	67/0
20	19	AMANDA PEREZ	Never	(Universal)	1610	+82	165448	9	35/2
21	20	AALIYAH	More Than A Woman	(BlackGround)	1517	+107	251300	8	23/6
24	21	KYLIE MINOGUE	Can't Get You Out Of My Head	(Capitol)	1480	+153	261754	8	34/2
23	22	GLENN LEWIS	Don't You Forget It	(Epic)	1428	+92	186768	7	54/0
17	23	MR. CHEEKS	Lights, Camera, Action	(Universal)	1397	-245	269578	17	57/0
18	24	ALICIA KEYS	A Woman's Worth	(J)	1328	-243	163039	19	56/0
28	25	KEKE WYATT	Nothing In This World	(MCA)	1259	+138	188361	7	47/1
44	26	P. DIDDY F/USHER & LOON	I Need A Girl (Part One)	(Bad Boy/Arista)	1195	+590	194706	2	61/12
32	27	LUDACRIS	Saturday (Oooh! Oooh!)	(Def Jam South/IDJMG)	1169	+257	220495	4	62/13
35	28	BUSTA RHYMES	Pass The Courvoisier (Part II)	(J)	1130	+343	204169	2	52/5
25	29	CRAIG DAVID	7 Days	(Wildstar/Atlantic)	1126	-90	176778	19	40/0
26	30	MYSTIKAL	Bouncin' Back (Bumpin' Me...)	(Jive)	1053	-138	94242	12	50/0
31	31	KNOC-TURN'AL	Knoc	(LA Confidential/Elektra/EEG)	1008	+67	100447	5	50/3
30	32	MASTER P	Ooohhhwee	(No Limit/Universal)	977	-7	107604	10	47/0
27	33	MARY J. BLIGE	No More Drama	(MCA)	965	-208	211020	14	51/0
33	34	NB RIDAZ F/ANGELINA	Runaway	(Upstairs)	832	-63	69982	16	22/0
29	35	PINK	Get The Party Started	(Arista)	819	-240	87032	18	36/0
36	36	BEANIE SIGEL & FREEWAY	Roc The Mic	(Roc-A-Fella/IDJMG)	814	+36	206340	5	27/2
41	37	NAPPY ROOTS	Awnaw	(Atlantic)	751	+101	51315	4	36/4
48	38	JAGGED EDGE	I Got It 2	(So So Def/Columbia)	725	+273	151026	1	43/9
46	39	JAHEIM	Anything	(Divine Mill/WB)	668	+85	96279	4	28/2
39	40	MISSY ELLIOTT	Take Away	(Gold Mind/EastWest/EEG)	645	-23	101711	16	28/0
37	41	DMX F/FAITH EVANS	I Miss You	(Ruff Ryders/IDJMG)	636	-112	105224	7	33/0
42	42	TOYA	No Matta What (Party All...)	(Arista)	565	-79	39410	5	34/0
45	43	LIL BOW WOW	Take Ya Home	(So So Def/Columbia)	556	-31	59344	3	37/3
43	44	JAY-Z	Jigga	(Roc-A-Fella/IDJMG)	509	-121	75894	9	47/0
38	45	R. KELLY	The World's Greatest	(Interscope/Jive)	487	-255	64608	13	26/0
40	46	MICHAEL JACKSON	Butterflies	(Epic)	472	-186	72911	14	27/0
Debut	47	CITY HIGH	City High Anthem	(Interscope)	462	+113	33121	1	29/0
50	48	PRETTY WILLIE	Roll Wit Me	(Republic/Universal)	452	+42	36633	2	31/0
Debut	49	RL F/ERICK SERMON	Got Me A Model	(J)	448	+67	42364	1	33/3
Debut	50	NAUGHTY BY NATURE F/3LW	Feels Good (Don't Worry...)	(TVT)	443	+68	43779	1	38/32

76 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added

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ARTIST	TITLE	LABEL(S)	ADDS
MARY J. BLIGE	Rainy Dayz	(MCA)	47
NAUGHTY BY NATURE F/3LW	Feels Good (Don't...)	(TVT)	32
LUDACRIS	Saturday (Oooh!...)	(Def Jam South/IDJMG)	13
P. DIDDY F/USHER & LOON	I Need... (Part One)	(Bad Boy/Arista)	12
IMX	The First Time	(New Line)	11
ANGIE STONE	Wish I Didn't Miss You	(J)	11
JAGGED EDGE	I Got It 2	(So So Def/Columbia)	9
MS. JADE	Feel The Girl	(Beatclub/Interscope)	7
MUSIQ	Half Crazy	(Def Soul/IDJMG)	7

## Most Increased Plays

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
ASHANTI	Foolish	(Murder Inc./Def Jam/IDJMG)	+663
P. DIDDY F/USHER & LOON	I Need... (Part One)	(Bad Boy/Arista)	+590
FAT JOE F/ASHANTI	What's Luv?	(Terror Squad/Atlantic)	+483
USHER	U Don't Have To Call	(LaFace/Arista)	+409
BUSTA RHYMES	Pass The Courvoisier (Part II)	(J)	+343
'N SYNC	Girlfriend	(Jive)	+343
TWEET	Oops (Oh My)	(Gold Mind/Elektra/EEG)	+283
JAGGED EDGE	I Got It 2	(So So Def/Columbia)	+273
FAITH EVANS	I Love You	(Bad Boy/Arista)	+265
LUDACRIS	Saturday (Oooh!...)	(Def Jam South/IDJMG)	+257

## New & Active

B2K	Uh Huh	(Epic)	Total Plays: 442, Total Stations: 11, Adds: 1
IIO	Rapture (Tastes So Sweet)	(Universal)	Total Plays: 427, Total Stations: 15, Adds: 0
COREY F/LIL' ROMEO	Hush Lil' Lady	(Motown/Universal)	Total Plays: 397, Total Stations: 28, Adds: 1
NO GOOD	Ballin' Boy	(ARTIST Direct)	Total Plays: 392, Total Stations: 33, Adds: 4
RUFF ENDZ	Someone To Love You	(Epic)	Total Plays: 387, Total Stations: 32, Adds: 1
MARY J. BLIGE	Rainy Dayz	(MCA)	Total Plays: 374, Total Stations: 49, Adds: 47
MAXWELL	This Woman's Work	(Columbia)	Total Plays: 359, Total Stations: 27, Adds: 1
TANTO METRO & DEVONTE	Give It To Her	(VP)	Total Plays: 326, Total Stations: 12, Adds: 0
AVANT	Makin' Good Love	(Magic Johnson/MCA)	Total Plays: 325, Total Stations: 24, Adds: 1
LIL J	It's The Weekend	(Hollywood)	Total Plays: 276, Total Stations: 28, Adds: 1

Songs ranked by total plays

WHO IS THE T-MAN?

For 24 ratings books  
in-a-row the T-Man has been  
#1 in adults 18-34...  
and six years later he is still #1 in target demos

\*Source: Arbitron, FA 2001-M-F, Cume Persons 6AM - 10AM, MSA



THE T-MAN SHOW

with ROB TEPPER

PREMIERE TALENT

For more information contact Laurie Nickloff at 818.461.5485



America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 3/8/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>JA RULE</b> Always On Time (Murder Inc./Def Jam/IDJMG)	4.27	4.26	97%	32%	4.28	97%	33%
<b>AALIYAH</b> More Than A Woman (BlackGround)	4.19	4.26	71%	10%	4.22	70%	10%
<b>FAT JOE F/ASHANTI</b> What's Luv? (Terror Squad/Atlantic)	4.18	4.04	62%	8%	4.22	61%	7%
<b>DMX FEATURING FAITH EVANS</b> I Miss You (Ruff Ryders/IDJMG)	4.16	-	57%	4%	4.20	55%	4%
<b>LUDACRIS</b> Roll Out (My Business) (Def Jam South/IDJMG)	4.14	4.15	94%	24%	4.18	93%	24%
<b>JERMAINE DUPRI &amp; LUDACRIS</b> Welcome To Atlanta (So So Def/Columbia)	4.11	4.03	84%	15%	4.20	83%	13%
<b>FABOLOUS</b> Ydung'n (Holla Back) (Desert Storm/Elektra/EEG)	4.10	4.08	87%	22%	4.15	88%	22%
<b>ASHANTI</b> Foolish (Murder Inc./Def Jam/IDJMG)	4.08	4.06	48%	6%	4.09	46%	6%
<b>USHER</b> U Got It Bad (LaFace/Arista)	4.07	4.05	98%	46%	4.02	98%	48%
<b>MOBB DEEP F/112</b> Hey Luv (Anything) (Loud/Columbia)	3.99	4.11	62%	11%	4.03	61%	10%
<b>USHER</b> U Don't Have To Call (LaFace/Arista)	3.95	4.04	73%	10%	3.92	72%	11%
<b>JENNIFER LOPEZ</b> Ain't It Funny (Epic)	3.92	3.87	94%	22%	3.91	94%	22%
<b>OUTKAST</b> The Whole World (LaFace/Arista)	3.92	4.01	91%	26%	3.95	91%	24%
<b>AALIYAH</b> Rock The Boat (BlackGround)	3.91	3.91	91%	34%	3.92	91%	34%
<b>FAT JOE</b> We Thuggin' (Terror Squad/Atlantic)	3.91	3.85	79%	26%	3.93	79%	25%
<b>BRANDY</b> What About Us? (Atlantic)	3.90	3.81	91%	21%	3.89	90%	21%
<b>FAITH EVANS</b> Love You (Bad Boy/Arista)	3.89	3.88	61%	10%	3.85	58%	11%
<b>BUSTA RHYMES</b> Break Ya Neck (J)	3.88	3.84	86%	26%	3.93	87%	26%
<b>CRAIG DAVID</b> 7 Days (Wildstar/Atlantic)	3.86	-	96%	38%	3.84	97%	40%
<b>KYLIE MINOGUE</b> Can't Get You Out Of My Head (Capitol)	3.81	3.84	79%	22%	3.76	79%	23%
<b>ALICIA KEYS</b> A Woman's Worth (J)	3.75	3.76	96%	42%	3.67	96%	43%
<b>MR. CHEEKS</b> Lights, Camera, Action (Universal)	3.70	3.71	73%	22%	3.71	72%	22%
<b>MARY J. BLIGE</b> No More Drama (MCA)	3.69	3.66	95%	36%	3.66	95%	36%
<b>MASTER P</b> Ooohhhwee (No Limit/Universal)	3.68	3.67	72%	19%	3.78	71%	17%
<b>MYSTIKAL</b> Bouncin' Back (Bumpin' Me) (Jive)	3.66	3.72	77%	22%	3.68	76%	22%
<b>GLENN LEWIS</b> Don't You Forget It (Epic)	3.64	3.65	48%	10%	3.57	45%	11%
<b>MARY J. BLIGE</b> Family Affair (MCA)	3.64	3.65	97%	58%	3.55	97%	59%
<b>TWEET</b> Oops (Oh My) (Gold Mind/EastWest/EEG)	3.58	3.65	60%	14%	3.59	57%	13%
<b>'N SYNC</b> Girlfriend (Jive)	3.51	3.43	94%	31%	3.46	95%	33%
<b>NO DOUBT</b> Hey Baby (Interscope)	3.50	3.60	97%	50%	3.43	98%	54%

Total sample size is 643 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A Division of Premiere Radio Networks.

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>MARY J. BLIGE</b> Family Affair (MCA)	1306
<b>AALIYAH</b> Rock The Boat (BlackGround)	1223
<b>GINUWINE</b> Differences (Epic)	1089
<b>CITY HIGH</b> Caramel (Interscope)	1054
<b>PETEY PABLO</b> Raise Up (Jive)	953
<b>JAGGED EDGE</b> Where The Party At (So So Def/Columbia)	880
<b>112</b> Peaches & Cream (Bad Boy/Arista)	838
<b>NELLY FURTADO</b> Turn Off The Light (DreamWorks)	780
<b>EVE F/GWEN STEFANI</b> Let Me Blow Ya Mind (Ruff Ryders/Interscope)	775
<b>JENNIFER LOPEZ</b> I'm Real (Epic)	730
<b>NELLY #1</b> (Priority/Capitol)	697
<b>FABOLOUS F/NATE DOGG</b> Can't Deny It (Desert Storm/Elektra/EEG)	672
<b>'N SYNC</b> Gone (Jive)	670
<b>112</b> Dance With Me (Bad Boy/Arista)	637
<b>ALICIA KEYS</b> Fallin' (J)	615
<b>MISSY ELLIOTT</b> Get Ur Freak On (Gold Mind/EastWest/EEG)	580
<b>JAGGED EDGE</b> Goodbye (So So Def/Columbia)	512
<b>JA RULE</b> Livin' It Up (Murder Inc./Def Jam/IDJMG)	510
<b>JUVENILE</b> From Her Mamma (Mamma Got...) (Cash Money/Universal)	497
<b>USHER</b> U Remind Me (LaFace/Arista)	476

## Reporters

<p><b>KY-Z/Albuquerque, NM</b>                  PD: Brian Rosta                  MD: D.J. Lopez                  AP: Mr. Clean                  23 NAUGHTY BY 3/1W "Feels"                  17 KYLIE MINOGUE "Can't"                  10 LIL' J "Weekend"                  MARY J. BLIGE "Ramy"</p>	<p><b>WCHH/Charlotte, NC</b>                  PD/MD: Bogie D                  28 YING YANG TWINS "Say"                  11 MARY J. BLIGE "Ramy"                  3 NAUGHTY BY 3/1W "Feels"                  ALI F/MURPHY LEE "Bougetto"                  LATRELL "House"</p>	<p><b>KSEO/Fresno, CA</b>                  PD/MD: Tammy Dal Rio                  11 MARY J. BLIGE "Ramy"                  3 NAUGHTY BY 3/1W "Feels"                  ALI F/MURPHY LEE "Bougetto"                  LATRELL "House"</p>	<p><b>WWSJ/Johnson City, TN</b>                  PD: Bida Nichols                  AP/MD: Todd Ambrose                  49 MARY J. BLIGE "Ramy"                  ALI F/MURPHY LEE "Bougetto"                  RAPHAEL SADIQ "Here"                  2 FAT JOE "FASHANTI" "Luv"                  2 ASHANTI "Foolish"                  2 NAUGHTY BY 3/1W "Feels"</p>	<p><b>WKUU/Salt Lake City, UT</b>                  PD: Bruce St. James                  AP/MD: Zac Davis                  MD: J. Phillips                  MD: Joey Boy                  8 BUSTA RHYMES "Pass"                  4 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KBTJ/Threepoint, LA</b>                  PD/MD: Queen Echols                  1 NAUGHTY BY 3/1W "Feels"                  ALI F/MURPHY LEE "Bougetto"                  CODE 5 "Name"                  LATRELL "House"                  MARY J. BLIGE "Ramy"                  ALI F/MURPHY LEE "Bougetto"</p>
<p><b>KFRF/Anchorage, AK</b>                  OMC: Mark Carlson                  PD/MD: Marvin Nugent                  5 MARY J. BLIGE "Ramy"</p>	<p><b>WBBM-FM/Chicago, IL</b>                  PD: Todd Cavannah                  MD: Erik Bradley                  22 ENRIQUE GLESIAS "Escape"                  B2K "Hit"                  RICKY "Yeast"                  SHAKIRA "Underneath"</p>	<p><b>WJMH/Greensboro, NC</b>                  OMC: Brian Douglas                  MD: Tap Money                  61 ASHANTI "Foolish"                  18 JARVIS "Down"                  33 ASHANTI "Foolish"                  18 LUDACRIS "Saturday"                  16 NAPPY ROOTS "Awwaw"</p>	<p><b>KLUC/Las Vegas, NV</b>                  OMC: Tracy Cleghary                  AP: Mike Spencer                  MD: J. King                  22 MARY J. BLIGE "Ramy"                  14 NAUGHTY BY 3/1W "Feels"                  PINK "Don't"</p>	<p><b>KZXP/Phoenix, AZ</b>                  PD: Tom Calococco                  MD: Gomez                  10 ASHANTI "Foolish"                  7 AALIYAH "Woman"                  2 DIDDY "Need"                  MARY J. BLIGE "Ramy"</p>	<p><b>KSPW/Springfield, MO</b>                  PD: Chris Cannon                  1 "Twee" "Oops"                  1 ALICIA KEYS "Call"</p>
<p><b>WTS/Atlanta, GA</b>                  PD: Sean Phillips                  AP/MD: Jari Miles                  AALIYAH "Woman"                  JAGGED EDGE "Got"</p>	<p><b>WKIE/Chicago, IL</b>                  PD: Chris Shebel                  40 FUNKY GREEN DOGS "Burnin'"                  LASGO "Something"                  17 YING YANG TWINS "Say"                  ANGE STONE "Wish"</p>	<p><b>WHZT/Greenville, SC</b>                  PD: Fisher                  OMC: Brian Douglas                  MD: KYLE MINOGUE "Can't"                  CODE 5 "Name"                  FAITH EVANS "Love"</p>	<p><b>KHTE/Little Rock, AR</b>                  PD: Larry LeBlanc                  MD: Peter Guo                  1 IMX "First"                  1 MARY J. BLIGE "Ramy"                  ALI F/MURPHY LEE "Bougetto"                  LATRELL "House"                  PREAMO "Hopi"                  SHARISSA "Night"                  NAPPY ROOTS "Awwaw"                  ANGE STONE "Wish"</p>	<p><b>KJXM/Portland, OR</b>                  PD: Mark J. Jackson                  MD: Alex                  21 MARY J. BLIGE "Ramy"                  8 NAUGHTY BY 3/1W "Feels"                  8 NS JADE "Girl"                  1 YING YANG TWINS "Say"                  MARY J. BLIGE "Ramy"</p>	<p><b>KWIN/Stockton-Modesto, CA</b>                  VPP/Prog: John Christian                  49 ANGE STONE "Wish"                  8 NAUGHTY BY 3/1W "Feels"                  10 MARY J. BLIGE "Ramy"                  6 P DIDDY "Need"</p>
<p><b>WFBZ/Atlantic City, NJ</b>                  PD: Rob Garcia                  BUSTA RHYMES "Pass"                  LUDACRIS "Saturday"                  KEKE WYATT "Nothing"</p>	<p><b>KNDA/Corpus Christi, TX</b>                  PD: Richard Lee                  MD: Eddie Moreno                  14 "IMX" "First"                  SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  LATRELL "House"                  ANGE STONE "Wish"                  YING YANG TWINS "Say"</p>	<p><b>WOSL/Greenville, NC</b>                  PD: Jack Spade                  No Adds</p>	<p><b>KHTE/Little Rock, AR</b>                  PD: Larry LeBlanc                  MD: Peter Guo                  1 IMX "First"                  1 MARY J. BLIGE "Ramy"                  ALI F/MURPHY LEE "Bougetto"                  LATRELL "House"                  PREAMO "Hopi"                  SHARISSA "Night"                  NAPPY ROOTS "Awwaw"                  ANGE STONE "Wish"</p>	<p><b>KBAT/Odessa-Midland, TX</b>                  PD: Leo Carr                  MD: D.J. St. Michel                  LINKIN PARK "Epic"                  PRETTY WILLOW "Rat"                  9 BEANIE SIGEL/FREEMAY "Mic"                  9 NAUGHTY BY 3/1W "Feels"                  4 COREY FILLI ROMEO "Wish"</p>	<p><b>KTFM/San Antonio, TX</b>                  PD: Mark J. Jackson                  MD: Alex                  8 NAUGHTY BY 3/1W "Feels"                  8 NS JADE "Girl"                  1 YING YANG TWINS "Say"                  MARY J. BLIGE "Ramy"</p>
<p><b>KGBT/Austin, TX</b>                  PD: Scooter B. Stevens                  AP: Mark McCoy                  MD: Andrea Madala                  CE-L "Dioser"                  JAGGED EDGE "Got"                  NAUGHTY BY 3/1W "Feels"</p>	<p><b>KZFM/Corpus Christi, TX</b>                  PD: Ed Ocasna                  MD: Andrea Madala                  3 NAUGHTY BY 3/1W "Feels"                  3 BIG MICE "Purple"                  MARY J. BLIGE "Ramy"                  JAGGED EDGE "Got"                  MAXWELL "Woman's"</p>	<p><b>WZMX/Hartford, CT</b>                  OMC: Steve Sahnay                  PD: Victor Starr                  AP/MD: David Simpson                  29 JAGGED EDGE "Got"                  13 NS "Mic"                  12 MS JADE "Girl"                  12 MUSD "Cray"                  2 MARY J. BLIGE "Ramy"                  1 AVANT "Makin'"                  CODE 5 "Name"</p>	<p><b>KWVW/Dallas, TX</b>                  VPP/Prog: Jimmy Shaw                  AP: Damon Young                  MD: E. Man                  4 P DIDDY "Need"                  4 MARY J. BLIGE "Ramy"                  3 MS JADE "Girl"                  TRUTH HURTS "Addictive"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>WLLD/Tampa, FL</b>                  AP: Scanman                  MD: Beata                  MARY J. BLIGE "Ramy"</p>
<p><b>KISV/Bakersfield, CA</b>                  OMC: Bob Lewis                  AP/MD: Pizzaro                  'N SYNC "Girlfriend"                  MARY J. BLIGE "Ramy"                  MUSIC "Crazy"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KDOB/Honolulu, HI</b>                  PD: Leo Baldwin                  MD: Ryan Sean                  1 NAUGHTY BY 3/1W "Feels"                  ANGE STONE "Wish"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>
<p><b>KKXX/Bakersfield, CA</b>                  PD/MD: Nick Elliott                  1 NAUGHTY BY 3/1W "Feels"                  AALIYAH "Woman"                  MARY J. BLIGE "Ramy"                  USHER "Call"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KIKI/Honolulu, HI</b>                  PD: Fred Rice                  MD: Pablo Sato                  7 NAUGHTY BY 3/1W "Feels"                  CODE 5 "Name"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>
<p><b>WERQ/Baltimore, MD</b>                  PD: Dion Summers                  AP/MD: Mike Al Night                  22 "N Sync" "Mic"                  10 MARY J. BLIGE "Ramy"                  IMX "First"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KIKI/Honolulu, HI</b>                  PD: Fred Rice                  MD: Pablo Sato                  7 NAUGHTY BY 3/1W "Feels"                  CODE 5 "Name"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>
<p><b>WKVY/Baltimore, MD</b>                  PD: Thea Mitchem                  36 MARY J. BLIGE "Ramy"                  MUSIC "Crazy"                  2 P DIDDY "Need"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KIKI/Honolulu, HI</b>                  PD: Fred Rice                  MD: Pablo Sato                  7 NAUGHTY BY 3/1W "Feels"                  CODE 5 "Name"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>
<p><b>WBFL/Birmingham, AL</b>                  PD: Mickey Johnson                  AP/MD: Mary Kay                  11 MARY J. BLIGE "Ramy"                  P DIDDY "Need"                  BIG TYMERS "Fly"                  MUSIC "Crazy"                  NAUGHTY BY 3/1W "Feels"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KIKI/Honolulu, HI</b>                  PD: Fred Rice                  MD: Pablo Sato                  7 NAUGHTY BY 3/1W "Feels"                  CODE 5 "Name"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>
<p><b>WJMN/Boston, MA</b>                  VPP/Prog: PD: Cadillac Jack                  AP/MD: Dennis O'Heron                  MD: Chris Tyler                  MARY J. BLIGE "Ramy"                  P. DIDDY "Need"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KIKI/Honolulu, HI</b>                  PD: Fred Rice                  MD: Pablo Sato                  7 NAUGHTY BY 3/1W "Feels"                  CODE 5 "Name"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>
<p><b>WVZV/Charleston, WV</b>                  PD: Bill Shaban                  MARY J. BLIGE "Ramy"                  AVANT "Makin'"                  J.E. "Woman"                  CODE 5 "Name"                  JAGGED EDGE "Got"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KIKI/Honolulu, HI</b>                  PD: Fred Rice                  MD: Pablo Sato                  7 NAUGHTY BY 3/1W "Feels"                  CODE 5 "Name"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>
<p><b>WWBZ/Charleston, SC</b>                  PD: George Cook                  26 YING YANG TWINS "Say"                  26 BIG TYMERS "Fly"                  26 MARY J. BLIGE "Ramy"                  16 TRINA FRICK ROSS "Told"                  3 IMX "First"                  ALI F/MURPHY LEE "Bougetto"                  NAUGHTY BY 3/1W "Feels"</p>	<p><b>WHDY/Dallas, TX</b>                  OMC: J.D. Kunes                  AP/MD: Marcel Thornton                  2 LUDACRIS "Saturday"                  JAGGED EDGE "Got"                  P DIDDY "Need"                  ANGE STONE "Wish"</p>	<p><b>KIKI/Honolulu, HI</b>                  PD: Fred Rice                  MD: Pablo Sato                  7 NAUGHTY BY 3/1W "Feels"                  CODE 5 "Name"</p>	<p><b>KXHT/Memphis, TN</b>                  OMC: Chris Taylor                  PD: Bogalio                  25 NAPPY ROOTS "Awwaw"                  20 BIG TYMERS "Fly"                  4 NO GOOD "Ballin'"                  2 SHARISSA "Night"                  MARY J. BLIGE "Ramy"                  KINGPIN SKINNY PIMP "Wang"                  YING YANG TWINS "Say"</p>	<p><b>WWKX/Providence, RI</b>                  PD: Jerry McKenna                  MD: Bradley Young                  11 JAGGED EDGE "Got"                  5 "N SYNC" "Girlfriend"                  1 MARY J. BLIGE "Ramy"                  1 NAUGHTY BY 3/1W "Feels"</p>	<p><b>KOHT/Fucson, AZ</b>                  AP/MD: Mark Medina                  MD: Rob Dobi                  9 NS RIDEA "Wanna"                  1 RL FERRICK SERMON "Model"</p>

\* Monitored Reporters  
 88 Total Reporters  
 76 Total Monitored  
 12 Total Indicator

Note: KRTX/Houston-Galveston, TX changes call letters to KPTY.

## ON THE RECORD

With  
**Mary K**  
Asst. PD/MD  
WBHJ/Birmingham



My hottest pick would be The Ying Yang Twins' "Say I Yi Yi." That's like club hot, request hot and research hot; it's on fire, like male-stripper-in-a-thong hot. I love Ashanti's "Foolish." It has a great video, and it's coming up in requests — it's top five this week. I also love Fat Joe f/ Ashanti's "What's Luv?" • The top five most-requested tracks are "Say I Yi Yi,"

Tweet's "Oops (Oh My)" — the rap version — Sharissa's "Any Other Night," Nappy Roots' "Awnaw" and Ashanti's "Foolish." • The top five callout records are Jagged Edge's "Goodbye," "Say I Yi Yi," Ludacris' "Saturday (Oooh! Oooh!)," Ludacris' "Go to Sleep" and OutKast's "The Whole World." • New records that are showing promise are "Any Other Night" and "Oops (Oh My)."

**C**an I just say that Atlantic Recording artist **Fat Joe** is doing it in a major way! First, he came out with the top 10 hit "We Thuggin'," and now he's on his way to possibly having a No. 1 record with his current single, "What's Luv?" (Terror Squad/Atlantic). Another record that's in pursuit of that No. 1 position is **Tweet's** "Oops (Oh My)" (Gold Mind/Elektra/EEG). Check out the hot remixes featuring **Fabulous** and **Bubba Sparxx** ... How can you go wrong with **Usher**? Every single that's been released from *8701* has been in the top five. His current single, "U Don't Have to Call," is on its way: It gets a bullet and climbs to No. 9 ... My future baby's momma, **Ashanti**, keeps growing at the format, as she picks up Most Increased Plays with an additional 663 spins on "Foolish" (Murder Inc./Def Jam/IDJMG). Gotta give props to my man **Motti Shulman** at IDJMG for hooking me up with Ashanti and **Irv Gotti** for this week's interview ... Don't front on **P. Diddy's** current single, "I Need a Girl" (Bad Boy/Arista). It's a really good record that's currently getting banged on MTV. This week it gets a bullet and sits in the No. 26 position with over 600 additional spins ... Props to **Johnny Coppola** and the MCA staff for getting Most Added this week with **Mary J. Blige's** "Rainy Dayz" (MCA). This track is off the hinges and is my pick hit this week. Holla!

— **Dontay Thompson**, CHR/Rhythmic Editor

## CHR/Rhythmic ON THE RADIO

# HEAD RUSH

ARTIST: **B2K**  
LABEL: **Epic**

By **RENÉE BELL** / ASSISTANT EDITOR

**B**2K (Boyz Of The New Millennium) are four Los Angeles teens: Omarion, 16; J-Boog, 15; Razz-B, 15; and Lil' Fizz, 15. This new, edgy R&B group is made up of multitasking performers: they're singers, dancers, rappers and songwriters whose music may remind you of their shared influences, like big-brother group IMX.

The guys of B2K have already begun receiving mainstream recognition, even before the release of their self-titled debut: Last summer they opened for miniature rap superstar Lil' Bow Wow, and they appeared in the video for his recent hit "Ghetto Girls." That impressed the younger fans, but B2K's energetic stage antics also impressed older audiences, invoking the spirit of The Jackson 5 and R&B sensations New Edition during their wonder years.

B2K were discovered last year in Los Angeles at an Epic Records showcase for new talent, where they awed executives with their harmonies, as well as their surprisingly developed stage presence and elaborate dance moves.

C. "Tricky" Stewart, who has worked with Usher and pop sensation Blu Cantrell, produced B2K's seductive introduction, "Uh



B2K

Huh," on which the young men suffer from the familiar adolescent ailment called "girls on the brain." On this spicy teen track, each member showcases his own lyrical finesse, and they woo the young ladies with charming verses and inviting hooks. The music video, produced by Hype Williams, is an ideal visual complement to the song's glitzy production — and it gives the band a chance to demonstrate their exuberant dance techniques.

Though these four gentlemen are equally gifted, their diversity will be the key to their forthcoming success. "It's because we're all so different," explains Lil' Fizz. "Razz-B is a Gemini, which says it all. He's like two people in one. I am the laid-back boy next door. J-Boog is the businessman who knows how to sell us. Omarion has a casual personality and likes to be wherever there are chickies and checkers."

B2K use their magic to woo the ladies, but, more impressively, their style of music crosses all demographic barriers. Razz B says, "We want to be the kind of group the whole family can listen to, and no one has to tell the younger kids to get out of the room."

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## Stations and their adds listed alphabetically by market

### Reporters

<b>WAJZ/Albany, NY *</b> PD/MD: Sugar Bear APD: Marie Cristal 14 NAUGHTY BY.../3LW "Feels" 9 MARY J. BLIGE "Rainy" 6 NAS "Mic" 6 CODE 5 "Name" MUSIQ "Crazy" WOODY ROCK "No"	<b>WBOT/Boston, MA *</b> PD: Steve Gousby APD: Lamar Robinson MD: T. Clark 39 AALIYAH "Woman" 1 NAPPY ROOTS "Awwaw" <b>WBK/Bufalo, NY *</b> PD/MD: Skip Dillard 26 MUSIQ "Crazy" 6 MS. JADE "Girl" NAUGHTY BY.../3LW "Feels" 1 CODE 5 "Name" 1 MARY J. BLIGE "Rainy" 1 IMX "First" 1 MARY J. BLIGE "Rainy" 1 L'ATRELLE "House" WOODY ROCK "No"	<b>WHXT/Columbia, SC *</b> PD: Chris Conner MD: Bill Black 21 NAS "Mic" 20 IMX "First" 11 MARY J. BLIGE "Rainy" 11 MUSIQ "Crazy" 1 BIG TYMERS "Fly" 1 MS. JADE "Girl" CODE 5 "Name" NAUGHTY BY.../3LW "Feels"	<b>WZFX/Fayetteville, NC *</b> PD: Rod Cruise APD: Garrett Davis MD: Taylor Morgan 9 MARY J. BLIGE "Rainy" 2 MUSIQ "Crazy" 1 BIG TYMERS "Fly" 1 MS. JADE "Girl" IMX "First" NAS "Mic"	<b>KIIZ/Killeen-Temple, TX</b> PD/MD: Mychal Maguire 15 P. DIDDY "Need" 15 BUSTA RHYMES "Pass" 11 ANGIE STONE "Wish" 11 ALI F/MURPHY LEE "Boughetto" 10 EXHALE "Still" 10 WOODY ROCK "No"	<b>WFXM/Macon, GA</b> PD/MD: Derek Harper 19 MUSIQ "Crazy" CODE 5 "Name" BIG TYMERS "Fly"	<b>WBLS/New York, NY *</b> PD: Vinny Brown MD: Deneen Womack 24 MUSIQ "Crazy" 12 MARY J. BLIGE "Rainy" 5 BRIAN MCKNIGHT "Gonna" 2 P. DIDDY "Need" ANGIE STONE "Wish"	<b>WTLZ/Saginaw, MI *</b> PD: Eugene Brown No Adds	<b>WTMP/Tampa, FL</b> Interim PD: Big Money Ced Interim MD: Eric Storm 28 SHARISSA "Night" 20 AALIYAH "Woman" 5 BIG MOE "Purple" 5 WOODY ROCK "No" 5 NAUGHTY BY.../3LW "Feels"
<b>KBCE/Alexandria, LA</b> PD: Kenny Smoov MD: R. J. Polk No Adds	<b>WWWZ/Charleston, SC *</b> DM/MD: Terry Base MD: Ron Splackavellie 32 AALIYAH "Woman" 27 MUSIQ "Crazy" 13 BIG TYMERS "Fly" 8 MARY J. BLIGE "Rainy" 6 MS. JADE "Girl" 3 EXHALE "Still" 1 NAUGHTY BY.../3LW "Feels" ALI F/MURPHY LEE "Boughetto" CODE 5 "Name" WOODY ROCK "No"	<b>WVFX/Columbus, GA</b> PD: Michael Soul 28 MUSIQ "Crazy" 16 MS. JADE "Girl" 11 NAUGHTY BY.../3LW "Feels" ALI F/MURPHY LEE "Boughetto" 5 NAS "Mic" 5 WOODY ROCK "No" 3 BIG TYMERS "Fly"	<b>WZDZ/Flint, MI *</b> PD/MD: Chris Reynolds 11 MUSIQ "Crazy" 24 YING YANG TWINS "Say" 23 LUDACRIS "Saturday" 15 IMX "First" 15 BIG TYMERS "Fly" 8 MS. JADE "Girl" 1 NAS "Mic" MARY J. BLIGE "Rainy" IMX "First" NAUGHTY BY.../3LW "Feels"	<b>KRRQ/Lafayette, LA *</b> DM: James Alexander PD/MD: Darlene Prejean 29 AALIYAH "Woman" 24 YING YANG TWINS "Say" 23 LUDACRIS "Saturday" 15 IMX "First" 15 BIG TYMERS "Fly" 8 MS. JADE "Girl" 1 NAS "Mic" MARY J. BLIGE "Rainy" MUSIQ "Crazy"	<b>WBBW/Macon, GA</b> PD: Mike Williams APD: Ava Blakk NAS "Mic" NAUGHTY BY.../3LW "Feels" JAGGED EDGE "Got"	<b>WBHH/Norfolk, VA *</b> PD/MD: Heart Attack 55 LUDACRIS "Saturday" 39 NAS "Mic" 7 MS. JADE "Girl" BIG TYMERS "Fly"	<b>WEAS/Savannah, GA</b> PD: Sam Nelson MD: Jewel Carter 11 MARY J. BLIGE "Rainy" 7 YING YANG TWINS "Say" MUSIQ "Crazy" BIG TYMERS "Fly" IMX "First"	<b>WJUC/Toledo, OH *</b> PD: Charlie Mack MD: Nikki G. 33 MUSIQ "Crazy" 21 MS. JADE "Girl" 1 NAS "Mic" BIG TYMERS "Fly" MARY J. BLIGE "Rainy" CODE 5 "Name" L'ATRELLE "House" WOODY ROCK "No"
<b>KEDG/Alexandria, LA</b> PD: Jay Stevens MD: Wade Hampton 10 BIG TYMERS "Fly" WOODY ROCK "No" KNOX-TURN'AL "Knoc" LATHUN "Fortunate" MINOTT "Balle"	<b>WVVE/Atlanta, GA *</b> PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Debraux 38 YING YANG TWINS "Say" AALIYAH "Woman"	<b>WVFX/Columbus, GA</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WZDZ/Flint, MI *</b> PD/MD: Chris Reynolds 11 MUSIQ "Crazy" 24 YING YANG TWINS "Say" 23 LUDACRIS "Saturday" 15 IMX "First" 15 BIG TYMERS "Fly" 8 MS. JADE "Girl" 1 NAS "Mic" MARY J. BLIGE "Rainy" IMX "First" NAUGHTY BY.../3LW "Feels"	<b>WQHH/Lansing, MI *</b> PD/MD: Brant Johnson 40 MUSIQ "Crazy" 25 SHARISSA "Night" 11 MS. JADE "Girl" 3 NAS "Mic" 2 MARY J. BLIGE "Rainy" 2 IMX "First" 1 BIG TYMERS "Fly" CODE 5 "Name" L'ATRELLE "House" WOODY ROCK "No"	<b>WHRK/Memphis, TN *</b> PD: Nate Bell APD: Eileen Collier MD: Devin Steel 1 NAS "Mic" MARY J. BLIGE "Rainy" MUSIQ "Crazy" LUDACRIS "Saturday" WOODY ROCK "No"	<b>WOWI/Norfolk, VA *</b> DM/MD: Daisy Davis APD/MD: Michael Mauzone 16 MUSIQ "Crazy" 6 NAS "Mic" 3 NAUGHTY BY.../3LW "Feels" 3 BIG TYMERS "Fly" MARY J. BLIGE "Rainy"	<b>KKKS/Shreveport, LA *</b> PD/MD: Quenn Echols 25 AALIYAH "Woman" 7 MS. JADE "Girl" BIG TYMERS "Fly" CODE 5 "Name" IMX "First" MARY J. BLIGE "Rainy" MUSIQ "Crazy" NAUGHTY BY.../3LW "Feels" WOODY ROCK "No"	<b>KJMM/Tulsa, OK *</b> PD: Terry Monday APD: Aaron Bernard 10 CODE 5 "Name" 7 MS. JADE "Girl" 7 MUSIQ "Crazy" 1 MARY J. BLIGE "Rainy" 1 NAS "Mic" BIG TYMERS "Fly" L'ATRELLE "House" WOODY ROCK "No"
<b>WHTA/Atlanta, GA *</b> PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Debraux 38 YING YANG TWINS "Say" AALIYAH "Woman"	<b>WVVE/Atlanta, GA *</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WVFX/Columbus, GA</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WZDZ/Flint, MI *</b> PD/MD: Chris Reynolds 11 MUSIQ "Crazy" 24 YING YANG TWINS "Say" 23 LUDACRIS "Saturday" 15 IMX "First" 15 BIG TYMERS "Fly" 8 MS. JADE "Girl" 1 NAS "Mic" MARY J. BLIGE "Rainy" IMX "First" NAUGHTY BY.../3LW "Feels"	<b>WQHH/Lansing, MI *</b> PD/MD: Brant Johnson 40 MUSIQ "Crazy" 25 SHARISSA "Night" 11 MS. JADE "Girl" 3 NAS "Mic" 2 MARY J. BLIGE "Rainy" 2 IMX "First" 1 BIG TYMERS "Fly" CODE 5 "Name" L'ATRELLE "House" WOODY ROCK "No"	<b>WEDR/Miami, FL *</b> DM/MD: Cedric Hollywood 20 MUSIQ "Crazy" 6 BIG TYMERS "Fly" 4 NAS "Mic" 3 MARY J. BLIGE "Rainy" 3 BIG TYMERS "Fly" 2 MS. JADE "Girl" IMX "First" WOODY ROCK "No"	<b>KVSP/Oklahoma City, OK *</b> PD: Terry Monday APD: Eddie Brasco 4 MUSIQ "Crazy" 3 CODE 5 "Name" 2 MS. JADE "Girl" BIG TYMERS "Fly" MARY J. BLIGE "Rainy" L'ATRELLE "House" NAS "Mic" WOODY ROCK "No"	<b>KMJJ/Shreveport, LA *</b> PD: Michael Tee MD: Kelli Dupree 12 MARY J. BLIGE "Rainy" 3 CODE 5 "Name" BIG TYMERS "Fly" JAGGED EDGE "Got" L'ATRELLE "House" NAUGHTY BY.../3LW "Feels"	<b>WESE/Tupelo, MS</b> PD/MD: Pamela Aniese MUSIQ "Crazy" NAUGHTY BY.../3LW "Feels" WOODY ROCK "No" EXHALE "Still" ALI F/MURPHY LEE "Boughetto"
<b>WFXA/Augusta, GA *</b> DM: Ron Thomas 5 FAT JOE F/ASHANTI "Luv" 3 NAPPY ROOTS "Awwaw" 2 YING YANG TWINS "Say"	<b>WVVE/Atlanta, GA *</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WVFX/Columbus, GA</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WZDZ/Flint, MI *</b> PD/MD: Chris Reynolds 11 MUSIQ "Crazy" 24 YING YANG TWINS "Say" 23 LUDACRIS "Saturday" 15 IMX "First" 15 BIG TYMERS "Fly" 8 MS. JADE "Girl" 1 NAS "Mic" MARY J. BLIGE "Rainy" IMX "First" NAUGHTY BY.../3LW "Feels"	<b>WQHH/Lansing, MI *</b> PD/MD: Brant Johnson 40 MUSIQ "Crazy" 25 SHARISSA "Night" 11 MS. JADE "Girl" 3 NAS "Mic" 2 MARY J. BLIGE "Rainy" 2 IMX "First" 1 BIG TYMERS "Fly" CODE 5 "Name" L'ATRELLE "House" WOODY ROCK "No"	<b>WEDR/Miami, FL *</b> DM/MD: Cedric Hollywood 20 MUSIQ "Crazy" 6 BIG TYMERS "Fly" 4 NAS "Mic" 3 MARY J. BLIGE "Rainy" 3 BIG TYMERS "Fly" 2 MS. JADE "Girl" IMX "First" WOODY ROCK "No"	<b>KVSP/Oklahoma City, OK *</b> PD: Terry Monday APD: Eddie Brasco 4 MUSIQ "Crazy" 3 CODE 5 "Name" 2 MS. JADE "Girl" BIG TYMERS "Fly" MARY J. BLIGE "Rainy" L'ATRELLE "House" NAS "Mic" WOODY ROCK "No"	<b>KMJJ/Shreveport, LA *</b> PD: Michael Tee MD: Kelli Dupree 12 MARY J. BLIGE "Rainy" 3 CODE 5 "Name" BIG TYMERS "Fly" JAGGED EDGE "Got" L'ATRELLE "House" NAUGHTY BY.../3LW "Feels"	<b>WESE/Tupelo, MS</b> PD/MD: Pamela Aniese MUSIQ "Crazy" NAUGHTY BY.../3LW "Feels" WOODY ROCK "No" EXHALE "Still" ALI F/MURPHY LEE "Boughetto"
<b>WPRW/Augusta, GA *</b> PD: Tim Snell MD: Nighttrain 27 MUSIQ "Crazy" 19 MS. JADE "Girl" 5 NAS "Mic" 2 BIG TYMERS "Fly" CODE 5 "Name" MARY J. BLIGE "Rainy"	<b>WVVE/Atlanta, GA *</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WVFX/Columbus, GA</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WZDZ/Flint, MI *</b> PD/MD: Chris Reynolds 11 MUSIQ "Crazy" 24 YING YANG TWINS "Say" 23 LUDACRIS "Saturday" 15 IMX "First" 15 BIG TYMERS "Fly" 8 MS. JADE "Girl" 1 NAS "Mic" MARY J. BLIGE "Rainy" IMX "First" NAUGHTY BY.../3LW "Feels"	<b>WQHH/Lansing, MI *</b> PD/MD: Brant Johnson 40 MUSIQ "Crazy" 25 SHARISSA "Night" 11 MS. JADE "Girl" 3 NAS "Mic" 2 MARY J. BLIGE "Rainy" 2 IMX "First" 1 BIG TYMERS "Fly" CODE 5 "Name" L'ATRELLE "House" WOODY ROCK "No"	<b>WEDR/Miami, FL *</b> DM/MD: Cedric Hollywood 20 MUSIQ "Crazy" 6 BIG TYMERS "Fly" 4 NAS "Mic" 3 MARY J. BLIGE "Rainy" 3 BIG TYMERS "Fly" 2 MS. JADE "Girl" IMX "First" WOODY ROCK "No"	<b>KVSP/Oklahoma City, OK *</b> PD: Terry Monday APD: Eddie Brasco 4 MUSIQ "Crazy" 3 CODE 5 "Name" 2 MS. JADE "Girl" BIG TYMERS "Fly" MARY J. BLIGE "Rainy" L'ATRELLE "House" NAS "Mic" WOODY ROCK "No"	<b>KMJJ/Shreveport, LA *</b> PD: Michael Tee MD: Kelli Dupree 12 MARY J. BLIGE "Rainy" 3 CODE 5 "Name" BIG TYMERS "Fly" JAGGED EDGE "Got" L'ATRELLE "House" NAUGHTY BY.../3LW "Feels"	<b>WESE/Tupelo, MS</b> PD/MD: Pamela Aniese MUSIQ "Crazy" NAUGHTY BY.../3LW "Feels" WOODY ROCK "No" EXHALE "Still" ALI F/MURPHY LEE "Boughetto"
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<b>WVFX/Augusta, GA *</b> DM: Ron Thomas 5 FAT JOE F/ASHANTI "Luv" 3 NAPPY ROOTS "Awwaw" 2 YING YANG TWINS "Say"	<b>WVVE/Atlanta, GA *</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WVFX/Columbus, GA</b> PD: Tony Brown MD: Tosha Love 28 MUSIQ "Crazy" 17 JAHHEIM "Anything" 2 NAS "Mic"	<b>WZDZ/Flint, MI *</b> PD/MD: Chris Reynolds 11 MUSIQ "Crazy" 24 YING YANG TWINS "Say" 23 LUDACRIS "Saturday" 15 IMX "First" 15 BIG TYMERS "Fly" 8 MS. JADE "Girl" 1 NAS "Mic" MARY J. BLIGE "Rainy" IMX "First" NAUGHTY BY.../3LW "Feels"	<b>WQHH/Lansing, MI *</b> PD/MD: Brant Johnson 40 MUSIQ "Crazy" 25 SHARISSA "Night" 11 MS. JADE "Girl" 3 NAS "Mic" 2 MARY J. BLIGE "Rainy" 2 IMX "First" 1 BIG TYMERS "Fly" CODE 5 "Name" L'ATRELLE "House" WOODY ROCK "No"	<b>WEDR/Miami, FL *</b> DM/MD: Cedric Hollywood 20 MUSIQ "Crazy" 6 BIG TYMERS "Fly" 4 NAS "Mic" 3 MARY J. BLIGE "Rainy" 3 BIG TYMERS "Fly" 2 MS. JADE "Girl" IMX "First" WOODY ROCK "No"	<b>KVSP/Oklahoma City, OK *</b> PD: Terry Monday APD: Eddie Brasco 4 MUSIQ "Crazy" 3 CODE 5 "Name" 2 MS. JADE "Girl" BIG TYMERS "Fly" MARY J. BLIGE "Rainy" L'ATRELLE "House" NAS "Mic" WOODY ROCK "No"	<b>KMJJ/Shreveport, LA *</b> PD: Michael Tee MD: Kelli Dupree 12 MARY J. BLIGE "Rainy" 3 CODE 5 "Name" BIG TYMERS "Fly" JAGGED EDGE "Got" L'ATRELLE "House" NAUGHTY BY.../3LW "Feels"	<b>WESE/Tupelo, MS</b> PD/MD: Pamela Aniese MUSIQ "Crazy" NAUGHTY BY.../3LW "Feels" WOODY ROCK "No" EXHALE "Still" ALI F/MURPHY LEE "Boughetto"
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**WALT LOVE**  
babylove@rronline.com

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

# Black Consumers: Myth Vs. Fact

Julian Davis navigates through Arbitron's latest study

This week and next I'm going to look at a new study called the "Arbitron Black Consumer Study 2002." It was authored by Arbitron Director/Urban Radio Marketing Services Julian Davis, a Certified Radio Marketing Consultant.

Davis explains why he did this study: "The original goal was to assist Urban-formatted radio stations in selling their inventory and to be able to justify that their customers are just as viable as any other customer anywhere on earth. We wanted to help broadcasters dispel myths and heighten awareness of the unique value of the Urban radio audience."

The study is quite large but put together in manner that makes it easy to follow. Davis suggests that we start with a section called Myth vs. Fact. "There are a lot of things that Urban radio stations encounter as they try to sell their inventory," he says. "Normally, they are selling to buyers who don't live in their communities."

"The difficulty is that people generally associate how they grew up with how everybody else grew up, and that's not the case. So, historically, there have been a lot of myths about the black community that have been spread, especially to young buyers who are coming into the marketplace fresh out

of college and who don't have a lot of experience in the black community or with black people.

"What I tried to do with this study was make sure that they had the information without embarrassing or intimidating them. I wanted them to know that anything they wanted to know about black folks as consumers could be found in this study, which they could read in the comfort of their own homes or offices if they truly wanted to do a good job for their clients in reaching this important market of consumers."

## Education & Home Ownership

"By the way," Davis says, "I use the term 'black' in a broad sense throughout this study, rather than the current 'African American' term, because I include all communities of dark-skinned people."

It's important to remember that the black community encompasses a global group larger than African Americans in our country. Blacks are a diverse group of in-

dividuals who come from a multitude of cultural backgrounds, heritages and countries. These include, but are not limited to, African, African-American, Bahamian, Canadian, Caribbean, Cayman, Haitian, Jamaican, Nigerian, Sudanese, Barbadian (Bajan), Trinidadian (Trini) and many others.

"The first thing I want to talk about in this study is the educational level of listeners," Davis says, referring to Chart No. 1. "Myth: Black Americans are less educated than the general population. Fact: Black American listeners mirror the general population in levels of education.

"I looked at adults 18+ and the categories of high school, some college and college graduates. I took the total 18+ numbers in each of those categories and measured them against the people who listened to Urban and Urban AC radio.

"Then I moved on to the category of home ownership. One of the myths about black Americans is that they don't own homes. The homeowner issue was valuable, because stability is measured as a part of a community's ability to stay in one place and buy in a particular community, stay in that location and develop and care for that physical location.

"Fact: 48.9% of black Americans own their homes. Fact: 48.1% of black listeners nationwide own their homes. Now look at the numbers in Chart No. 2 as they pertain to listeners of Urban AC, Urban Contemporary and Urban Oldies radio.

"If I'm a home-builder, these statistics mean that there's another half of the population for me to build new homes for. If I sell furniture, I've got this entire market to sell to — homeowners and renters. If you're an advertiser like Home Depot or Lowe's, these are great numbers; everyone who owns a home has to come visit you.

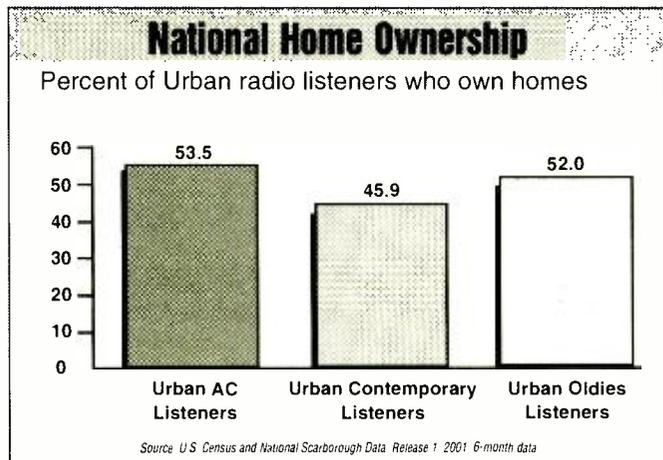
"So, as a growth opportunity, it helps both the advertiser and the radio station, because they're both able to generate money from the perspective that they both serve each other."

**CHART NO. 1**

Education			
Percentages in education levels of radio listeners (Adults 18+)			
National Scarborough Data	Total		
	Adults 18+	Urban	Urban AC
High School Graduates	32.4%	37.8%	34.5%
Some College, 1-3 Years	36.1%	37.0%	40.0%
College Graduates	11.7%	9.0%	11.8%

Source: Scarborough, Release 1, 2001 6-month data

**CHART NO. 2**



## National Buying Power

How black Americans are spending their money

**CHART NO. 3**

Total Retail Spending 2000	
New York	\$21.7B
Chicago	\$10.4B
Washington, DC	\$3.3B
Atlanta	\$2.5B
Philadelphia	\$6.4B
United States	\$340.8B

B=Billions Source: Target Market News 2001

**CHART NO. 4**

Apparel Products and Services		
1998	\$20.5B	
1999	\$21.2B	+3.4%
2000	\$24.7B	+16.5%

B=Billions. % change +/- from prior year

**CHART NO. 5**

New, Used Cars and Trucks		
1998	\$25.6B	
1999	\$27.6B	+7.8%
2000	\$31.3B	+13.4%

B=Billions. % change +/- from prior year

**CHART NO. 6**

Education		
1998	\$3.3B	
1999	\$4.4B	+33.3%
2000	\$5.3B	+20.5%

B=Billions. % change +/- from prior year

**CHART NO. 7**

Food		
1998	\$44.9B	
1999	\$47.3B	+5.3%
2000	\$52.9B	+11.8%

B=Billions. % change +/- from prior year

**CHART NO. 8**

Housing and Related Charges		
1998	\$114.0B	
1999	\$117.0B	+2.6%
2000	\$128.1B	+9.5%

B=Billions. % change +/- from prior year

Source: Target Market News 1998-2001



## Black Buying Power

Next, we looked at black national buying power. Myth: Black American spending is insignificant in the national marketplace. Fact: Black Americans are spending billions of dollars each year, and the dollar amounts keep increasing.

"Black Americans are a community of consumers, and that dollar amount keeps increasing," Davis says. "Look at Chart No. 3, and you'll see that the volume of retail spending by black Americans is tremendous. Here you can see how we're spending in New York; Chicago; Washington, DC; Atlanta; and Philadelphia.

"We are spending on a lot of different things, and we're spending a ton of money. Two years ago we got a spending number of \$340.8 billion from Target Market News 2001."

Charts Nos. 4, 5, 6, 7 and 8 also illustrate these points.

"Look at all the money black Americans are spending," Davis says. "Notice how much we're spending on education for ourselves and our children — over \$5 billion; food, approximately \$53 billion; housing and related charges, \$128

billion. If we're moving all over the place and not stable, as the myth says, why and how would we spend that much money on housing and related charges? We wouldn't and couldn't. The facts show that we do spend this amount of money on these things.

"Because we're spending a ton of money on so many things, the key for marketers and advertisers is to find out how to reach us as a brand. They need to market to us in that fashion and put their best foot forward to reach us, as opposed to having the mind-set that we have no cash, that we can't come to the table with the bottom line and that there are products that are off-limits to us because we can't buy them.

"In fact, we spend disproportionately based on our income. Whatever we happen to want is what we'll go and purchase, regardless of how much money we make on an annual basis. Our spending patterns are different from other communities."

Next week: Part two with Julian Davis on the "Arbitron Black Consumer Study 2002."

# B2K

## *Gots Ta Be*

**THE FOLLOW-UP TO THEIR #1 HIT "UH HUH"  
FROM THEIR DEBUT ALBUM "B2K"**

**IMPACTS  
MARCH  
11th & 12th**

**EARLY BELIEVERS:**  
WBLS New York  
WQHT New York  
WGCI Chicago  
WPWX Chicago  
WEDR Miami

**Audience Over 4 Million and Growing!!**

**J-BOOG / RAZ-B / OMARION / LIL FIZZ**

**#1 WITH THE FANS  
"UH HUH" - #1 TOP SINGLE SALES 4 WEEKS IN A ROW  
& #1 VIDEO ON THE BET COUNTDOWN.**

**ALBUM IN STORES TUESDAY, MARCH 12.**

SINGLE PRODUCED BY THE UNDERDOGS - DAMON THOMAS, HARVEY MASON, JR., AND STEVE RUSSELL. MANAGEMENT: THE ULTIMATE GROUP  
EXECUTIVE PRODUCERS: CHRIS STROKES & KETRINA ASKEW FOR THE ULTIMATE GROUP & PLATINUM STATUS. CO-EXECUTIVE PRODUCER: OZZ SATURNE'

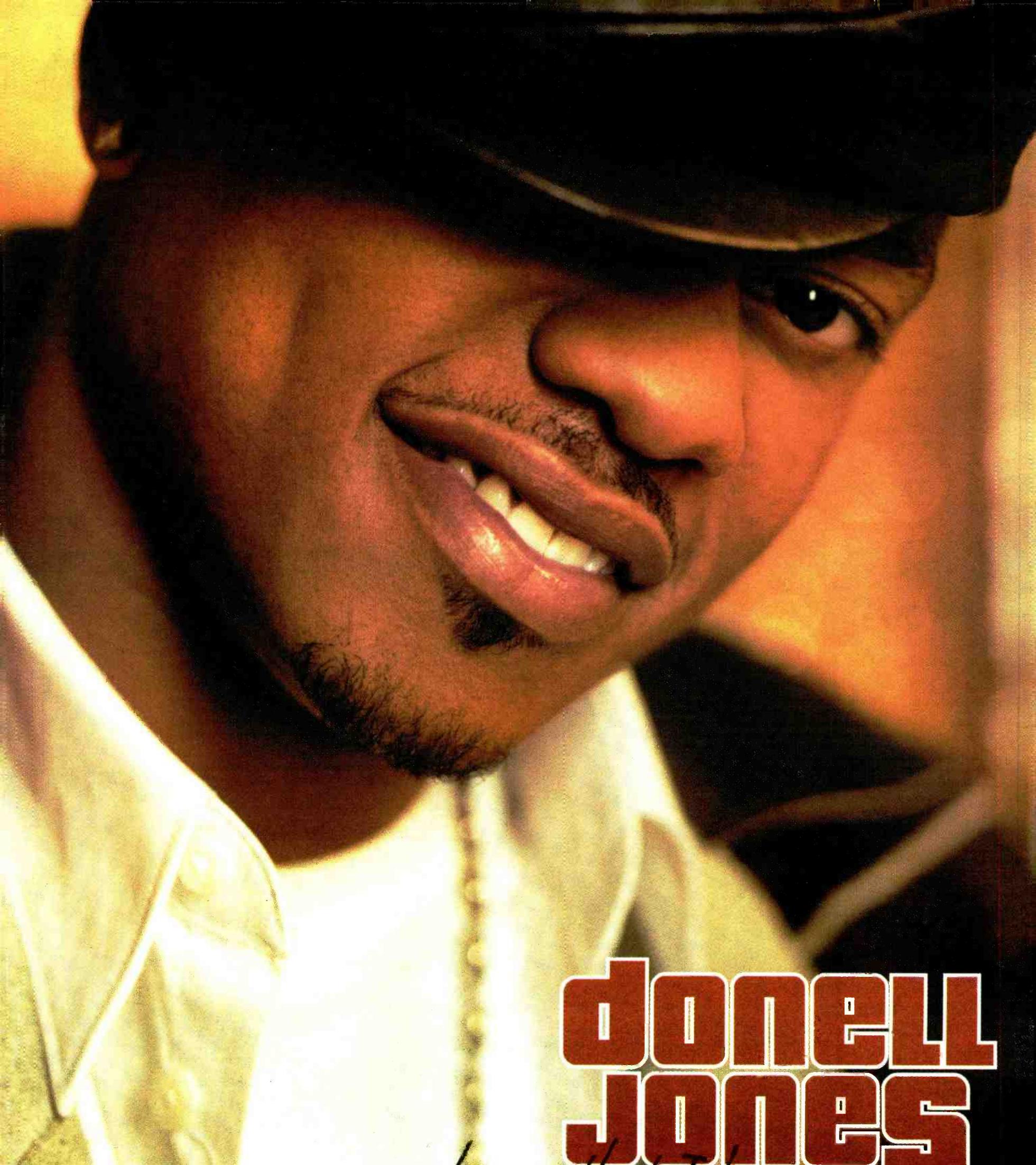
**SOME THINGS ARE JUST MEANT TA BE**



[WWW.B2KLOVESYOU.COM](http://WWW.B2KLOVESYOU.COM) / [WWW.EPICRECORDS.COM](http://WWW.EPICRECORDS.COM)

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**ANOTHER SMASH HIT FROM EPIC RECORDS!!**



# DONELL JONES

*you know that I love you*

**IMPACTING AT  
URBAN RADIO  
MARCH 11TH**

The first single from his new album, Life Goes On.  
In stores April 30, 2002.

**ARISTA**  © 2002 Arista Records, Inc., a unit of BMG Entertainment.  
Management: Michael "Blue" Williams & Barkue Tubman for Family Tree Entertainment 



March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)	2856	+277	447192	7	66/0
2	2	BRANDY What About Us? (Atlantic)	2526	-27	356652	8	66/0
4	3	FAITH EVANS I Love You (Bad Boy/Arista)	2521	+212	428127	9	60/1
8	4	USHER U Don't Have To Call (LaFace/Arista)	2334	+275	383948	7	61/0
3	5	KEKE WYATT Nothing In This World (MCA)	2322	-117	381330	21	59/0
6	6	JENNIFER LOPEZ Ain't It Funny (Epic)	2292	+121	351160	9	55/0
7	7	MR. CHEEKS Lights, Camera, Action (Universal)	2102	-32	318034	26	56/0
5	8	JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)	1995	-196	321840	15	65/0
9	9	MICHAEL JACKSON Butterflies (Epic)	1911	-86	341012	17	63/0
12	10	GLENN LEWIS Don't You Forget It (Epic)	1872	-17	268722	15	60/0
17	11	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	1843	+416	277244	4	48/0
13	12	AALIYAH More Than A Woman (BlackGround)	1810	+197	312896	7	25/14
10	13	OUTKAST The Whole World (LaFace/Arista)	1801	-187	249039	12	59/0
14	14	JAHEIM Anything (Divine Mill/WB)	1760	+153	299944	15	62/2
11	15	MYSTIKAL Bouncin' Back (Bumpin' Me...) (Jive)	1615	-312	200998	13	63/0
21	16	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	1487	+238	235845	4	63/5
15	17	MISSY "MISDEMEANOR" ELLIOTT Take Away (Gold Mind/EastWest/EEG)	1386	-126	257980	16	61/0
18	18	JERMAINE DUPRI F/LUDACRIS Welcome To Atlanta (So So Def/Columbia)	1299	-101	188364	13	57/0
23	19	SHARISSA Any Other Night (Motown)	1258	+36	160960	10	56/2
16	20	MARY J. BLIGE No More Drama (MCA)	1256	-180	164608	15	59/0
24	21	BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)	1240	+105	210759	6	49/1
26	22	AVANT Makin' Good Love (Magic Johnson/MCA)	1212	+106	185714	6	61/1
20	23	FABOLOUS Young'n (Holla Back) (Desert Storm/Elektra/EEG)	1139	-149	130948	13	58/0
37	24	BUSTA RHYMES Pass The Courvoisier (Part II) (J)	1091	+306	174959	2	45/2
22	25	ALICIA KEYS A Woman's Worth (J)	1070	-168	131042	20	66/0
25	26	LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)	1017	-103	146321	18	55/0
35	27	LUDACRIS Saturday (Doooh! Ooooh!) (Def Jam South/IDJMG)	1006	+150	161073	4	46/5
30	28	MAXWELL This Woman's Work (Columbia)	975	+32	137568	5	49/1
32	29	LIL BOW WOW Take Ya Home (So So Def/Columbia)	957	+54	142610	5	56/0
36	30	NAPPY ROOTS Awnaw (Atlantic)	935	+146	104048	5	54/10
27	31	FAT JOE We Thuggin' (Terror Squad/Atlantic)	928	-111	173096	19	60/0
33	32	RUFF ENDZ Someone To Love You (Epic)	913	+32	129408	4	52/0
31	33	BUSTA RHYMES Break Ya Neck (J)	883	-60	113716	18	53/0
28	34	'N SYNC Gone (Jive)	872	-96	159681	16	45/0
29	35	JAY-Z Jigga (Roc-A-Fella/IDJMG)	853	-109	109367	9	55/0
39	36	MUSIQ Half Crazy (Def Soul/IDJMG)	817	+211	169397	3	46/45
34	37	DMX F/FAITH EVANS I Miss You (Ruff Ryders/IDJMG)	736	-145	85948	7	50/0
38	38	JOE What If A Woman (Jive)	684	+272	100927	1	47/2
36	39	MOBB DEEP F/112 Hey Luv (Anything) (Loud/Columbia)	643	-107	84609	11	34/0
44	40	CEE-LO Closet Freak (LaFace/Arista)	623	+131	71202	2	42/2
42	41	PROPHET JONES Cry Together (University/Motown)	572	+13	65754	5	41/1
41	42	JAGGED EDGE I Got It 2 (So So Def/Columbia)	527	+215	95067	0	39/3
40	43	GINUWINE Tribute To A Woman (Epic)	512	-53	74578	6	41/0
40	44	MONTELL JORDAN You Must Have Been (Def Soul/IDJMG)	507	-97	71898	11	33/0
47	45	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	505	+280	60781	1	39/2
50	46	CHOOBAKKA She's Feeling Me (Big Daddy)	502	+35	41851	2	35/0
48	47	RL F/ERICK SERMON Got Me A Model (J)	480	+58	38187	2	33/2
48	48	YING YANG TWINS Say I Yi Yi (Koch)	449	+92	59540	1	33/15
48	49	R. KELLY & JAY-Z Best Of Both Worlds (Intro) (Roc-A-Fella/Jive/IDJMG)	422	-45	74404	3	0/0
48	50	KNOC-TURN'AL Knoc (LA Confidential/Elektra/EEG)	411	+62	45850	1	32/1

68 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

**Most Added**  
www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
MUSIQ Half Crazy (Def Soul/IDJMG)	45
MARY J. BLIGE Rainy Dayz (MCA)	43
NAS One Mic (Columbia/Def Jam/IDJMG)	32
BIG TYMERS Still Fly (Cash Money/Universal)	31
IMX The First Time (New Line)	29
MS. JADE Feel The Girl (Beatclub/Interscope)	28
ROCK, WOODY No Matter What (Gospo Centric/Jive)	25
CODE 5 What's Ur Name Girl? (Elektra/EEG)	22
NAUGHTY BY NATURE F3LW Feels Good (Don't...) (TVT)	17
YING YANG TWINS Say I Yi Yi (Koch)	15

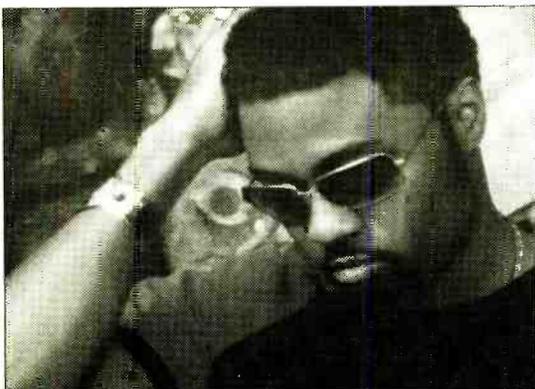
**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	+416
BUSTA RHYMES Pass The Courvoisier (Part II) (J)	+306
P. DIDDY F/USHER & LOON I Need... (Part One) (Bad Boy/Arista)	+280
TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)	+277
USHER U Don't Have To Call (LaFace/Arista)	+275
JOE What If A Woman (Jive)	+272
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	+238
JAGGED EDGE I Got It 2 (So So Def/Columbia)	+215
FAITH EVANS I Love You (Bad Boy/Arista)	+212
MUSIQ Half Crazy (Def Soul/IDJMG)	+211

**New & Active**

- MARY J. BLIGE Rainy Dayz (MCA)  
Total Plays: 343, Total Stations: 44, Adds: 43
- MS. JADE Feel The Girl (Beatclub/Interscope)  
Total Plays: 343, Total Stations: 30, Adds: 28
- NO GOOD Ballin' Boy (ARTIST Direct)  
Total Plays: 315, Total Stations: 36, Adds: 6
- PRETTY WILLIE Roll Wit Me (Republic/Universal)  
Total Plays: 315, Total Stations: 29, Adds: 1
- REMY SHAND Take A Message (Motown)  
Total Plays: 304, Total Stations: 31, Adds: 2
- LUTHER VANDROSS I'd Rather (J)  
Total Plays: 294, Total Stations: 28, Adds: 0
- NAS One Mic (Columbia/Def Jam/IDJMG)  
Total Plays: 264, Total Stations: 34, Adds: 32
- LATHUN Fortunate (Motown)  
Total Plays: 250, Total Stations: 28, Adds: 0
- BIG MOE Purple Stuff (Priority/Capitol)  
Total Plays: 250, Total Stations: 14, Adds: 0
- G. DEP Special Delivery (Arista)  
Total Plays: 191, Total Stations: 19, Adds: 0

Songs ranked by total plays



**musiq halfcrazy**  
THANK YOU URBAN RADIO!!!  
Over 1,000 spins - Approaching 16 Million in Audience

WDTJ 43x	WPEG 31x	KPRS 27x	WAMO 41x	WKYS 31x
WPGC 27x	WJUC 36x	WPHI 31x	WWWZ 25x	WUSL 35x
WFEX 28x	WBLS 21x	WGCI 34x	WXYV 27x	WVEE 18x



**MARKET #1**

**WBLS/New York**  
Inner City  
(212) 447-1000  
Brown/Womack  
12+ Cum 1,773,700

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
54	56		MICHAEL JACKSON/Butterflies	58464
55	54		GLENN LEWIS/Don't You Forget It	56376
53	54		FAITH EVANS/I Love You	53244
45	51		JA RULE F/ASHANTI/Always On Time	49068
28	47		JAE/IM/Anything	49068
26	46		USHER/U Don't Have To Call	48024
19	42		JENNIFER LOPEZ/Ain't It Funny	43848
23	42		ASHANTI/Foolish	33408
32	31		KEKE WYATT/Nothing In This...	32364
31	31		TWEET/Oops (Oh My)	32364
33	30		BRANDY/What About Us?	31320
32	28		MARY J. BLIGE/No More Drama	29232
23	27		MISSY ELLIOTT/Take Away	28188
25	25		RUFF EN'DZ/Someone To Love You	26100
26	24		MUSIQ/Half Crazy	25056
22	24		OUTKAST/The Whole World	25056
25	23		DONELL JONES/You Know That...	24012
10	23		FAT JOE F/ASHANTI/What's Luv?	24012
18	23		SHARISSA/Any Other Night	24012
22	22		AALI'YAH/More Than A Woman	22968
19	20		BEANIE SIGEL/FREEWAY/Roc The Mic	20880
44	20		ALICIA KEYS/A Woman's Worth	20880
11	19		AVANTI/Makin' Good Love	19836
38	19		JONELL & M THOD MAN/Round & Round	19836
13	17		MARY J. BLIGE/Family Affair	17478
15	16		AALI'YAH/Rock The Boat	16704
24	16		JOE/Let's Stay Home	14616
16	14		J DUPRI F/LUDACRIS/Welcome To Atlanta	14616
13	14		BUSTA RHYMES/Pass The Courvoisier	13572
11	13		FAITH EVANS/You Get No Love	13572

**MARKET #2**

**KKBT/Los Angeles**  
Radio One  
(323) 634-1800  
Scorpio/Futler  
12+ Cum 1,394,200

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
62	58		BRANDY/What About Us?	38338
41	57		KEKE WYATT/Nothing In This...	37677
40	56		TWEET/Oops (Oh My)	37016
51	52		AALI'YAH/More Than A Woman	37016
53	48		JA RULE F/ASHANTI/Always On Time	34372
48	46		FAITH EVANS/I Love You	31728
46	46		MISSY ELLIOTT/Take Away	30406
52	44		JENNIFER LOPEZ/Ain't It Funny	29084
37	42		LUDACRIS/Roll Out...	27762
36	42		USHER/U Don't Have To Call	27762
41	40		FAT JOE W/Thuggin'	26440
38	40		MICHAEL JACKSON/Butterflies	26440
36	36		FAT JOE F/ASHANTI/What's Luv?	23796
28	36		JAE/IM/Anything	23796
39	34		USHER/U Got It Bad	22474
29	34		R. KELLY & JAY-Z/Best Of Both...	21152
18	32		MR. CHEEKS/Lights, Camera...	21152
32	30		N SYNC/Gone	19830
20	29		MAXWELL/This Woman's Work	19169
11	29		BEANIE SIGEL/FREEWAY/Roc The Mic	19169
18	25		KNOX-TURN AL/Knox	16525
24	25		MARY J. BLIGE/Rainy Day	16525
12	19		AVANTI/Makin' Good Love	12559
13	19		LUDACRIS/Saturday (Doooh...)	12559
17	16		ASHANTI/Foolish	10576
18	16		LIL BOW WOW/Thank You	10576
20	16		JAGGED EDGE/Get It 2	10576
10	15		RAPHAEL SAAIDI...Be Here	9915
10	15		BUSTA RHYMES/Pass The Courvoisier	9915
12	14		BUSTA RHYMES/Pass The Courvoisier	9254

**MARKET #3**

**WGCI/Chicago**  
Clear Channel  
(312) 986-6900  
Smith/Boatner  
12+ Cum 917,300

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
54	63		TWEET/Oops (Oh My)	35847
61	62		THREE PIECE/Ooh Ahh	35276
36	57		FAITH EVANS/I Love You	32433
49	57		AALI'YAH/More Than A Woman	32433
61	55		KEKE WYATT/Nothing In This...	31295
49	54		MICHAEL JACKSON/Heaven Can Wait	30726
38	43		MICHAEL JACKSON/Butterflies	24467
61	41		MISSY ELLIOTT/Take Away	23329
26	39		OUTKAST/The Whole World	22191
26	39		BEANIE SIGEL/FREEWAY/Roc The Mic	20484
37	34		LUDACRIS/Roll Out...	19346
33	34		MUSIQ/Half Crazy	18777
48	33		TYRESE/What Am I Gonna Do	18777
44	31		FAT JOE W/Thuggin'	17639
29	31		JENNIFER LOPEZ/Ain't It Funny	17639
29	29		R. KELLY/The World's Greatest	16501
25	28		ANGIE STONE/Brotha	15932
30	28		AALI'YAH/Rock The Boat	15932
15	28		BRANDY/What About Us?	15932
32	26		MUSIQ/What If A Woman	14794
30	26		MR. CHEEKS/Lights, Camera...	14794
35	26		N SYNC/Gone	14794
18	26		ASHANTI/Foolish	14794
24	26		USHER/U Don't Have To Call	14794
34	25		MYSTIKAL/Bouncin' Back...	14225
26	24		J DUPRI F/LUDACRIS/Welcome To Atlanta	13566
14	24		BUSTA RHYMES/Pass The Courvoisier	13566
8	24		AVANTI/Makin' Good Love	13566
33	23		JILL SCOTT/He Loves Me	13087
14	22		JAE/IM/Anything	12518

**MARKET #3**

**WPWX/Chicago**  
Crawford  
(773) 933-4455  
Alan/Reynolds  
12+ Cum 447,900

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
50	55		BRANDY/What About Us?	18700
53	49		TWEET/Oops (Oh My)	16660
45	49		KEKE WYATT/Nothing In This...	16660
34	48		FAITH EVANS/I Love You	16320
52	47		MR. CHEEKS/Lights, Camera...	15980
37	47		BEANIE SIGEL/FREEWAY/Roc The Mic	13940
38	37		AALI'YAH/More Than A Woman	12240
38	36		JENNIFER LOPEZ/Ain't It Funny	12240
43	36		FAT JOE W/Thuggin'	10880
27	32		USHER/U Don't Have To Call	9860
28	29		J DUPRI F/LUDACRIS/Welcome To Atlanta	9650
32	29		MARY J. BLIGE/No More Drama	9650
25	28		MICHAEL JACKSON/Heaven Can Wait	9120
25	27		ASHANTI/Foolish	9120
16	26		BUSTA RHYMES/Pass The Courvoisier	8840
8	25		RAPHAEL SAAIDI...Be Here	8500
26	25		N SYNC/Girlfriend	8500
24	24		MOBB DEEP F/112/Hey Luv (Anything)	8160
13	23		LUDACRIS/Saturday (Doooh...)	7820
24	23		JAE/IM/Anything	7820
20	23		JOE/What If A Woman	7820
22	22		MUSIQ/Half Crazy	7480
38	22		THREE PIECE/Ooh Ahh	7480
23	21		GLENN LEWIS/Don't You Forget It	7140
20	21		AVANTI/Makin' Good Love	6800
4	20		FAT JOE F/ASHANTI/What's Luv?	6800
21	20		MISSY ELLIOTT/I'm People	6800
25	19		B2K/Gots To Be	6460
28	19		FABOLOUS/Young'n (Holla Back)	6120
16	17		MICHAEL JACKSON/Butterflies	5780

**MARKET #5**

**KBFB/Dallas-Ft. Worth**  
Radio One  
(214) 521-4661  
Fields/Kelly  
12+ Cum 398,400

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
78	84		JA RULE F/ASHANTI/Always On Time	17388
79	83		JENNIFER LOPEZ/Ain't It Funny	17181
80	82		J. DUPRI F/LUDACRIS/Welcome To Atlanta	16974
76	81		BUSTA RHYMES/Break Ya Neck	16767
78	77		FAT JOE F/ASHANTI/What's Luv?	15939
53	49		MR. CHEEKS/Lights, Camera...	10143
47	44		USHER/U Don't Have To Call	9522
40	46		TWEET/Oops (Oh My)	9106
34	43		OUTKAST/The Whole World	8951
43	43		FABOLOUS/Young'n (Holla Back)	8694
51	42		USHER/U Don't Have To Call	8073
53	39		RUFF EN'DZ/Someone To Love You	8073
54	39		USHER/U Got It Bad	8073
25	27		JAY-Z/Jigga	5589
33	26		MYSTIKAL/Bouncin' Back...	5382
23	24		ASHANTI/Foolish	4968
27	24		JUVENILE/From Her Mamma	4968
37	24		NAPPY ROOTS/What About Us?	4761
22	23		DMX F/FAITH EVANS/ Miss You	4761
17	23		NELLY/...	4761
17	23		MISSY ELLIOTT/Take Away	4761
25	22		FAT JOE W/Thuggin'	4554
20	22		NAPPY ROOTS/Awaw	4347
21	21		MASTER P/Ooohhwee	4347
21	21		LUDACRIS/Roll Out...	4347
23	21		PETEY PABLO/Raise Up	4347
24	20		KEKE WYATT/Nothing In This...	4140
24	20		KEKE WYATT/Nothing In This...	4140
15	20		FAITH EVANS/I Love You	4140
24	20		LIL BOW WOW/Thank Ya Home	4140
5	19		LIL BOW WOW/Thank Ya Home	3933

**MARKET #5**

**KKDA/Dallas-Ft. Worth**  
Service  
(972) 263-9911  
Cheatham  
12+ Cum 525,400

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
51	61		B2K/Oh Huh	23668
26	61		NAPPY ROOTS/Awaw	23668
57	57		MR. CHEEKS/Lights, Camera...	22116
54	54		USHER/U Got It Bad	20952
55	54		AALI'YAH/More Than A Woman	20952
56	51		MISSY ELLIOTT/Take Away	19788
38	51		USHER/U Don't Have To Call	19788
44	51		TWEET/Oops (Oh My)	19788
56	46		MONTELL JORDAN/You Must Have Been	17848
23	45		MICHAEL JACKSON/Butterflies	17460
53	45		JAE/IM/Anything	17460
20	43		ASHANTI/Foolish	16684
34	41		KEKE WYATT/Nothing In This...	15908
40	40		FAITH EVANS/I Love You	15520
53	37		AALI'YAH/Rock The Boat	14356
17	35		GINUWINE/Tribute To A Woman	13580
30	34		FAT JOE F/ASHANTI/What's Luv?	13192
53	31		JA RULE F/ASHANTI/Always On Time	12028
28	29		LUDACRIS/Saturday (Doooh...)	11252
28	28		JOE/Let's Stay Home	10864
28	28		ANGIE STONE/Brotha	10864
32	28		BRANDY/What About Us?	10476
27	27		LIL BOW WOW/Thank Ya Home	10476
25	24		MARY J. BLIGE/Rainy Day	9700
20	24		YING YANG TWINS/Say I Y I Y	9312
23	24		SHARISSA/Any Other Night	9312
22	20		ALICIA KEYS/A Woman's Worth	7760
19	18		MARY J. BLIGE/No More Drama	6984
6	12		IMX/The First Time	4656
11	9		MYSTIKAL/Bouncin' Back	3492

**MARKET #6**

**WPHI/Philadelphia**  
Radio One  
(215) 884-9400  
Ice/George  
12+ Cum 413,600

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
61	57		BEANIE SIGEL/FREEWAY/Roc The Mic	11343
56	55		JENNIFER LOPEZ/Ain't It Funny	10945
47	54		TWEET/Oops (Oh My)	10746
48	52		MR. CHEEKS/Lights, Camera...	10348
41	51		USHER/U Don't Have To Call	9950
50	48		FABOLOUS/Young'n (Holla Back)	9950
46	48		BRANDY/What About Us?	9353
44	47		BUSTA RHYMES/Pass The Courvoisier	9353
40	47		AALI'YAH/More Than A Woman	9154
34	46		FAITH EVANS/I Love You	8956
41	45		MICHAEL JACKSON/Butterflies	8756
35	43		KEKE WYATT/Nothing In This...	8557
32	41		LUDACRIS/Saturday (Doooh...)	8159
40	41		FAT JOE F/ASHANTI/What's Luv?	7960
47	39		GLENN LEWIS/Don't You Forget It	7761
35	39		MOBB DEEP F/112/Hey Luv (Anything)	7761
42	38		JA RULE F/ASHANTI/Always On Time	7562
37	37		ASHANTI/Foolish	7363
25	32		SHARISSA/Any Other Night	7363
18	28		AVANTI/Makin' Good Love	5572
26	28		MUSIQ/Half Crazy	5572
17	25		LIL BOW WOW/Thank Ya Home	4975
12	25		FAT JOE W/Thuggin'	3582
12	18		LIL M/Superwoman	3582
19	17		MYSTIKAL/Bouncin' Back	3184
19	16		RUFF EN'DZ/Someone To Love You	3184
15	15		CITY HIGH/Caramel	2985
17	14		JAGGED EDGE/Where The Party At	2786
12	14		JAY-Z/Girls, Girls, Girls	2786

**MARKET #6**

**WUSL/Philadelphia**  
Clear Channel  
(215) 483-8000  
Cooper/Tyner/Lani  
12+ Cum 744,900

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
51	50		FAITH EVANS/I Love You	21450
39	46		JENNIFER LOPEZ/Ain't It Funny	19734
48	41		JAE/IM/Anything	17589
49	39		BEANIE SIGEL/FREEWAY/Roc The Mic	16731
20	39		ASHANTI/Foolish	16731
24	38		BUSTA RHYMES/Pass The Courvoisier	16302
40	38		USHER/U Don't Have To Call	16302
37	37		GLENN LEWIS/Don't You Forget It	15873
35	35		LIL BOW WOW/Thank Ya Home	15015
38	35		AALI'YAH/More Than A Woman	15015
30	34		MUSIQ/Half Crazy	14586
37	33		ANGIE STONE/Brotha	14157
31	33		TWEET/Oops (Oh My)	14157
35	32		MICHAEL JACKSON/Butterflies	13728
27	29		N SYNC/Gone	12441
37	28		MR. CHEEKS/Lights, Camera...	12012
29	28		JAY-Z/Jigga	12012
23	27		BRANDY/What About Us?	11583
32	26		KEKE WYATT/Nothing In This...	11154
22	21		CAM'RON/Oon Yo	9009
14	21		FAT JOE F/ASHANTI/What's Luv?	9009
10	18		AVANTI/Makin' Good Love	7722
22	18		NAS/Ether	7722
16	16		MUSIQ/What If A Woman	6864
14	16			

## Reporters

**Stations and their adds listed alphabetically by market**

**WALR/Atlanta, GA \***  
OM: Tradia Charmoni  
int. PD/GM: Tony Kidd  
No Adds

**WWIN/Baltimore, MD \***  
VP/Prog.: Kathy Brown  
PD: Tim Watts  
MD: Keith Fisher  
17 ANN NESBY/FAL GREEN "Paper"

**KOXL/Baton Rouge, LA \***  
OM: James Alexander  
PD/MD: Mya Vernon  
PHIL PERRY "Wait"  
REMY SHAND "Message"

**WBHM/Birmingham, AL \***  
PD: Jay Dixon  
MD: Darryl Johnson  
No Adds

**WMGL/Charleston, SC \***  
PD: Terry Base  
APD/MD: Belinda Parker  
No Adds

**WBAV/Charlotte, NC \***  
PD/MD: Terri Avery  
No Adds

**WVAC/Chicago, IL \***  
PD: Erroy Smith  
APD: Armando Rivera  
4 REMY SHAND "Message"  
BRIAN MCKNIGHT "Gonna"

**WZAK/Cleveland, OH \***  
PD: Kim Johnson  
14 FAITH EVANS "Gets"  
BRIAN MCKNIGHT "Gonna"

**WLXC/Columbia, SC \***  
int. PD: Doug Williams  
MD: Tre Taylor  
1 SHARISSA "Night"  
NINE20 "Would"

**WAGH/Columbus, GA**  
PD: Rasheeda  
MD: Ed Lewis  
7 ANGIE STONE "Wish"  
WOODY ROCK "No"  
ANN NESBY/FAL GREEN "Paper"  
JOE "Woman"  
SIR CHARLES JONES "Lonely"  
LEXI "Without"

**KRNB/Dallas-Ft. Worth, TX \***  
PD: Al Payne  
MD: Rudy "V"  
3 GREG O'QUINN "Storm"  
2 ASHANTI "Foothill"  
PHIL PERRY "Wait"  
WOODY ROCK "No"

**KTXQ/Dallas-Ft. Worth, TX \***  
PD: Garry Leigh  
9 MAXWELL "Woman's"  
7 SADE "Somebody"  
BRIAN MCKNIGHT "Gonna"

**WDMK/Detroit, MI \***  
No Adds

**WYLD/New Orleans, LA \***  
OM/PD: Marvin Hankston  
APD/MD: Aaron "A.J." Appleber  
No Adds

**WMDK/Detroit, MI \***  
PD: Janet G.  
APD: Onell Stevens  
MD: Sheila Little  
No Adds

**WUKS/Fayetteville, NC \***  
PD: Rod Cruise  
APD: Garrett Davis  
MD: Calvin Pee  
No Adds

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
WOODY ROCK "No"

**WOMG/Greensboro, NC \***  
PD: Alvin Stowe  
23 ANN NESBY/FAL GREEN "Paper"  
OLETA ADAMS "Love"  
ANGIE STONE "Wish"  
BEBE WINANS "Know"

**KMJQ/Houston-Galveston, TX \***  
PD: Carl Conner  
MD: Sam Choice  
No Adds

**WTLC/Indianapolis, IN \***  
DM/PD: Brian Wallace  
MD: Garth Adams  
BRIAN MCKNIGHT "Gonna"

**WKXI/Jackson, MS \***  
PD/MD: Stan Branson  
LEXI "Without"  
PHIL PERRY "Wait"

**WSDL/Jacksonville, FL \***  
APD/MD: K.J.  
No Adds

**KOKY/Little Rock, AR \***  
PD: Mark Dylan  
MD: Jamal Quarles  
LEXI "Without"

**KHHT/Los Angeles, CA \***  
PD: Michelle Santososso  
No Adds

**KJLH/Los Angeles, CA \***  
PD/MD: Cliff Winston  
WOODY ROCK "No"

**WRBV/Macon, GA**  
PD/MD: Lisa Charles  
ANN NESBY/FAL GREEN "Paper"  
JOE "Missing"  
LEXI "Without"  
SIR CHARLES JONES "Lonely"  
REMY SHAND "Message"

**KJMS/Memphis, TN \***  
PD: Nate Bell  
MD: Eileen Nathaniel  
MUSIQ "Crazy"

**WHQT/Miami, FL \***  
PD: Derrick Brown  
APD/MD: Karen Vaughn  
No Adds

**WDLT/Mobile, AL \***  
PD: Ron Anthony  
MD: Kathy Barlow  
LATHUN "Fortunate"  
REMY SHAND "Message"

**WYBC/New Haven, CT \***  
GM: Wayne Schmidt  
PD: Juan Castillo  
APD: Steven Richardson  
MD: Doc P.  
LEXI "Without"

**WMMJ/Washington, DC \***  
VP/Prog./PD: Kathy Brown  
MD: Mike Chase  
AMO: James Pair  
13 ANN NESBY/FAL GREEN "Paper"

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
WOODY ROCK "No"

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
WOODY ROCK "No"

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
WOODY ROCK "No"

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
WOODY ROCK "No"

**WRKS/New York, NY \***  
PD: Toya Beasley  
MD: Julie Gustines  
No Adds

**WSVY/Norfolk, VA \***  
PD/MD: Michael Mauzone  
WOODY ROCK "No"

**WVKL/Norfolk, VA \***  
PD: DC  
MD: Sunny Andre  
No Adds

**WCFB/Orlando, FL \***  
PD: Steve Holbrook  
MD: Joe Davis  
14 ANN NESBY/FAL GREEN "Paper"  
1 REMY SHAND "Message"  
ANGIE STONE "Wish"

**WOAS/Philadelphia, PA \***  
Sh. Mgr./PD: Joe Tamburo  
MD: Joann Gamble  
No Adds

**WFXC/Raleigh-Durham, NC \***  
DM/PD: Cy Young  
APD/MD: Jodi Berry  
BRIAN MCKNIGHT "Gonna"

**WKJS/Richmond, VA \***  
PD/MD: Kevin Kofax  
No Adds

**KMJM/St. Louis, MO \***  
DM/PD: Chuck Atkins  
MD: Brian Anthony  
No Adds

**WIMX/Toledo, OH \***  
PD: Rocky Love  
MD: Denise Brooks  
38 GLENN LEWIS "Forget"  
34 ALICIA KEYS "Worth"  
37 ANN NESBY/FAL GREEN "Paper"  
35 USHER "Bad"  
33 TEMPTATIONS "Four"  
32 ISLEY BROTHERS "Secret"  
30 LUTHER VANDROSS "Rather"  
21 MAXWELL "Lifetime"  
20 MICHAEL JACKSON "Butterflies"  
19 GERALD LEVERT "Makes"  
18 EONEY JAMES "Inside"  
17 JOE "Home"  
16 AALIYAH "Care"  
16 ANGIE STONE "Brotha"  
15 GINUWINE "Difference"  
15 BRIAN MCKNIGHT "Gonna"  
15 TONY TERRY "Stop"  
15 JILL SCOTT "Way"  
14 MUSIQ "Crazy"  
13 SIR CHARLES JONES "Lonely"  
13 GERALD LEVERT "Made"  
13 BABYFACE "What"  
13 JILL SCOTT "Loves"  
12 BRIAN MCKNIGHT "Life"  
12 MAXWELL "Woman's"  
8 MARY J. BLIGE "Family"  
1 ANGIE STONE "Wish"

**WHUR/Washington, DC \***  
PD/MD: David A. Dickinson  
No Adds

**WYLD/New Orleans, LA \***  
OM/PD: Marvin Hankston  
APD/MD: Aaron "A.J." Appleber  
No Adds

**WDLT/Mobile, AL \***  
PD: Ron Anthony  
MD: Kathy Barlow  
LATHUN "Fortunate"  
REMY SHAND "Message"

**WYBC/New Haven, CT \***  
GM: Wayne Schmidt  
PD: Juan Castillo  
APD: Steven Richardson  
MD: Doc P.  
LEXI "Without"

**WMMJ/Washington, DC \***  
VP/Prog./PD: Kathy Brown  
MD: Mike Chase  
AMO: James Pair  
13 ANN NESBY/FAL GREEN "Paper"

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
WOODY ROCK "No"

**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
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**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
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**WFLM/Ft. Pierce, FL \***  
PD/MD: Michael James  
3 MARY J. BLIGE "Rany"  
LEXI "Without"  
MUSIQ "Crazy"  
WOODY ROCK "No"

**MARKET #1**

**WRKS/New York**  
Emmis  
(212) 242-9870  
Beasley/Gustines  
12+ Cum: 1,593,200

**Kiss 98.7**

PLAYS	3W	TW	ARTIST/TITLE	GI (000)
26	29	27	GLENN LEWIS/Don't You Forget It	28681
14	27	27	FAITH EVANS/I Love You	26703
7	27	27	MICHAEL JACKSON/Butterflies	26703
30	26	26	LUTHER VANDROSS/Take You Out	25714
23	26	26	JAH-EM/Anything	25714
30	24	24	BRIAN MCKNIGHT/Love Of My Life	23736
31	24	24	R KELLY/The World's Greatest	22747
29	23	23	MICHAEL JACKSON/You Rock My World	22747
28	23	23	GERALD LEVERT/Made To Love Ya	22747
8	23	23	ANGIE STONE/Wish I Didn't	22747
18	19	19	MAXWELL/This Woman's Work	18791
24	17	17	GINUWINE/Differences	18613
15	16	16	MISSY ELLIOTT/Take Away	15824
7	14	14	KEKE WYATT/Nothing In This	13846
18	14	14	MAXWELL/Lifetime	13846
18	13	13	ANGIE STONE/Brotha	12857
12	12	12	BABYFACE/What If	11868
15	11	11	INDIA ARIE/Strength, Courage...	10879
11	10	10	LUTHER VANDROSS/Grown Things	8901
11	9	9	INDIA ARIE/Butterfly	8901
9	8	8	JILL SCOTT/He Loves Me	7912
8	8	8	ALICIA KEYS/A Woman's Worth	7912
14	8	8	MARY J. BLIGE/Family Affair	7912
5	8	8	ANN NESBY/FAL GREEN/Put It On Paper	7912
7	6	6	MUSIQ/Just Friends (Sunny)	5934
4	6	6	ALICIA KEYS/Fallin'	5934
14	6	6	MARY J. BLIGE/No More Drama	5934
5	5	5	LUTHER VANDROSS/I'd Rather	4945
8	5	5	NEXT/Miley	4945
6	5	5	JILL SCOTT/A Long Walk	4945

**MARKET #2**

**KHHT/Los Angeles**  
Clear Channel  
(818) 845-1027  
Santososso  
12+ Cum: N/A

**HOT 93**

PLAYS	3W	TW	ARTIST/TITLE	GI (000)
40	36	36	FAITH EVANS/I Love You	0
37	34	34	AALIYAH/Rock The Boat	0
35	34	34	JILL SCOTT/The Way	0
34	32	32	GINUWINE/Differences	0
33	31	31	MAXWELL/Lifetime	0
36	30	30	USHER/U Got It Bad	0
27	28	28	MICHAEL JACKSON/Butterflies	0
19	22	22	ALICIA KEYS/A Woman's Worth	0
18	20	20	ALICIA KEYS/Duje	0
14	18	18	JANET/Ali For You	0
18	18	18	MARY J. BLIGE/Family Affair	0
21	18	18	CASE/Missing You	0
15	17	17	ISLEY BROS./R. ISLEY/Contagious	0
14	16	16	ALICIA KEYS/Fallin'	0
13	15	15	MAXWELL/This Woman's Work	0
10	13	13	ANGIE STONE/Wish I Didn't	0
7	11	11	TONI BRAXTON/He Wasn't Man...	0
9	11	11	USHER/U Remind Me	0
8	9	9	JON B/Don't Talk	0
13	9	9	JAGGED EDGE/Let's Get Married	0
7	7	7	112/Peaches & Cream	0
1	6	6	SADE/Lovers Rock	0
4	4	4	K-Ci & JOJO/Crazy	0
5	4	4	SHAGGY/Angel	0
3	4	4	ALI WAH/Why Agan	0
4	4	4	JANET/What I Really	0
5	4	4	YOLANDA ADAMS/Open My Heart	0
6	4	4	GLENN LEWIS/Don't You Forget It	0
1	3	3	DESTINY'S CHILD/Independent Women...	0

**MARKET #2**

**KJLH/Los Angeles**  
Taxi  
(310) 330-5550  
Winston  
12+ Cum: 421,400

**KJLH 702.5FM**

PLAYS	3W	TW	ARTIST/TITLE	GI (000)
29	27	27	MAXWELL/Lifetime	7749
16	27	27	PHOENIX JONES/Cry Together	7749
8	27	27	INDIA ARIE/Strength, Courage...	7749
28	27	27	KIM WATERS/Love Don't Love	6888
23	24	24	LUTHER VANDROSS/Take You Out	6888
14	24	24	INDIA ARIE/Video	6888
18	22	22	ALICIA KEYS/A Woman's Worth	6314
14	17	17	MAXWELL/This Woman's Work	4879
10	15	15	DONNIE MCCURKIN/We Fall Down	4305
18	15	15	KIRK FRANKLIN/911	4305
17	14	14	BRIAN MCKNIGHT/What's It Gonna Be	4018
5	13	13	JOE/What If A Woman	3731
17	13	13	USHER/U Got It Bad	3731
3	12	12	KEKE WYATT/Nothing In This	3444
11	11	11	ANN NESBY/FAL GREEN/Put It On Paper	3157
10	11	11	FAITH EVANS/I Love You	3157
12	10	10	LUTHER VANDROSS/I'd Rather	2870
7	8	8	R KELLY/I Wish	2296
7	8	8	CASE/Missing You	2009
26	7	7	GINUWINE/Differences	2009
8	7	7	SOMMI/R.S.L.E.S NUBIANS/Menage A Trois	2009
16	7	7	MUSIQ/Love	2009
5	6	6	SADE/Somebody Already...	1722
27	6	6	MICHAEL JACKSON/Butterflies	1722
11	6	6	ALI WAH/Rock The Boat	1722
6	6	6	GERALD LEVERT/What Makes It...	1722
4	6	6	LATHUN/Fortunate	1722
5	6	6	DAVE HOLLISTER/Take Care Of Home	1722
8	6	6	REMY SHAND/Take A Message	1722

**MARKET #3**

**WVAC/Chicago**  
Clear Channel  
(312) 360-9000  
Smith/Rivera  
12+ Cum: 585,700

**V-103**

PLAYS	3W	TW	ARTIST/TITLE	GI (000)
33	32	32	MAXWELL/Lifetime	15712
30	31	31	ANN NESBY/FAL GREEN/Put It On Paper	15221
27	28	28	JILL SCOTT/He Loves Me	13748
26	27	27	JILL SCOTT/A Long Walk	13257
28	26	26	MICHAEL JACKSON/Butterflies	12766
27	26	26	LUTHER VANDROSS/I'd Rather	12766
23	24	24	LUTHER VANDROSS/Take You Out	11784
20	22	22	MARY J. BLIGE/Family Affair	10802
19	22	22	JILL SCOTT/The Way	10802
23	22	22	YOLANDA ADAMS/The Battle Is Not...	10802
23	20	20	MAXWELL/This Woman's Brotha	9820
21	19	19	MICHAEL JACKSON/Heaven Can Wait	9329
12	18	18	YOLANDA ADAMS/Open My Heart	8838
20	18	18	DONNIE MCCURKIN/We Fall Down	8838
5	12	12	JOE/What If A Woman	5401
11	11	11	KEKE WYATT/Nothing In This	5401
6	11	11	MONTELL JORDAN/You Must Have Been	5401
11	10	10	TYRSE/What Am I Gonna Do	4910
7	9	9	GLENN LEWIS/Don't You Forget It	4419
7	8	8	ANGIE STONE/Brotha	3928
9	7	7	FAITH EVANS/I Love You	3437
2	6	6	BETTY WRIGHT/How Could You...	2946
7	6	6	BRIAN MCKNIGHT/Love Of My Life	2946
5	6	6	MUSIQ/Just Friends (Sunny)	2946
6	6	6	DRAMATICS/Looks Like Rain	2946
2	6	6	BILAL/Soul Sista	2946
6	6	6	ANGIE STONE/Wish I Didn't	2946
7	5	5	R KELLY/The World's Greatest	2455
7	5	5	ALICIA KEYS/A Woman's Worth	2455
3	5	5	CHARLIE WILSON/Without You	2455

**MARKET #5**

**KRNB/Dallas-Ft. Worth**  
Service  
(972) 263-9911  
Payne/V  
12+ Cum: 176,900

**105.7**

PLAYS	3W	TW	ARTIST/TITLE	GI (000)
39	39	39	BONEY JAMES/Something Inside	4095
36	39	39	ANN NESBY/FAL GREEN/Put It On Paper	4095
36	38	38	ALICIA KEYS/A Woman's Worth	3990
34	36	36	MICHAEL JACKSON/Butterflies	3780
38	34	34	JILL SCOTT/He Loves Me	3570
33	33	33	MAXWELL/Lifetime	3465
35	33	33	GLENN LEWIS/Don't You Forget It	3465
29	32	32	ISLEY BROTHERS/Secret Lover	3360
28	32	32	MAXWELL/This Woman's Work	3360
32	32	32	KEKE WYATT/Nothing In This...	3360
31	31	31	ANGIE STONE/Brotha	3255
27	31	31	REMY SHAND/Take A Message	3255
15	31	31	GERALD LEVERT/What Makes It...	3255
24	31	31	LUTHER VANDROSS/I'd Rather	3255
14	25	25	SHARISSA/Any Other Night	2625
37	20	20	JOE/Let's Stay Home...	2100
14	19	19	MUSIQ/Just Friends (Sunny)	1995
36	19	19	USHER/U Got It Bad	1995
25	18	18	MONTELL JORDAN/You Must Have Been	1890
12	17	17	LATHUN/Fortunate	1785
14	16	16	JAH-EM/Anything	1680
13	16	16	GINUWINE/Differences	1680
15	15	15	MARY J. BLIGE/No More Drama	1575
16	15	15	USHER/U Don't Have To Call	1575
15	15	15	FAITH EVANS/I Love You	1575
13	14	14	R KELLY/The World's Greatest	1470
16	13	13	KIRK FRANKLIN/911	1365

## ON THE RECORD

WITH  
**Michael Long**  
OM/MD, WZHT (Hot 105.7)/  
Montgomery, AL



Hot 105.7 has been the No. 1 radio station in Montgomery since '96 and has the fifth most-powerful radio signal in the USA. As far as our playlist is concerned, where it once was 70 records long, it has been narrowed down to about 40 songs that are in current rotation. \* In heavy rotation we have artists like Brandy, Michael Jackson, Jennifer Lopez, Faith Evans, Glenn Lewis, Usher and Alicia Keys, just to name a few. There is also a new group out of Atlanta called T.C.P., formerly known as The Crowd Pleasers, who are really hot. In our area their song "I Got a Girl" is really popular in the clubs. This single has somewhat of a country rap-twang feel, and it's off the chain down here. Beanie Sigel's "Roc the Mic," featuring Freeway, is hot for us. \* For us to put a song out of the box into heavy rotation, the artist would have to be a major one. If the artist isn't major, the song would have to be incredible. As far as research is concerned, I normally put together my own type of research that consists of R&R, Mediabase and other statistically informative resources. \* Locally, there are many artists who are vying to get that radio slot, so we have a show on Saturdays called *Home Grown*, which gives artists a chance to get their songs aired. Hot 105.7 doesn't care where you're from, who you are or where your song was produced — we care about the song.

The first lady of Murder Inc. leaps six spaces, increasing by 416 plays to land at No. 11\*. **Ashanti's** "Foolish" (Murder Inc./Def Jam/IDJMG) is knocking on the door of the top 10. How far into that prestigious category will the singer find herself next week? ... While Bad Boy/Arista artist **P. Diddy** debuts at No. 45\* with "I Need a Girl," Epic's **Jennifer Lopez**, with "Ain't It Funny," remains at No. 6, gaining 121 plays. (Hmmm, are they communicating with one another through their songs?) ... Koch's **Ying Yang Twins** debut at No. 48\* with "Say I Yi Yi," and L.A. Confidential/Elektra/EEG's **Knoc-Turn'al** introduces himself to the top 50 with "Knoc," which sneaks in at No. 50\* ... The Jive balladeer known as **Joe** gives us something to think about with his "What If a Woman," which debuts at No. 38\* on the Urban chart and at No. 26\* Urban AC ... She praised her boo (and all African-American boos) in her hit single "Brotha," and now J Records recording artist **Angie Stone** is missing him in the second single from her *Mahogany Soul* joint, "Wish I Didn't Miss You," which appears at No. 28\* ... Motown's newest artist, **Lathun**, debuts at No. 30\* with the title track from his forthcoming *Fortunate* CD ... Gaining a remarkable 142 plays is Epic artist **Glenn Lewis**, pushing "Don't You Forget It" No. 5-No. 2\*.

— Tanya O'Quinn, Assistant Editor



## P H U N D A M E N T A L L Y phat

ARTIST: Randy Crawford

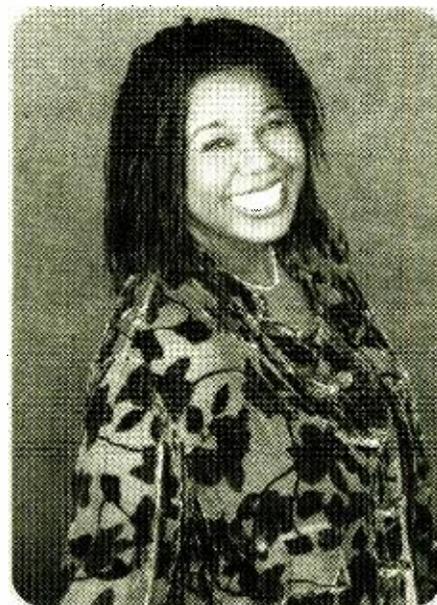
LABEL: Warner Bros.

By TANYA O'QUINN / ASSISTANT EDITOR

I want something permanent, like the stars in the sky/Permanent, like the mountain high/Permanent, as time goes by/I want something I can count on," sings Warner Bros. recording artist **Randy Crawford** in the title track of her latest project. It seems that the never-ending status of the love she desires also applies to her own musical appeal. For nearly 26 years Crawford has graced a number of high-profile projects including the *Lethal Weapon* and *Jackie Brown* soundtracks. She performed live before the Pope; shared top billing on the jazz festival circuit with the likes of Ray Charles, Al Jarreau and Joe Sample; and has donated her musical talents to benefit concerts for the United Nations and the South Africa government. This vocalist seems to be the epitome of permanence.

Crawford grew up in Cincinnati, and her church was the first audience to witness the distinctive styling of this great talent. For six years, between the ages of 15-21, the gifted songstress performed in various clubs throughout the Midwest and overseas. Quincy Jones, Cannonball Adderley and George Benson are just a few of the megastars who shared the stage and studio with the promising singer. Obviously, her promise has been fulfilled, and the term "singer" doesn't do justice to someone whose voice is well-equipped to carry a note sans instrumentation. Crawford has become one of the music industry's most successful, innovative and creative artists in jazz, soul and pop music.

Her album *Everything Must Change* led to many more releases, which would make this vocally comforting, musically complementing artist a household name. The hit single "Street Life" introduced me to her. Then came her collaboration with The Crusaders, "One Day I'll Fly Away," from the *Now We May Begin* CD.



Randy Crawford

A year later came the intensely passionate *Secret Combination*, and in 1983, two years later, she released *Nightline*. Her 1986 CD, *Abstract Emotions*, took her on a tour of Europe, Asia, Africa, Australia and North America.

Recorded in London, *Permanent* includes the Bacharach/David classic "Alfie." Riding the waves of each note, Crawford's voice gently transports the listener on a musically comforting blanket of sentiment. Burt Bacharach also contributes a new composition, "Tell It to Your Heart," to the CD. Crawford's unique vocal styling adds warmth and tenderness to a sentimental song about the inclusion of the heart in mental decisions.

Who would've thought that the 1976 release of *Everything Must Change* would lead to the 2000 release of *Permanent*? In the words of balladeer, crooner, master of love songs Luther Vandross, "Anyone who had a heart," that's who. Anyone who could relax his or her mind enough to allow his or her spirit to feel the sound of the musical notes that Crawford resonates could've foreseen her presence still dominating the music scene far beyond the year 2000.



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# R&R Urban AC Top 30

Powered By



March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MICHAEL JACKSON Butterflies (Epic)	783	-42	126749	21	35/1
5	2	GLENN LEWIS Don't You Forget It (Epic)	777	+142	125412	18	32/1
3	3	ALICIA KEYS A Woman's Worth (J)	756	-10	101589	23	38/1
2	4	MAXWELL Lifetime (Columbia)	752	-48	119897	35	37/1
6	5	ANN NESBY F/AL GREEN Put It On Paper (Universal)	722	+94	103149	8	22/5
9	6	LUTHER VANDROSS I'd Rather (J)	646	+101	87244	8	38/1
4	7	USHER U Got It Bad (LaFace/Arista)	601	-40	70458	22	33/1
7	8	ANGIE STONE Brotha (J)	577	-34	94375	28	37/1
10	9	MAXWELL This Woman's Work (Columbia)	574	+106	93955	8	39/2
8	10	BONEY JAMES Something Inside (Warner Bros.)	532	-24	62282	22	30/1
14	11	GERALD LEVERT What Makes It Good To You... (EastWest/EEG)	429	+53	51764	8	32/1
13	12	JILL SCOTT He Loves Me (Hidden Beach/Epic)	408	-2	68200	17	25/1
17	13	FAITH EVANS I Love You (Bad Boy/Arista)	405	+60	74293	9	23/0
11	14	GINUWINE Differences (Epic)	396	-62	54659	32	27/1
12	15	JOE Let's Stay Home Tonight (Jive)	364	-55	41704	19	31/1
18	16	JAHEIM Anything (Divine Mill/WB)	347	+6	55996	13	14/0
16	17	KEKE WYATT Nothing In This World (MCA)	341	-21	63882	18	23/0
19	18	BABYFACE I Keep Callin' (Arista)	328	-2	35095	8	24/0
20	19	ISLEY BROTHERS Secret Lover (DreamWorks)	317	-12	38352	18	26/1
22	20	REMY SHAND Take A Message (Motown)	315	+4	40212	6	25/4
23	21	SHARISSA Any Other Night (Motown)	310	0	36682	10	20/1
24	22	BRIAN MCKNIGHT What's It Gonna Be (Motown)	300	+38	34943	2	31/6
21	23	MONTELL JORDAN You Must Have Been (Def Soul/IDJMG)	268	-47	40256	11	20/0
25	24	PROPHET JONES Cry Together (University/Motown)	261	+11	32362	11	18/0
27	25	SADE Somebody Already Broke My... (Epic)	209	+3	24382	4	20/1
Debut	26	JOE What If A Woman (Jive)	202	+105	32554	1	20/0
30	27	R. KELLY The World's Greatest (Interscope/Jive)	190	-1	55757	4	8/0
Debut	28	ANGIE STONE Wish I Didn't Miss You (J)	168	+104	39755	1	22/3
28	29	KIRK FRANKLIN 911 (Gospo Centric/Jive)	168	-37	18621	9	15/0
Debut	30	LATHUN Fortunate (Motown)	158	+34	14260	1	15/1

39 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the a play week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**PHIL PERRY** I Can't Wait (Til Morning...) (Peak)  
Total Plays: 119, Total Stations: 14, Adds: 3

**PUFF ENDZ** Someone To Love You (Epic)  
Total Plays: 113, Total Stations: 11, Adds: 0

**GINUWINE** Tribute To A Woman (Epic)  
Total Plays: 89, Total Stations: 6, Adds: 0

**BEBE WINANS** Do You Know Him (Motown)  
Total Plays: 88, Total Stations: 12, Adds: 1

**COOLY'S HOT BOX** Make Me Happy (Higher octave)  
Total Plays: 79, Total Stations: 7, Adds: 0

**CHEROKEE** I Swear (Arista)  
Total Plays: 75, Total Stations: 5, Adds: 0

**TONY TERRY** I Don't Wanna Stop (Golden Boy)  
Total Plays: 74, Total Stations: 8, Adds: 1

**MUSIQ** Half Crazy (Def Soul/IDJMG)  
Total Plays: 72, Total Stations: 4, Adds: 3

**OLETA ADAMS** All The Love (Pioneer Music Group)  
Total Plays: 71, Total Stations: 10, Adds: 1

**WALTER BEASLEY** Things I Do For Love (Shanachie)  
Total Plays: 68, Total Stations: 10, Adds: 0

Songs ranked by total plays

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BRIAN MCKNIGHT What's It Gonna Be (Motown)	6
ANN NESBY F/AL GREEN Put It On Paper (Universal)	5
REMY SHAND Take A Message (Motown)	4
LEXI Without You (Real Deal)	4
ROCK, WOODY No Matter What (Gospo Centric/Jive)	4
ANGIE STONE Wish I Didn't Miss You (J)	3
PHIL PERRY I Can't Wait (Til Morning...) (Peak)	3
MUSIQ Half Crazy (Def Soul/IDJMG)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GLENN LEWIS Don't You Forget It (Epic)	+142
MAXWELL This Woman's Work (Columbia)	+106
JOE What If A Woman (Jive)	+105
ANGIE STONE Wish I Didn't Miss You (J)	+104
LUTHER VANDROSS I'd Rather (J)	+101
ANN NESBY F/AL GREEN Put It On Paper (Universal)	+94
FAITH EVANS I Love You (Bad Boy/Arista)	+60
RUFF ENDZ Someone To Love You (Epic)	+57
MARY J. BLIGE Family Affair (MCA)	+53
GERALD LEVERT What Makes It Good... (EastWest/EEG)	+53

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LUTHER VANDROSS Take You Out (J)	415
GERALD LEVERT Made To Love Ya (EastWest/EEG)	358
REGINA BELLE Ooh Boy (Peak)	347
JILL SCOTT The Way (Hidden Beach/Epic)	315
BRIAN MCKNIGHT Love Of My Life (Motown)	312
ALICIA KEYS Fallin' (J)	233
YOLANDA ADAMS Open My Heart (Elektra/EEG)	231
BABYFACE What If (Arista)	231
JILL SCOTT A Long Walk (Hidden Beach/Epic)	227
AALIYAH Rock The Boat (BlackGround)	219
DONNIE MCCLURKIN We Fall Down (Verity)	218
JAHEIM Just In Case (Divine Mill/WB)	206
ISLEY BROTHERS F/R. ISLEY Contagious (DreamWorks)	196
MARY J. BLIGE Family Affair (MCA)	195
MUSIQ Love (Def Soul/IDJMG)	189
INDIA.ARIE Video (Motown)	172
MICHAEL JACKSON You Rock My World (Epic)	157
LUTHER VANDROSS Can Heaven Wait (J)	144
INDIA.ARIE Brown Skin (Motown)	143
SUNSHINE ANDERSON Heard It All... (Soulife/Atlantic)	131

# Tina Moore

*Time Will Tell*

**Time Will Tell**  
the new single and album  
from Tina Moore on MusicMind Records

Produced by Big Dog Productions | Executive Producers: Anthony Ferguson & Gregory Miller  
musicmindrecords.com | ©2002 MusicMind Records

**Contact:**  
Jesus Garber  
323-469-1504

**Stations playing:**

KJLH	WHUR
KOKY	WDLT
WMGL	WFLM
WKXI	WRBV
WL VH	WAGH
WMCS	

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**LON HELTON**  
lhelton@rronline.com

# CRS 33 In Pictures

**C**RS 33 brought together more than 2,100 radio and record professionals last week for educational sessions and dozens of musical interludes showcasing the format's stars and new acts. Among the surprises was Chubby Checker being invited onstage during Toby Keith's performance at the New Faces Show and ZZ Top singing with a number of RLG artists at the label's Boat Show. Here's a look at what was happening in Nashville during one of Country radio's biggest weeks.



**HOW DO YOU LIKE USRN NOW?**

Dreamworks artist Toby Keith kicked off CRS 33 as headliner of Wednesday night's Super Faces Show, sponsored by United Stations Radio Networks and the Academy of Country Music. Launching Keith's set was a new video that will also open his concerts and is an absolute must-see. Pictured in the green room before the performance are (l-r) CRB President Ed Salamon, USRN VP/Affiliate Relations Rob Pierce, USRN *Crook & Chase Countdown* co-host Charlie Chase, Keith, C&CC co-host Lorianne Crook and USRN President/CEO Nick Verbitsky and Exec. VP/Programming Andy Dene-mark. Also on hand but not pictured were ACM Exec. Director Fran Boyd, President Jack Lameier and Chairman Bob Romeo.



**HARD ROCKERS**

ZZ Top served as the house band for the RCA Label Group's annual cruise on the *General Jackson* riverboat. The show featured acts from the RCA, BNA and Arista rosters having the time of their lives belting out ZZ Top songs. Pictured at a post-cruise party at the Hard Rock Cafe are (l-r) Kenny Chesney, Phil Vassar (in back), ZZ Top's Dusty Hill, Lonestar's Keech Rainwater, ZZ Top's Billy Gibbons, RLG Chairman Joe Galante, ZZ Top's Frank Beard, artist Tracy Byrd and Andy Griggs and RLG Executive VP Butch Waugh.



**BIG DOIN'S AT BUNNY CENTRAL**

Warner Bros./Nashville entertained a couple of hundred PDs and MDs Tuesday night of CRS week. Elizabeth Cook sang for the radio guests at Javelina Studio before the group crossed 16th Avenue for dinner at the label's building. Following dessert, Blake Shelton was presented with a plaque honoring him as New Artist of the Year, as voted in R&R's annual Readers' Poll. The night was capped by a performance from WB's new band Sixwire. Celebrating are label President Jim Ed Norman (front row, third from l) and VP/Promotion Jack Purcell (back row, second from r), seen here surrounded by their artist roster.



**MOBILE MARTIN**

Epic/Nashville introduced Brad Martin to Country radio programmers from around the nation and to Music Row denizens via a mobile billboard during CRS 33. In front of the rolling ad promoting Martin's current single are (l-r) Epic/Nashville Director/National Promotion Rick Hughes; Martin's manager, Joe Carter; Sony/Nashville Sr. VP/GM Mike Kraski; Epic/Nashville VP/Promotion Rob Dalton; Martin; and Sony/Nashville President Allen Butler and Promotion Coordinator Mary Befera.



**CAPITOL PERFORMANCE**

Capitol/Nashville was one of several labels showcasing its artists for Clear Channel executives. Pictured following the show at Hilton Suites are (l-r) Clear Channel's Gary Krantz; Capitol/Nashville Exec. VP Bill Catino; Clear Channel's Alan Sledge; artists Cyndi Thomson, Trace Adkins and Keith Urban; and Capitol/Nashville President/CEO Mike Dungan.



**MERCURY RISING**

Mercury/Nashville took advantage of CRS week to entertain Clear Channel programmers with several new acts, including Steve Azar, David Nail, James Otto and Anthony Smith. Pictured in the back row are (l-r) Mercury's Haley McLemore, Smith, Otto, Mercury's Diana Klein and Chad Schultz, Nail, Mercury's John Ettinger and Pat Surnegie and Azar. In the front row are (l-r) Mercury's Rocco Cosco, Joe Putnam, John Zarlino and Michael Powers.



**UNIVERSAL JOINT**

With new label Universal South on the verge of releasing its first music to radio, CRS provided a chance for the new promotion team to get acquainted with the label's artist roster. Among the artists attending the gathering at Universal South exec Tony Brown's house were Joe Nichols, Holly Lamar, Dean Miller and members of the group Bering Strait. Pictured in the back row are (l-r) Universal South's Denise Roberts; Republic recording artist Pat Green; Lamar; Nichols; Universal South's Angela Borchetta, Bryan Switzer and Tony Benken; Miller; and Universal South's Jake LaGrone and Laurie Gore. In the front row (l-r) are Universal South's Kevin Erickson and Bering Strait's Sasha Ostrovsky, Lydia Salnikova and Sergei Olkhovsky.



**PLATINUM DEBUT**

While treating CRS attendees to a special screening of the new Mel Gibson movie *We Were Soldiers*, Columbia/Nashville also screened the video for Montgomery Gentry's new single, "Didn't I." The track is from the Sony Soundtrax album *Music From and Inspired by We Were Soldiers*. On top of that, Montgomery Gentry also received Platinum plaques for their debut album, *Tattoos & Scars*. Pictured are (l-r) Columbia/Nashville VP/National Promotion Ted Wagner, Troy Gentry, Eddie Montgomery and Sony/Nashville President Allen Butler.



**DREAM TEAM**

DreamWorks recording artist Darryl Worley received a warm reception when he debuted his new single, "I Miss My Friend," at the New Faces Show. Worley took a moment backstage to visit with his management team — International Artist Management's Ted Hacker and Anita Hogan — and some guy from the label. Pictured are (l-r) Hogan, DreamWorks/Nashville Sr. VP/Promotion & Artist Development Scott Borchetta, Worley and Hacker.



**MONUMENTAL SHOW**

Sony/Nashville President Allen Butler (r) presented Monument artists Jeffrey Steele, Michael Peterson and new group Little Big Town to Clear Channel staffers at a lunch break during the broadcast company's meetings. Among those pictured in the front row are Premiere Radio Networks' Gary Krantz (l), CC/Phoenix OM Alan Sledge (third from l) and Sony/Nashville President Allen Butler (r). Included in the back row are Sony/Nashville VP/Promotion Larry Pareigis (fourth from l), WWYZ/Hartford PD Jay McCarthy (second from l) and WSIX/Nashville PD Mike Moore (l).



**MCA MOMENTUM**

With CRS in full swing, MCA/Nashville hosted an intimate gathering at the Country Music Hall of Fame's Ford Theater to bring radio personnel together with the label's artists and staff members. The event included an informal "guitar pull" featuring Gary Allan, Shannon Lawson, Sons Of The Desert and Rebecca Lynn Howard. Following the artist introductions, Allan was surprised with a Platinum plaque for his album *Smoke Rings in the Dark*. Pictured are (l-r) Sons Of The Desert's Tim Womack, MCA/Nashville's Charlie Dean and Mark Wright, Sons Of The Desert's Drew Womack, Howard, Alan, MCA's Royce Risser, Lawson and MCA's Bruce Hinton, Bill Macky, Jennifer Thorpe and Dave Weigand.



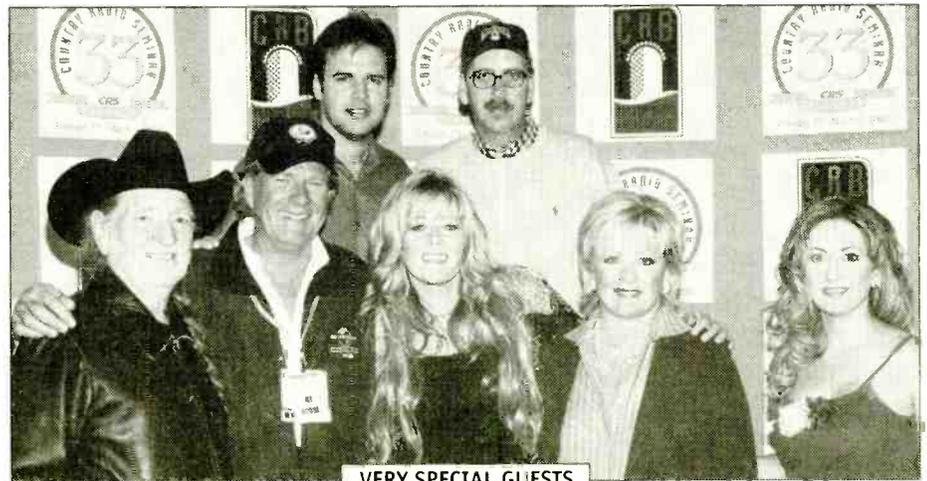
**BEAUTIFUL NO. 1**

Steve Holy and Curb Records got an early start on CRS when ASCAP hosted a party celebrating the success of Holy's five-week No. 1 single "Good Morning Beautiful." Pictured at the party are (l-r) songwriter Zack Lyle, Holy, songwriter Todd Cerney and ASCAP's Mike Doyle.



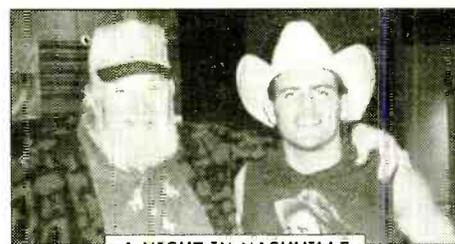
**ALBUM PREVIEW**

SHedAISY set up shop at Oceanway Studios on Music Row to give Country radio a sneak preview of their upcoming lyric street album. They added to the excitement by providing acoustic performances of several new songs. Pictured are (l-r) KEEY Minneapolis PD Gregg Swedberg, SHedAISY's Kelsi Osborn, KKAT/Salt Lake City PD Eddie Haskell, SHedAISY's Cassidy Osborn and Kristyn Osborn, WJBE/Cincinnati PD Tim Closson and Lyric Street's Kevin Herring.



**VERY SPECIAL GUESTS**

Mercury and sister label Lost Highway teamed with ASCAP for a luncheon concert that was one of the week's musical highlights. Mercury's Jamie O'Neal turned in an energetic eight-song set that included a guest appearance from labelmate Mark Wills on the duet "I'm Not Gonna Do Anything Without You." Lee Ann Womack made a guest appearance with Willie Nelson when he performed his current Lost Highway single, "Mendocino County Line." Pictured backstage in the front row are (l-r) Nelson, Mercury's Luke Lewis, O'Neal, ASCAP's Connie Bradley and Womack. In the back row are (l-r) Wills and ASCAP's Herky Williams.



**A NIGHT IN NASHVILLE**

Audium Records hosted a party at the new Country Music Hall of Fame and Museum to allow programmers a chance to spend time with the label's acts, including Rhett Akins (r) and Charlie Daniels. Akins' first project for the label, *Friday Night in Dixie*, will be released on March 26. He and Daniels co-wrote the title track.



**REPUBLIC OF TEXAS**

Republic Records and flagship country artist Pat Green won friends during their first visit to CRS. The video for Green's new single, "Three Days," was premiered during the New Faces Show. Making the rounds are (l-r) Universal Records President Monte Lipman, Green and Universal Records GM Avery Lipman.



**SALUTE TO THE CMA'S WOMEN**

Once again the CMA's Saturday lunch show was filled with surprises during its salute to the Female Vocalists of the Year. Travis TV provided a video excursion through more than 30 years of pictures and acceptance speeches, and past winners Lynn Anderson, Tanya Tucker, Trisha Yearwood and Martina McBride made surprise appearances. The ladies teamed for a rousing finale of "Stand by Your Man" in tribute to Tammy Wynette. Gathered after the show are (l-r) WQYK & WRBQ/Tampa OM and CMA Radio Committee member Eric Logan, who hosted the show; Anderson; Tucker; Yearwood; McBride; and CMA Assoc. Exec. Director Tammy Genovese and Exec. Director Ed Benson.

# R&R Country Top 50

March 8, 2002



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	TIM MCGRAW The Cowboy In Me (Curb)	16238	+876	5762	+298	14	153/0
2	2	BROOKS & DUNN Long Goodbye (Arista)	15051	+174	5583	+153	18	153/0
3	3	JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb)	14653	-155	5464	-89	25	152/0
4	4	MARTINA MCBRIDE Blessed (RCA)	14575	+311	5368	+171	17	153/0
8	5	CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	13365	+1475	4958	+499	22	153/1
7	6	KENNY CHESNEY Young (BNA)	12990	+966	4749	+342	11	152/0
6	7	STEVE HOLY Good Morning Beautiful (Curb)	12921	-477	4649	-175	31	153/0
9	8	DIXIE CHICKS Some Days You Gotta Dance (Monument)	11919	+889	4511	+274	22	147/1
11	9	TOBY KEITH My List (DreamWorks)	11607	+1339	4131	+483	9	153/0
10	10	RASCAL FLATTS I'm Movin' On (Lyric Street)	11378	+851	4154	+311	21	150/0
12	11	PHIL VASSAR That's When I Love You (Arista)	10182	+858	3736	+302	18	148/0
13	12	TOMMY SHANE STEINER What If She's An Angel (RCA)	9644	+483	3591	+214	11	148/0
15	13	TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	8197	+931	3007	+303	9	147/3
17	14	GARTH BROOKS & TRISHA YEARWOOD Squeeze Me In (Capitol)	7658	+1067	2869	+402	7	145/3
22	15	ALAN JACKSON Drive (For Daddy Gene) (Arista)	7564	+2144	2693	+752	7	143/5
18	16	EMERSON DRIVE I Should Be Sleeping (DreamWorks)	7110	+528	2716	+245	15	146/0
19	17	STEVE AZAR I Don't Have To Be (Till...) (Mercury)	6559	+912	2621	+329	21	136/3
20	18	CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	6294	+722	2487	+308	11	142/2
16	19	BLAKE SHELTON All Over Me (Warner Bros.)	5857	-897	2373	-315	19	144/0
23	20	KEVIN DENNEY That's Just Jessie (Lyric Street)	5747	+494	2146	+171	12	135/1
24	21	TAMMY COCHRAN I Cry (Epic)	5259	+521	2092	+204	14	127/2
21	22	CYNDI THOMSON I Always Liked That Best (Capitol)	5222	-248	2084	-91	17	138/0
25	23	CHELY WRIGHT Jezebel (MCA)	4650	+112	1761	+57	11	116/3
29	24	KELLIE COFFEY When You Lie Next To Me (BNA)	4224	+1074	1677	+383	10	126/6
27	25	TRICK PONY Just What I Do (H2E/WB)	3857	+510	1527	+235	8	115/2
28	26	LONESTAR Not A Day Goes By (BNA)	3749	+491	1484	+157	7	115/9
<b>Breaker</b>	27	GEORGE STRAIT Living And Living Well (MCA)	3616	+1799	1330	+693	4	111/24
30	28	MARK WILLS W/JAMIE O'NEAL I'm Not Gonna... (Mercury)	3144	+168	1294	+28	13	105/0
31	29	MARK MCGUINN She Doesn't Dance (VFR)	2757	+252	1225	+57	13	101/2
32	30	GARY ALLAN The One (MCA)	2708	+441	1157	+182	8	89/4
33	31	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	2593	+465	1061	+180	7	106/9
36	32	W. NELSON/L. A. WOMACK Mendocino... (Lost Highway/Mercury)	2251	+474	753	+193	9	75/8
37	33	SHANNON LAWSON Goodbye On A Bad Day (MCA)	1714	+86	686	+81	5	85/3
38	34	TY HERNDON Heather's Wall (Epic)	1704	+142	715	+52	10	79/0
34	35	REBA MCENTIRE Sweet Music Man (MCA)	1601	-313	632	-101	7	64/2
40	36	TRACE ADKINS Help Me Understand (Capitol)	1422	+287	574	+110	3	79/11
39	37	BRAD MARTIN Before I Knew Better (Epic)	1419	+96	660	+50	5	91/6
41	38	PAT GREEN Three Days (Republic)	1306	+267	463	+105	9	49/1
48	39	BRAD PAISLEY I'm Gonna Miss Her (Arista)	1146	+583	492	+287	2	67/24
46	40	SHEDAISY Get Over Yourself (Lyric Street)	1097	+413	349	+141	2	17/10
44	41	MARK CHESNUTT She Was (Columbia)	1007	+223	362	+78	6	41/5
42	42	SAWYER BROWN Circles (Curb)	981	+89	357	+37	6	47/3
<b>Debut</b>	43	SARA EVANS I Keep Looking (RCA)	909	+708	369	+280	1	43/12
45	44	CLINT BLACK Money Or Love (RCA)	842	+102	297	+56	2	25/0
50	45	DIXIE CHICKS Travelin' Soldier (Monument)	722	+228	145	+39	7	3/0
<b>Debut</b>	46	JAMIE O'NEAL Frantic (Mercury)	628	+437	225	+130	1	13/2
47	47	BRIAN MCCOMAS I Could Never Love You Enough (Lyric Street)	603	+14	299	+18	4	44/1
49	48	ALAN JACKSON/GEORGE STRAIT Designated Drinker (Arista)	521	-41	103	-35	6	9/0
-	49	TRACY LAWRENCE What A Memory (Atlantic/WB)	450	+133	225	+52	2	30/1
-	50	MINDY MCCREADY Maybe, Maybe Not (Capitol)	437	-51	190	-14	6	25/0

153 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining in points or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Breaker status is awarded to songs reported by 60% of the panel for the first time. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
GEORGE STRAIT Living And Living Well (MCA)	24
BRAD PAISLEY I'm Gonna Miss Her (Arista)	24
SARA EVANS I Keep Looking (RCA)	12
LITTLE BIG TOWN Don't Waste My Time (Monument)	12
TRACE ADKINS Help Me Understand (Capitol)	11
SHEDAISY Get Over Yourself (Lyric Street)	10
MONTGOMERY GENTRY Didn't I (Columbia)	10
LONESTAR Not A Day Goes By (BNA)	9
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	9
W. NELSON/L. A. WOMACK Mendocino... (Lost Highway/Mercury)	8

## Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
ALAN JACKSON Drive (For Daddy Gene) (Arista)	+2144
GEORGE STRAIT Living And Living Well (MCA)	+1799
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	+1475
TOBY KEITH My List (DreamWorks)	+1339
KELLIE COFFEY When You Lie Next To Me (BNA)	+1074
G. BROOKS & T. YEARWOOD Squeeze Me In (Capitol)	+1067
KENNY CHESNEY Young (BNA)	+966
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	+931
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	+912
DIXIE CHICKS Some Days You Gotta Dance (Monument)	+889

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALAN JACKSON Drive (For Daddy Gene) (Arista)	+752
GEORGE STRAIT Living And Living Well (MCA)	+693
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	+499
TOBY KEITH My List (DreamWorks)	+483
G. BROOKS & T. YEARWOOD Squeeze Me In (Capitol)	+402
KELLIE COFFEY When You Lie Next To Me (BNA)	+383
KENNY CHESNEY Young (BNA)	+342
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	+329
RASCAL FLATTS I'm Movin' On (Lyric Street)	+311
CAROLYN DAWN JOHNSON I Don't Want... (Arista)	+308

## Breakers

**GEORGE STRAIT**  
Living And Living Well (MCA)  
24 Adds • Moves 35-27

Songs ranked by total plays

# PAT GREEN "Three Days"

ALREADY BREAKING AT:

- |      |      |      |      |                   |      |      |
|------|------|------|------|-------------------|------|------|
| KZLA | KPLX | KSCS | KIKK | KILT              | WRBQ | KWJJ |
| KBEQ | KAJA | KUBL | KASE | WKDF              | WSM  | WSIX |
| WIRK | WGKX | WWYZ | WBEE | ...and many more! |      |      |



OVER 100,000 SOLD

Thanks to all CRS Attendees!

R&R/Mediabase 41-38  
Billboard/Monitor 46\* - 43\*

New This Week At  
**WQMX**



3/11: Video World Premiere on CMT

3/23: CMT's "On The Verge"

Now appearing on Miller Lite's National TV Campaign

March 8, 2002

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

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	TIM MCGRAW The Cowboy In Me (Curb)	1348	+21	49749	15	36/0
2	2	BROOKS & DUNN Long Goodbye (Arista)	1324	+16	48524	19	36/0
3	3	MARTINA MCBRIDE Blessed (RCA)	1317	+10	48500	18	36/0
5	4	CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	1246	+56	46377	24	36/0
6	5	KENNY CHESNEY Young (BNA)	1194	+84	44150	10	36/0
7	6	DIXIE CHICKS Some Days You Gotta Dance (Monument)	1151	+70	43308	21	35/0
4	7	JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb)	1116	-98	41103	25	31/0
9	8	TOBY KEITH My List (DreamWorks)	1104	+65	40875	9	36/0
11	9	RASCAL FLATTS I'm Movin' On (Lyric Street)	1080	+102	40406	23	36/1
12	10	PHIL VASSAR That's When I Love You (Arista)	1032	+74	38043	20	36/0
13	11	TOMMY SHANE STEINER What If She's An Angel (RCA)	1026	+74	37765	10	36/0
8	12	STEVE HOLY Good Morning Beautiful (Curb)	876	-174	32764	31	34/0
15	13	GARTH BROOKS & TRISHA YEARWOOD Squeeze Me In (Capitol)	853	+96	32251	7	36/0
16	14	EMERSON DRIVE I Should Be Sleeping (DreamWorks)	815	+74	30289	18	35/0
17	15	TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	788	+47	29254	10	34/0
21	16	ALAN JACKSON Drive (For Daddy Gene) (Arista)	737	+108	28443	5	36/1
20	17	CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	727	+70	26791	12	33/1
22	18	KEVIN DENNEY That's Just Jessie (Lyric Street)	665	+70	24998	13	34/1
24	19	STEVE AZAR I Don't Have To Be (Till...) (Mercury)	654	+123	24518	20	32/2
23	20	CHELY WRIGHT Jezebel (MCA)	579	+4	21425	12	32/0
18	21	BLAKE SHELTON All Over Me (Warner Bros.)	562	-160	20349	21	24/1
25	22	TAMMY COCHRAN I Cry (Epic)	549	+42	20989	13	32/0
27	23	LONESTAR Not A Day Goes By (BNA)	539	+51	20434	8	33/1
26	24	TRICK PONY Just What I Do (H2E/WB)	528	+32	20546	9	33/1
19	25	CYNDI THOMSON I Always Liked That Best (Capitol)	508	-152	17777	18	24/0
36	26	GEORGE STRAIT Living And Living Well (MCA)	495	+264	18153	3	32/3
29	27	GARY ALLAN The One (MCA)	441	+15	16741	8	32/0
32	28	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	378	+40	14517	7	25/1
30	29	MARK WILLS W/JAMIE O'NEAL I'm Not Gonna... (Mercury)	375	-33	14342	15	21/0
31	30	KELLIE COFFEY When You Lie Next To Me (BNA)	374	+13	14220	11	24/1
33	31	MARK MCGUINN She Doesn't Dance (VFR)	342	+5	13372	16	21/0
34	32	SHANNON LAWSON Goodbye On A Bad Day (MCA)	314	+8	11462	6	27/0
35	33	REBA MCENTIRE Sweet Music Man (MCA)	312	+10	12463	8	21/0
37	34	W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury)	304	+90	11158	6	24/2
38	35	TRACE ADKINS Help Me Understand (Capitol)	230	+70	8496	4	21/2
41	36	MARK CHESNUTT She Was (Columbia)	162	+51	5990	6	16/3
40	37	PAT GREEN Three Days (Republic)	159	+19	6063	3	16/3
49	38	BRAD PAISLEY I'm Gonna Miss Her (Arista)	152	+99	5031	2	19/10
39	39	TY HERNDON Heather's Wall (Epic)	135	-22	5424	11	11/0
45	40	CLINT BLACK Money Or Love (RCA)	129	+49	3987	3	12/3
42	41	BRIAN MCCOMAS I Could Never Love You Enough (Lyric Street)	111	+16	3340	5	11/0
44	42	BRAD MARTIN Before I Knew Better (Epic)	110	+28	4214	4	13/4
50	43	SARA EVANS I Keep Looking (RCA)	87	+35	3460	2	13/6
43	44	SAWYER BROWN Circles (Curb)	86	-1	3359	5	8/1
48	45	EARL THOMAS CONLEY Love's The Only Voice (I'm...) (Sunbird)	72	+1	3471	2	7/0
47	46	MINDY MCCREADY Maybe, Maybe Not (Capitol)	71	-2	2447	5	8/0
Debut	47	SHEDAISY Get Over Yourself (Lyric Street)	69	+64	2570	1	6/3
46	48	TRACY LAWRENCE What A Memory (Atlantic/WB)	63	-13	2796	5	8/1
Debut	49	MONTGOMERY GENTRY Didn't I (Columbia)	57	+52	1734	1	6/2
Debut	50	SHANNON BROWN Untangle My Heart (BNA)	48	+6	1870	1	4/0

36 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 2/24-Saturday 3/2.  
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### Most Added.

ARTIST TITLE LABEL(S)	ADDS
BRAD PAISLEY I'm Gonna Miss Her (Arista)	10
SARA EVANS I Keep Looking (RCA)	6
BRAD MARTIN Before I Knew Better (Epic)	4
LITTLE BIG TOWN Don't Waste My Time (Monument)	4
GEORGE STRAIT Living And Living Well (MCA)	3
MARK CHESNUTT She Was (Columbia)	3
PAT GREEN Three Days (Republic)	3
CLINT BLACK Money Or Love (RCA)	3
SHEDAISY Get Over Yourself (Lyric Street)	3
GEORGE JONES 50,000 Names (Bandit/BNA)	3
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	2
W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury)	2
TRACE ADKINS Help Me Understand (Capitol)	2
MONTGOMERY GENTRY Didn't I (Columbia)	2
HOMETOWN NEWS Minivan (VFR)	2
DARRYL WORLEY I Miss My Friend (DreamWorks)	2
ALAN JACKSON Drive (For Daddy Gene) (Arista)	1
RASCAL FLATTS I'm Movin' On (Lyric Street)	1
KEVIN DENNEY That's Just Jessie (Lyric Street)	1
CAROLYN DAWN JOHNSON I Don't Want You... (Arista)	1

### Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GEORGE STRAIT Living And Living Well (MCA)	+264
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	+123
ALAN JACKSON Drive (For Daddy Gene) (Arista)	+108
RASCAL FLATTS I'm Movin' On (Lyric Street)	+102
BRAD PAISLEY I'm Gonna Miss Her (Arista)	+99
G. BROOKS & T. YEARWOOD Squeeze Me In (Capitol)	+96
W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury)	+90
KENNY CHESNEY Young (BNA)	+84
TOMMY SHANE STEINER What If She's An Angel (RCA)	+74
PHIL VASSAR That's When I Love You (Arista)	+74
EMERSON DRIVE I Should Be Sleeping (DreamWorks)	+74
DIXIE CHICKS Some Days You Gotta Dance (Monument)	+70
KEVIN DENNEY That's Just Jessie (Lyric Street)	+70
CAROLYN DAWN JOHNSON I Don't Want You... (Arista)	+70
TRACE ADKINS Help Me Understand (Capitol)	+70
TOBY KEITH My List (DreamWorks)	+65
SHEDAISY Get Over Yourself (Lyric Street)	+64
DAVID BALL Riding With Private Malone (Dualtone)	+58
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	+56
MONTGOMERY GENTRY Didn't I (Columbia)	+52
LONESTAR Not A Day Goes By (BNA)	+51
MARK CHESNUTT She Was (Columbia)	+51
CLINT BLACK Money Or Love (RCA)	+49
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	+47
TAMMY COCHRAN I Cry (Epic)	+42
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	+40
SARA EVANS I Keep Looking (RCA)	+35
TRICK PONY Just What I Do (H2E/WB)	+32
LITTLE BIG TOWN Don't Waste My Time (Monument)	+31
JAMIE O'NEAL Frantic (Mercury)	+30

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# R&R Bullseye Country Callout®

**EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES March 8, 2002**

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



**Password of the Week:**  
Moberly

**Question of the Week:** Consider the music your favorite Country radio station plays and how much you like or dislike the songs you hear each time you listen. How often do they play your favorite songs? Think about each time you listen. How many of each of the five songs you hear are your favorite songs or songs that you really like a lot?

**Total**

5/5: 8%

4/5: 15%

3/5: 38%

2/5: 23%

1/5: 16%

**P1**

5/5: 10%

4/5: 18%

3/5: 40%

2/5: 22%

1/5: 10%

**P2**

5/5: 0%

4/5: 10%

3/5: 32%

2/5: 26%

1/5: 32%

**Male**

5/5: 8%

4/5: 15%

3/5: 32%

2/5: 25%

1/5: 20%

**Female**

5/5: 7%

4/5: 16%

3/5: 44%

2/5: 21%

1/5: 12%

**25-34**

5/5: 4%

4/5: 20%

3/5: 31%

2/5: 28%

1/5: 17%

**35-44**

5/5: 12%

4/5: 10%

3/5: 47%

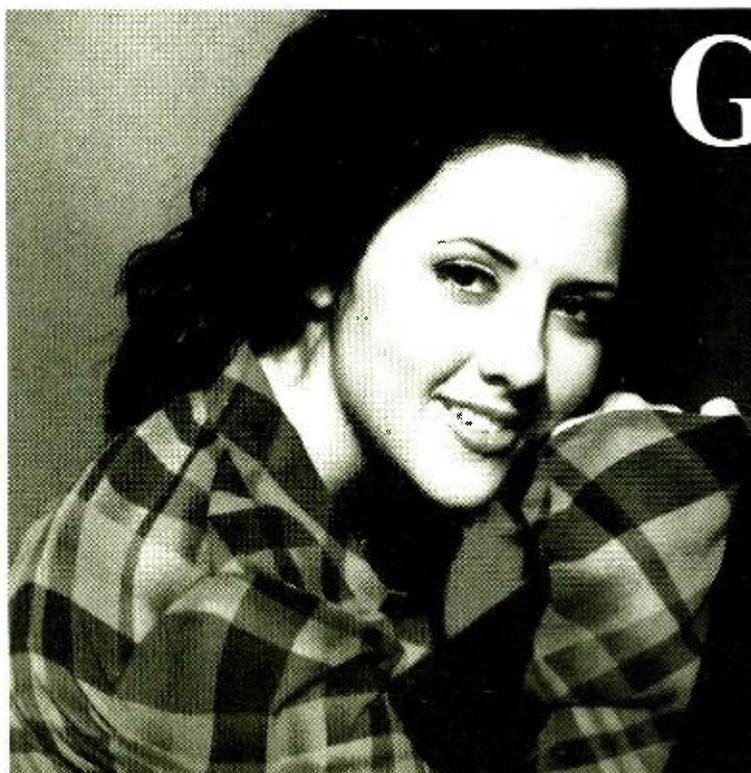
2/5: 22%

1/5: 9%

ARTIST Title (Label)

	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
STEVE HOLY Good Morning Beautiful (Curb)	58.0%	76.8%	11.3%	99.3%	4.5%	6.8%
BRAD PAISLEY Wrapped Around (Arista)	49.5%	75.8%	13.3%	98.5%	5.3%	4.3%
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	44.5%	75.8%	14.5%	98.3%	5.3%	2.8%
JO DEE MESSINA/TIM MCGRAW Bring On The Rain (Curb)	52.8%	75.3%	13.8%	99.3%	3.5%	6.8%
PHIL VASSAR That's When I Love You (Arista)	34.5%	73.5%	17.5%	98.5%	3.5%	4.0%
BROOKS & DUNN Long Goodbye (Arista)	42.3%	68.5%	19.8%	98.3%	6.5%	3.5%
TIM MCGRAW Cowboy In Me (Curb)	37.5%	68.5%	22.5%	97.8%	4.8%	2.0%
JOE DIFFIE In Another World (Monument)	44.3%	68.0%	19.8%	97.5%	4.3%	5.5%
MARTINA MCBRIDE Blessed (RCA)	41.8%	67.0%	19.5%	98.5%	8.5%	3.5%
TOBY KEITH My List (DreamWorks)	33.5%	66.5%	23.5%	97.0%	6.5%	0.5%
DIXIE CHICKS Some Days You Gotta Dance (Monument)	34.0%	63.8%	21.3%	97.3%	8.3%	4.0%
TOMMY SHANE STEINER What If She's An Angel (RCA)	29.3%	63.8%	24.3%	95.8%	6.0%	1.8%
STEVE AZAR I Don't Have To Be Me... (Mercury)	30.0%	62.0%	24.0%	97.3%	8.0%	3.3%
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	34.0%	61.5%	22.0%	96.5%	9.0%	4.0%
GEORGE STRAIT Living and Living Well (MCA)	26.0%	61.0%	20.0%	87.5%	4.5%	2.0%
CAROLYN DAWN JOHNSON I Dont Want You To Go (Arista)	30.8%	60.5%	23.3%	97.5%	11.0%	2.8%
EMERSON DRIVE I Should Be Sleeping (DreamWorks)	32.3%	59.5%	23.0%	97.3%	10.5%	4.3%
LONESTAR Not A Day Goes By (BNA)	31.0%	59.5%	24.5%	92.8%	7.0%	1.8%
TAMMY COCHRAN I Cry (Epic)	23.8%	57.0%	30.0%	96.3%	7.8%	1.5%
KENNY CHESNEY Young (BNA)	29.5%	56.8%	24.8%	93.0%	9.0%	2.5%
KELLIE COFFEY When You Lie Next To Me (BNA)	23.0%	55.3%	27.3%	93.5%	9.3%	1.8%
MARK WILLS/JAMIE ONEAL I'm Not Gonna Do... (Mercury)	19.0%	52.8%	29.3%	96.3%	12.8%	1.5%
RASCAL FLATTS I'm Movin' On (Lyric Street)	24.0%	52.5%	30.0%	90.5%	6.3%	1.8%
CYNDI THOMSON I Always Liked That Best (Capitol)	25.5%	51.3%	25.3%	93.8%	14.3%	3.0%
ALAN JACKSON Drive (Arista)	24.8%	51.3%	25.0%	86.5%	8.3%	2.0%
KEVIN DENNEY That's Just Jessie (Lyric Street)	18.5%	51.0%	30.8%	93.5%	9.8%	2.0%
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	20.8%	50.3%	27.5%	90.3%	10.8%	1.8%
MARK MCGUINN She Doesn't Dance (VFR)	18.5%	49.0%	33.3%	90.3%	7.0%	1.0%
BLAKE SHELTON All Over Me (Warner Bros.)	21.3%	47.5%	29.0%	94.3%	12.3%	5.5%
GARTH BROOKS / TRISHA YEARWOOD Squeeze Me In (Capitol)	21.5%	47.0%	26.0%	91.3%	12.0%	6.3%
GARY ALLAN The One (MCA)	18.8%	47.0%	35.0%	93.5%	9.3%	2.3%
CHELY WRIGHT Jezebel (MCA)	21.3%	46.5%	30.0%	93.3%	13.3%	3.5%
LEE ANN WOMACK Does My Ring Burn Your Finger (MCA)	18.3%	45.8%	26.8%	89.5%	14.0%	3.0%
REBA MCENTIRE Sweet Music Man (MCA)	17.8%	41.5%	28.8%	87.0%	13.0%	3.8%
TRICK PONY Just What I Do (Warner Bros.)	12.0%	39.3%	29.8%	84.8%	12.3%	3.5%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3<sup>rd</sup> each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS. MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. WEST: Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2002 R&R Inc. © 2002 Bullseye Marketing Research Inc.



# GABBIE NOLEN

## "ALMOST THERE"

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## ON THE RECORD

WITH  
**Jennifer Wood**  
Asst. PD/MD  
KNCI/Sacramento



We added Clint Black's new single, "Money or Love," very early because we just knew we had to get it on KNCI right away. Our staff and our listeners loved it immediately because it's Clint Black and it's uptempo. It's what he does best! He recently called in, and I have to say that it was the nicest interview I have ever done. Clint Black is a class act. He has so much to say with his music, and he always delivers a product that gives you a lot to think about. I just love this song, and our audience does too.

# The New Artist Gallery



**Tommy Shane Steiner**  
RCA

With his RCA debut, "What If She's an Angel," climbing to No. 12 on this week's R&R Country chart, newcomer Tommy Shane Steiner is poised to become one of the year's first breakthrough artists. The 28-year-old Texas native lists everyone from George Jones and Alabama to Aerosmith and Elton John as influences, and his upcoming debut album features guest vocals from three of country music's favorite voices. \* Steiner was raised in the Austin area, where his family name carries immense respect in rodeo circles. His grandfather, the late Tommy Steiner, is a member of the Cowboy Hall of Fame and the Rodeo Hall of Fame. The singer grew up traveling around the country with his father, Bobby Steiner, the 1973 world-champion bull rider. His mother, Joleen, has competed in barrel racing, and his younger brother, Sid, is actively involved in the rodeo circuit too. While Tommy Shane Steiner isn't continuing the family's rodeo tradition, he notes, "When you're on the road like that, you think everybody's a rodeo cowboy, and you just assume you're going to be a bull rider. But, to be honest, my dad didn't want me or my brother to join the rodeo." \* Steiner's bull-riding father recorded an album in 1974 for an independent label — similar to the path taken by another rodeo star, Chris LeDoux — and the paternal advice was helpful when the younger Steiner embarked on a life performing in clubs throughout Texas. He says, "At a time when everybody was saying, 'Oh, Tommy, that was great,' my dad gave it to me straight. He was like, 'You need to move around more. You're a little pitchy.' He wants us to kick everyone's ass, no matter what we do." \* Steiner's first album, *Then Came the Night*, is set for April 9 release. In addition to Vince Gill's background vocal on "What If She's an Angel," the project features Steiner singing a duet with Randy Travis on "I Don't Need Another Reason," and Lonestar's Richie McDonald makes a guest appearance on the uptempo "Have a Good Time."

## C O U N T R Y FLASHBACK

### 1 YEAR AGO

• No. 1: "One More Day" — Diamond Rio

### 5 YEARS AGO

• No. 1: "We Danced Anyway" — Deana Carter

### 10 YEARS AGO

• No. 1: "Born Country" — Alabama

### 15 YEARS AGO

• No. 1: "You've Got The Touch" — Alabama

### 20 YEARS AGO

• No. 1: "Mountain Of Love" — Charley Pride (third week)

### 25 YEARS AGO

• No. 1: "Say You'll Stay Until Tomorrow" — Tom Jones

### PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white).

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

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e-mail: mdavis@rronline.com

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March 8, 2002



America's Best Testing Country Song Among Persons 25-54  
For The Week Ending 3/8/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	12+	Familiarity	Burn
ALAN JACKSON Where Were You (When...)(Arista)	4.51	4.61	97%	37%	4.26	98%	49%
TOBY KEITH My List (DreamWorks)	4.37	4.41	90%	6%	4.28	90%	9%
BROOKS & DUNN The Long Goodbye (Arista)	4.27	4.29	96%	18%	4.18	96%	21%
STEVE HOLY Good Morning Beautiful (Curb)	4.25	4.27	97%	32%	4.20	97%	32%
RASCAL FLATTS I'm Movin' On (Lyric Street)	4.24	4.23	95%	12%	4.19	95%	16%
ALAN JACKSON Drive (For Daddy Gene) (Arista)	4.23	4.27	74%	5%	4.14	68%	6%
CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)	4.23	4.20	95%	18%	4.17	95%	19%
JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb)	4.20	4.18	98%	27%	4.10	98%	32%
BRAD PAISLEY Wrapped Around (Arista)	4.20	4.28	96%	30%	4.09	97%	33%
TIM MCGRAW The Cowboy In Me (Curb)	4.18	4.20	98%	23%	4.18	98%	24%
KENNY CHESNEY Young (BNA)	4.17	4.10	90%	13%	4.24	92%	12%
MARTINA MCBRIDE Blessed (RCA)	4.16	4.20	95%	25%	4.10	95%	25%
TOMMY SHANE STEINER What If She's An Angel (RCA)	4.14	4.09	83%	11%	4.16	84%	11%
JOE DIFFIE In Another World (Monument)	4.06	4.21	93%	17%	3.93	89%	21%
LONESTAR Not A Day Goes By (BNA)	4.06	-	73%	10%	4.06	70%	9%
STEVE AZAR I Don't Have To Be Me Til Monday (Mercury)	3.99	4.00	86%	14%	4.03	84%	12%
MARK WILLS W/JAMIE O'NEAL I'm Not Going To Do... (Mercury)	3.99	3.98	75%	9%	4.00	74%	9%
PHIL VASSAR That's When I Love You (Arista)	3.99	4.03	87%	14%	4.00	86%	13%
EMERSON DRIVE I Should Be Sleeping (DreamWorks)	3.98	3.99	87%	16%	4.10	86%	13%
TRICK PONY Just What I Do (H2E/WB)	3.83	3.95	75%	16%	3.85	75%	15%
CHELY WRIGHT Jezebel (MCA)	3.81	3.77	85%	20%	3.91	85%	18%
TAMMY COCHRAN I Cry (Epic)	3.80	3.83	78%	16%	3.80	77%	15%
CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)	3.79	3.91	81%	18%	3.92	80%	14%
TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)	3.78	3.85	88%	17%	3.72	85%	16%
KEVIN DENNEY That's Just Jessie (Lyric Street)	3.78	3.78	72%	11%	3.80	71%	11%
DIXIE CHICKS Some Days You Gotta Dance (Monument)	3.77	3.86	97%	34%	3.79	96%	34%
BLAKE SHELTON All Over Me (Warner Bros.)	3.69	3.83	90%	28%	3.67	90%	27%
GARTH BROOKS W/TRISHA YEARWOOD Squeeze Me In (Capitol)	3.69	3.61	85%	22%	3.70	84%	20%
LEE ANN WOMACK Does My Ring Burn Your Finger (MCA)	3.62	3.70	90%	26%	3.56	89%	26%
CYNDI THOMSON I Always Liked That Best (Capitol)	3.48	3.62	88%	29%	3.67	88%	25%

Total sample size is 877 respondents. **Total average favorability** estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). **Total familiarity** represents the percentage of respondents who recognized the song. **Total burn** represents the number of respondents who said they are tired of hearing the song. Songs are ranked by favorability among persons 25-54. Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. **The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.**

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
BRAD PAISLEY Wrapped Around (Arista)	3800
ALAN JACKSON Where Were You (When...) (Arista)	2824
JOE DIFFIE In Another World (Monument)	2769
GEORGE STRAIT Run (MCA)	2614
TOBY KEITH I Wanna Talk About Me (DreamWorks)	2547
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	2261
BROOKS & DUNN Only In America (Arista)	1926
TRACY BYRD Just Let Me Be In Love (RCA)	1752
TRAVIS TRITT Love Of A Woman (Columbia)	1621
DAVID BALL Riding With Private Malone (Dualtone)	1558
ALAN JACKSON Where I Come From (Arista)	1534
TRACE ADKINS I'm Tryin' (Capitol)	1468
BLAKE SHELTON Austin (Warner Bros.)	1430
TRICK PONY On A Night Like This (H2E/WB)	1427
GARTH BROOKS Wrapped Up In You (Capitol)	1418
JAMIE O'NEAL When I Think About Angels (Mercury)	1386
LONESTAR I'm Already There (BNA)	1332
TIM MCGRAW Angry All The Time (Curb)	1302
DIAMOND RIO One More Day (Arista)	1262
TRAVIS TRITT It's A Great Day To Be Alive (Columbia)	1257

## New & Active

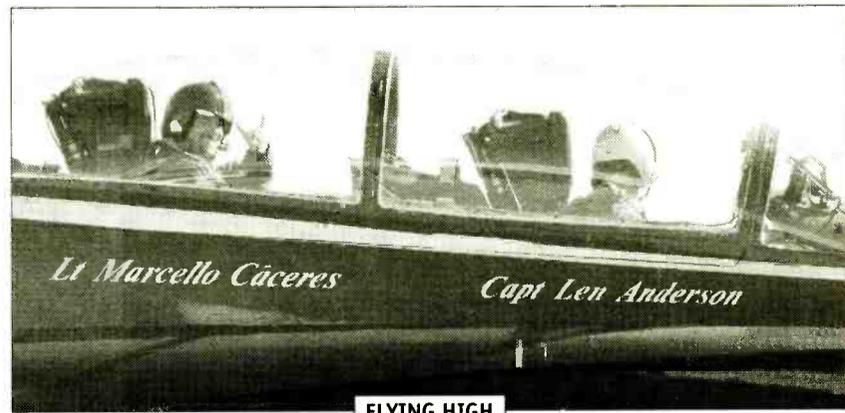
<b>LITTLE BIG TOWN</b> Don't Waste My Time (Monument) Total Plays: 158, Total Stations: 32, Adds: 12
<b>NICKEL CREEK</b> The Lighthouse's Tale (Sugar Hill/Vanguard) Total Plays: 127, Total Stations: 11, Adds: 0
<b>HOMETOWN NEWS</b> Minivan (VFR) Total Plays: 118, Total Stations: 11, Adds: 3
<b>DAVID BALL</b> She Always Talked About Mexico (Dualtone) Total Plays: 109, Total Stations: 14, Adds: 0
<b>SHANNON BROWN</b> Untangle My Heart (BNA) Total Plays: 82, Total Stations: 10, Adds: 1
<b>MONTGOMERY GENTRY</b> Didn't I (Columbia) Total Plays: 81, Total Stations: 12, Adds: 10
<b>JOANNA JANE'T</b> Since I've Seen You Last (DreamWorks) Total Plays: 69, Total Stations: 16, Adds: 3

Songs ranked by total points.



FLIGHT TALK

"It was absolutely unbelievable!" Cagle said of his Blue Angels joyride, talking to KSON/San Diego morning show's Tony & Kris. "These guys do three flights a day. I did one, and I feel like I've been in a two-hour fistfight! I have a whole new respect for the armed forces." Pictured here (l-r) are KSON's Tony, Cagle and KSON's Kris.



FLYING HIGH

Capitol recording artist Chris Cagle had the thrill of his life when he flew over the Naval Air Facility in El Centro, CA with the Blue Angels. Several Blue Angel pilots who are fans of Cagle nominated him to fly with them, noting that the patriotic young country singer serves as a positive role model.

# Country Reporters

## Stations and their adds listed alphabetically by market

<p><b>WQMX/Akron, OH *</b> OM/PM/MD: Kevin Mason PAF GREEN "Three" ALAN JACKSON "Drive"</p>	<p><b>WHWK/Binghamton, NY</b> PD: Ed Walker APD/MD: John Davison 14 JAMIE O'NEAL "Francis" 14 MONTGOMERY GENTRY "Didn't" 14 DARRYL WORLEY "Friend" 14 LITTLE BIG TOWN "Waste"</p>	<p><b>WCOL/Columbus, OH *</b> PD: John Crenshaw MD: Dan E. Zuko 4 ALAN JACKSON "Drive"</p>	<p><b>WCKT/Ft. Myers, FL *</b> PD: Kerry Babb MD: Dave Logan MARK CHESNUTT "She" MCBRIDE &amp; THE RIDE "Anything" GEORGE STRAIT "Living"</p>	<p><b>WMSI/Jackson, MS *</b> PD: Rick Adams MD: Van Haze No Adds</p>	<p><b>WAMZ/Louisville, KY *</b> PD: Coyote Calhoun MD: Nightrain Lane 8 ANDY GRIGGS "Tonight"</p>	<p><b>WYNY/New York, NY *</b> PD/MD: Marty Mitchell No Adds</p>	<p><b>WCTK/Providence, RI *</b> PD: Rick Everett MD: Sam Stevens 1 SHEDAISY "Yourself"</p>	<p><b>KRTV/San Jose, CA *</b> PD/MD: Julie Stevens APD: Nate Deaton LONESTAR "Day" GEORGE STRAIT "Living"</p>	<p><b>WTCM/Traverse City, MI</b> Interim PD/MD: Ryan Dobby-Hun 27 GEORGE STRAIT "Living" 19 BRAD PAISLEY "Miss" 11 DEARLERS "Bar" 11 BRAD MARTIN "Better"</p>
<p><b>WGNA/Albany, NY *</b> PD: Buzz Brindle MD: Bill Earley 1 SARA EVANS "Looking" 1 TRACE ADKINS "Help"</p>	<p><b>WZZK/Birmingham, AL *</b> PD: Rick Shockey APD/MD: Scott Stewart No Adds</p>	<p><b>WHOK/Columbus, OH *</b> PD: Charter Lake MD: George Wolf BRAD PAISLEY "Miss" SHEDAISY "Yourself" GEORGE STRAIT "Living"</p>	<p><b>WWGR/Ft. Myers, FL *</b> PD: Mark Phillips MD: Steve Hart No Adds</p>	<p><b>WQIK/Jacksonville, FL *</b> MD: John Scott SHANNON LAWSON "Goodbye" JAMIE O'NEAL "Francis"</p>	<p><b>KLLL/Lubbock, TX</b> PD: Jay Richards MD: Neily Yates 9 SARA EVANS "Looking" 9 GEORGE STRAIT "Living" 8 BRAD PAISLEY "Miss"</p>	<p><b>WCMS/Norfolk, VA *</b> OM/PM/MD: Randy Brooks 4 BROOKS &amp; YEARWOOD "Squeeze"</p>	<p><b>WLLR/Quad Cities, IA-IL *</b> PD: Jim D'Hara MD: Ron Evans GEORGE STRAIT "Living"</p>	<p><b>WCTQ/Sarasota, FL *</b> PD/MD: Mark Wilson TRACE ADKINS "Help" LONESTAR "Day" MONTGOMERY GENTRY "Didn't"</p>	<p><b>KIHM/Tucson, AZ *</b> PD: Buzz Jackson MD: John Collins TRACE ADKINS "Help" MARK CHESNUTT "She" LITTLE BIG TOWN "Waste" LONESTAR "Day"</p>
<p><b>KBQL/Albuquerque, NM *</b> PD: Tommy Carrera MD: Sammy Cruise BRAD PAISLEY "Miss"</p>	<p><b>KIZN/Boise, ID *</b> OM: Rich Summers PD/MD: Spencer Burke No Adds</p>	<p><b>KRYS/Corpus Christi, TX *</b> PD: Clayton Allen MD: Cactus Lou 2 TRICK PONY "What" GEORGE STRAIT "Living"</p>	<p><b>WQHK/Ft. Wayne, IN *</b> OM/PM/MD: Dean McNeil APD/MD: Mark Allen 9 SHEDAISY "Yourself" 1 ANDY GRIGGS "Tonight"</p>	<p><b>WROD/Jacksonville, FL *</b> MD: John Scott 4 TAMMY COCHRAN "Cry"</p>	<p><b>WDEN/Macon, GA</b> APD/MD: Laura Starling No Adds</p>	<p><b>WGH/Norfolk, VA *</b> OM/PM/MD: Randy Brooks 2 HOMETOWN NEWS "Minivan"</p>	<p><b>WQDR/Faleigh-Durham, NC *</b> PD: Lisa McKay 1 KELLIE COFFEY "Lie"</p>	<p><b>WJCL/Savannah, GA</b> PD/MD: Bill West LITTLE BIG TOWN "Waste" BRAD PAISLEY "Miss"</p>	<p><b>KVOD/Tulsa, OK *</b> OM: Moon Mullins MD: Scott Woodson 1 BROOKS &amp; YEARWOOD "Squeeze" 1 DEARLERS "Bar" 1 GEORGE STRAIT "Living"</p>
<p><b>KRST/Albuquerque, NM *</b> PD: John Richards REBA MCENTIRE "Sweet"</p>	<p><b>WKLB/Boston, MA *</b> PD: Mike Brophy APD/MD: Ginny Rogers 4 KELLIE COFFEY "Lie"</p>	<p><b>KPLX/Dallas-Ft. Worth, TX *</b> PD: Paul Williams APD: Smokey Rivers MD: Cody Alan No Adds</p>	<p><b>KSKS/Fresno, CA *</b> PD: Mike Peterson MD: Steve Montgomery No Adds</p>	<p><b>WXBQ/Johnson City, TN *</b> PD/MD: Bill Hagy 14 CAROLYN DAWN JOHNSON "Wart" 12 GEORGE STRAIT "Living" 12 LITTLE BIG TOWN "Waste"</p>	<p><b>WWMQ/Madison, WI *</b> PD: Mark Grantlin MD: Mel McKenzie JAMIE O'NEAL "Francis" SHEDAISY "Yourself" DARRYL WORLEY "Friend"</p>	<p><b>KGEE/Odessa-Midland, TX</b> PD/MD: Boomer Kingston 12 CLINT BLACK "Money" 12 BRAD PAISLEY "Miss"</p>	<p><b>KBUL/Reno, NV *</b> OM/PM/MD: Tom Jordan APD/MD: Chuck Reeves 12 ALAN JACKSON "Drive" 4 CHELY WRIGHT "Jezebel" 2 STEVE AZAR "Don't" NELSON &amp; WOMACK "Mendocino"</p>	<p><b>KNFS/Seattle-Tacoma, WA *</b> PD: Becky Brenner MD: Tony Thomas 3 CHELY WRIGHT "Jezebel"</p>	<p><b>WWZD/Tupelo, MS</b> PD: Brian Driver APD/MD: Matt Chatham No Adds</p>
<p><b>WCTO/Allentown, PA *</b> PD: Chuck Geiger APD/MD: Bobby Knight 5 DIXIE CHICKS "Days" ANDY GRIGGS "Tonight"</p>	<p><b>WYRK/Buffalo, NY *</b> PD: John Paul APD/MD: Chris Keyzer 2 TRICK PONY "What" GEORGE STRAIT "Living"</p>	<p><b>KSCS/Dallas-Ft. Worth, TX *</b> PD: Dean James APD/MD: Linda D'Brian No Adds</p>	<p><b>WBCT/Grand Rapids, MI *</b> OM/PM/MD: Doug Montgomery MD: Dave Taft 5 SOGGY BOTTOM 80YS "Man" JOE NICHOLS "Impossible" SHEDAISY "Yourself"</p>	<p><b>WMTZ/Johnstown, PA</b> PD: Steve Walker MD: Lara Mosby 1 CLINT BLACK "Money" 1 BRAD PAISLEY "Miss"</p>	<p><b>KTEX/McAllen, TX *</b> PD: Jojo MD: Patches TRACE ADKINS "Help" BRAD PAISLEY "Miss"</p>	<p><b>KOXY/Oklahoma City, OK *</b> PD: L.J. Smith APD/MD: Bill Reed No Adds</p>	<p><b>WKHK/Richmond, VA *</b> PD: Jim Tice 4 ANDY GRIGGS "Tonight"</p>	<p><b>KRMD/Shreveport, LA *</b> OM/PM/MD: Greg Cole MD: James Anthony 13 GEORGE STRAIT "Living" SARA EVANS "Looking" NELSON &amp; WOMACK "Mendocino" BRAD PAISLEY "Miss"</p>	<p><b>KNUE/Tyler-Longview, TX</b> PD/MD: Larry Kent No Adds</p>
<p><b>KGNC/Amarillo, TX</b> PD: Tim Butler APD/MD: Patrick Clark 11 LONESTAR "Day"</p>	<p><b>KHAK/Cedar Rapids, IA</b> PD: Jeff Winfield MD: Dawn Johnson No Adds</p>	<p><b>WSNE/Daytona Beach, FL *</b> PD/MD: Bill Kramer No Adds</p>	<p><b>WTQR/Greensboro, NC *</b> PD: Paul Franklin MD: Angie Ward TRACE ADKINS "Help" LONESTAR "Day" GEORGE STRAIT "Living"</p>	<p><b>KBEQ/Kansas City, MO *</b> PD: Mike Kennedy MD: T.J. McEntire BRAD MARTIN "Better"</p>	<p><b>WGXK/Memphis, TN *</b> PD: Greg Mazingo MD: Mark Billingsley 4 GEORGE STRAIT "Living" BRAD MARTIN "Better"</p>	<p><b>KXKT/Omaha, NE *</b> PD: Tom Goodwin MD: John Glenn SAWYER BROWN "Circles"</p>	<p><b>KFRG/Riverside, CA *</b> OM/PM/MD: Ray Massie MD: Don Jeffrey JEFF CARSON "Fall"</p>	<p><b>KXKS/Shreveport, LA *</b> OM: Gary McCoy PD/MD: Russ Winston No Adds</p>	<p><b>KJUG/Visalia, CA *</b> PD/MD: Dave Daniels No Adds</p>
<p><b>WWWW/Ann Arbor, MI</b> PD: Barry Mardit MD: Tom Baker 3 KELLIE COFFEY "Lie" 3 SHEDAISY "Yourself"</p>	<p><b>WEZL/Charleston, SC *</b> PD: T.J. Phillips MD: Gary Griffin 1 BRAD PAISLEY "Miss"</p>	<p><b>KYGO/Denver-Boulder, CO *</b> PD: Joel Burke MD: Tad Swendsen SARA EVANS "Looking"</p>	<p><b>WRNS/Greenville, NC *</b> PD: Wayne Carlyle APD: Mike Farley MD: Boomer Lee No Adds</p>	<p><b>WDAF/Kansas City, MO *</b> PD/MD: Ted Cramer 7 GEORGE STRAIT "Living" 6 STEVE AZAR "Don't" 5 REBA MCENTIRE "Sweet"</p>	<p><b>WKMJ/Milwaukee, WI *</b> OM/PM/MD: Kerry Wolfe APD: Scott Dolphin MD: Mitch Morgan 1 MARK MCGUINN "Dance" 1 ANDY GRIGGS "Tonight" BRAD PAISLEY "Miss"</p>	<p><b>WWKA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Brett Sharp MD: Robin James 13 ANDY GRIGGS "Tonight" 2 GEORGE STRAIT "Living" TRACE ADKINS "Help"</p>	<p><b>WBYT/South Bend, IN</b> PD: Tom Oakes APD/MD: Lisa Kosti 5 MONTGOMERY GENTRY "Didn't" 5 PAT GREEN "Three" 5 BRAD PAISLEY "Miss" 5 RASCAL FLATTS "Movin'"</p>	<p><b>WACO/Waco, TX</b> PD/OM: Zack Owen APD/MD: Jennifer Allen 10 ANDY GRIGGS "Tonight" 10 NELSON &amp; WOMACK "Mendocino" 10 MARK CHESNUTT "She" 10 TRACE ADKINS "Help"</p>
<p><b>WNCY/Appleton, WI *</b> OM: Jeff McCarthy PD: Randy Shannon MD: Marcy Braun No Adds</p>	<p><b>WNKT/Charleston, SC *</b> PD: Lloyd Ford MD: Mudflap No Adds</p>	<p><b>KHKI/Des Moines, IA *</b> PD: Jack D'Brien APD/MD: Jim Olsen SHANNON BROWN "Heart" MONTGOMERY GENTRY "Didn't" NELSON &amp; WOMACK "Mendocino"</p>	<p><b>WSSJ/Greenville, SC *</b> OM/PM/MD: Bruce Logan APD/MD: John Landrum 7 TAMMY COCHRAN "Cry" 7 CAROLYN DAWN JOHNSON "Wart" 5 BRAD PAISLEY "Miss"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
<p><b>WKSA/Asheville, NC</b> OM/PM/MD: Jeff Davis MD: Andy Woods BRAD PAISLEY "Miss"</p>	<p><b>WQBE/Charleston, WV</b> OM/PM/MD: Jeff Whitehead 17 GEORGE STRAIT "Living" 17 LITTLE BIG TOWN "Waste" 16 CAROLYN DAWN JOHNSON "Wart"</p>	<p><b>KJYV/Des Moines, IA *</b> PD: Jack D'Brien MD: Eddie Hatfield 1 NELSON &amp; WOMACK "Mendocino" BRAD PAISLEY "Miss"</p>	<p><b>WSSJ/Greenville, SC *</b> PD: Bruce Logan APD/MD: Kix Layton 2 TRACE ADKINS "Help" 2 BRAD PAISLEY "Miss"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
<p><b>WKHX/Atlanta, GA *</b> OM/PM/MD: Oene Hallam MD: Johnny Gray No Adds</p>	<p><b>WKKT/Charlotte, NC *</b> PD: Kevin King MD: Keith Todd 2 SARA EVANS "Looking"</p>	<p><b>WYCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WAYZ/Hagerstown, MD</b> PD/MD: Dennis Hughes 21 TRACE ADKINS "Help" 21 SHEDAISY "Yourself" 14 CLINT BLACK "Money" 14 MARK CHESNUTT "She"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
<p><b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 18 TRAVIS TRITT "Modern" 8 CHRIS CAGLE "Breathe" 4 KEVIN DENNEY "Jesse"</p>	<p><b>WSOC/Charlotte, NC *</b> OM/PM/MD: Jeff Roper MD: Rick McCracken GEORGE STRAIT "Living"</p>	<p><b>WVCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean BRAD MARTIN "Better"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
<p><b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 18 TRAVIS TRITT "Modern" 8 CHRIS CAGLE "Breathe" 4 KEVIN DENNEY "Jesse"</p>	<p><b>WSOC/Charlotte, NC *</b> OM/PM/MD: Jeff Roper MD: Rick McCracken GEORGE STRAIT "Living"</p>	<p><b>WVCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean BRAD MARTIN "Better"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
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<p><b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 18 TRAVIS TRITT "Modern" 8 CHRIS CAGLE "Breathe" 4 KEVIN DENNEY "Jesse"</p>	<p><b>WSOC/Charlotte, NC *</b> OM/PM/MD: Jeff Roper MD: Rick McCracken GEORGE STRAIT "Living"</p>	<p><b>WVCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean BRAD MARTIN "Better"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
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<p><b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 18 TRAVIS TRITT "Modern" 8 CHRIS CAGLE "Breathe" 4 KEVIN DENNEY "Jesse"</p>	<p><b>WSOC/Charlotte, NC *</b> OM/PM/MD: Jeff Roper MD: Rick McCracken GEORGE STRAIT "Living"</p>	<p><b>WVCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean BRAD MARTIN "Better"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
<p><b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 18 TRAVIS TRITT "Modern" 8 CHRIS CAGLE "Breathe" 4 KEVIN DENNEY "Jesse"</p>	<p><b>WSOC/Charlotte, NC *</b> OM/PM/MD: Jeff Roper MD: Rick McCracken GEORGE STRAIT "Living"</p>	<p><b>WVCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean BRAD MARTIN "Better"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
<p><b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 18 TRAVIS TRITT "Modern" 8 CHRIS CAGLE "Breathe" 4 KEVIN DENNEY "Jesse"</p>	<p><b>WSOC/Charlotte, NC *</b> OM/PM/MD: Jeff Roper MD: Rick McCracken GEORGE STRAIT "Living"</p>	<p><b>WVCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean BRAD MARTIN "Better"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
<p><b>WYAY/Atlanta, GA *</b> OM: Dene Hallam PD: Steve Mitchell MD: Johnny Gray 18 TRAVIS TRITT "Modern" 8 CHRIS CAGLE "Breathe" 4 KEVIN DENNEY "Jesse"</p>	<p><b>WSOC/Charlotte, NC *</b> OM/PM/MD: Jeff Roper MD: Rick McCracken GEORGE STRAIT "Living"</p>	<p><b>WVCD/Detroit, MI *</b> PD: Mac Daniels APD/MD: Ron Chatman No Adds</p>	<p><b>WRBT/Harrisburg, PA *</b> PD: Shelly Easton MD: Joey Dean BRAD MARTIN "Better"</p>	<p><b>WVWK/Knoxville, TN *</b> OM/PM/MD: Michael Hammond MD: Calleen Addair 1 MONTGOMERY GENTRY "Didn't" JOE DIFFIE "Pretender"</p>	<p><b>WKSJ/Miami, FL *</b> APD: R.J. McCoy MD: Darlene Evans 2 TRACE ADKINS "Help"</p>	<p><b>WVVA/Orlando, FL *</b> PD: Len Shackelford MD: Shadow Stevens No Adds</p>	<p><b>WYFD/Randolph-Lynchburg, VA *</b> PD: Chris D'Kelley 19 MONTGOMERY GENTRY "Didn't"</p>	<p><b>KDRK/Spokane, WA *</b> OM/PM/MD: Ray Edwards APD/MD: Tony Travato TRACE ADKINS "Help" HOMETOWN NEWS "Minivan" SARA EVANS "Looking"</p>	<p><b>WMZQ/Washington, DC *</b> OM/PM/MD: Jeff Wyatt APD/MD: Jon Anthony No Adds</p>
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# Country Playlists

**MARKET #1**

**WYNY/New York**  
Big City  
(914) 592-1071  
Mitchell  
12+ Cumc 402,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
39	40	BROOKS & DUNN/Long Goodbye	10560
38	40	MESSINA W/MCGRAW/Bring On The Rain	10560
25	37	TIM MCGRAW/The Cowboy In Me	9768
35	35	DIXIE CHICKS/Some Days You...	9240
31	33	MARTINA MCBRIDE/Blessed	8712
31	31	CHRIS CAGLE/I Breathe In	8124
30	30	BLAKE SHELTON/All Over Me	7920
30	30	RASCAL FLATTS/I'm Movin' On	7920
29	24	TOBY KEITH/My List	7656
24	24	CYNDI THOMSON/Always Liked...	6336
23	24	ANDY GRIGGS/Tonight I Wanna	6336
23	23	TAMMY COCHRAN/Cry	6072
23	23	WILLS WYONAL/It's Not Gonna	6072
24	23	KENNY CHESNEY/Young	6072
22	22	EMERSON DRIVE/Should Be Sleeping	5908
22	22	CHELY WRIGHT/Jezebel	5908
20	22	PHIL VASSAR/That's When I	5808
15	22	BROOKS & YEARWOOD/Squeeze Me In	5808
15	21	MARK MCGUINN/She Doesn't Dance	5544
21	21	CAROLYN DAWN JOHNSON/Don't Want You	5544
12	20	TOMMY SHANE STEINER/What If She's An	5280
15	20	STEVE AZAR/Don't Have To	5280
32	19	TRACY BYRD/Just Let Me Be In	5016
4	17	ALAN JACKSON/Drive (For Daddy...)	4188
17	17	BRAD PAISLEY/Wrapped Around	4188
15	17	TRAVIS TRITTI/Modern Day Bonnie...	4188
16	16	TRICK PONY/Just What I Do	4224
7	16	GARY ALLAN/The One	4224
16	16	AARON TIPPIN/Where Stars And...	4224
15	15	REBA MCKENZIE/It's A Survivor	3960
24	15	JOE DUFFIE/In Another World	3960
14	14	GEORGE STRAIT/Living And Living	3696
14	14	NELSON & WOMACK/Mendocino County	3696
15	14	STEVE HOLY/Good Morning	3696
13	13	JAMIE O'NEAL/When I Think About	3432
13	13	REBA MCKENZIE/Sweet Music Man	3432
13	13	KEITH URBAN/Where The Blacktop	3432
1	13	KEVIN DENNEY/That's Just Jessie	3432
14	12	SHANNON LAWSON/Goodbye On A Bad Day	3168
15	12	ALAN JACKSON/Where Were You...	3168

**MARKET #2**

**KZLA/Los Angeles**  
Emmis  
(323) 882-6000  
Curtis/Campos  
12+ Cumc 729,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
44	46	TIM MCGRAW/The Cowboy In Me	19228
37	39	RASCAL FLATTS/I'm Movin' On	16302
36	36	STEVE HOLY/Good Morning...	15048
36	36	GARTH BROOKS/Wrapped Up In You	15048
26	35	PHIL VASSAR/That's When I	14620
20	34	DIXIE CHICKS/Travelin' Soldier	14212
35	33	MESSINA W/MCGRAW/Bring On The Rain	13794
37	32	ALAN JACKSON/Where Were You...	13376
47	31	MARTINA MCBRIDE/Blessed	12958
13	31	CHRIS CAGLE/I Breathe In	12958
21	30	BROOKS & DUNN/Long Goodbye	12540
28	28	DIXIE CHICKS/Some Days You	11704
20	27	TOMMY SHANE STEINER/What If She's An	11286
26	27	TOBY KEITH/My List	11286
22	25	AARON TIPPIN/Where Stars And...	10450
19	21	KENNY CHESNEY/Young	8778
14	19	BROOKS & YEARWOOD/Squeeze Me In	7942
19	17	EMERSON DRIVE/Should Be Sleeping	7106
12	16	TRAVIS TRITTI/Modern Day Bonnie	6688
14	16	CAROLYN DAWN JOHNSON/Don't Want You	6688
15	15	FAITH HILL/The Way You Love Me	6270
21	15	SHANNON LAWSON/Goodbye On A Bad Day	6270
17	15	TOBY KEITH/My List	6270
19	15	JESSICA ANDREWS/Who I Am	6270
19	14	BROOKS & DUNN/Only In America	6270
16	14	TRAVIS TRITTI/A Great Day	5852
7	14	TAMMY COCHRAN/Cry	5852
13	14	DAVID BALL/Riding With...	5852
18	14	SARA EVANS/Born To Fly	5852
14	13	PHIL VASSAR/Just Another Day	5434
14	13	RASCAL FLATTS/Prayin' For Daylight	5434
17	13	BLAKE SHELTON/All Over Me	5434
11	13	DIXIE CHICKS/Without You	5434
12	12	SARA EVANS/I Could Not Ask	5016
11	12	LEE ANN WOMACK/Does My Ring...	5016
12	12	FAITH HILL/There You'll Come A	5016
12	12	CYNDI THOMSON/Always Liked...	5016
11	12	LONESTAR/It's Already There	5016
10	12	TIM MCGRAW/Bring On The Rain	5016
10	12	TRISHA YEARWOOD/It Would've Loved...	5016

**MARKET #3**

**WUSN/Chicago**  
Infinity  
(312) 649-0099  
Case/Bondo  
12+ Cumc 594,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
46	47	BRAD PAISLEY/Wrapped Around	15604
46	46	BROOKS & DUNN/Long Goodbye	15272
46	45	TIM MCGRAW/The Cowboy In Me	14940
44	45	JOE DUFFIE/In Another World	14940
46	43	STEVE HOLY/Good Morning...	14276
25	41	CHRIS CAGLE/I Breathe In	13612
45	41	MESSINA W/MCGRAW/Bring On The Rain	13612
16	26	ALAN JACKSON/Drive (For Daddy...)	8632
24	25	BROOKS & YEARWOOD/Squeeze Me In	8300
25	25	EMERSON DRIVE/Should Be Sleeping	8300
23	24	DIXIE CHICKS/Some Days You	7968
22	24	TRAVIS TRITTI/Modern Day Bonnie	7968
20	24	MARTINA MCBRIDE/Blessed	7968
21	24	RASCAL FLATTS/I'm Movin' On	7636
23	23	TOMMY SHANE STEINER/What If She's An	7636
23	23	TOBY KEITH/My List	7636
24	23	PHIL VASSAR/That's When I	7636
39	22	TRACY BYRD/Just Let Me Be In	7304
22	22	KENNY CHESNEY/Young	7304
16	18	TAMMY COCHRAN/Cry	5976
16	18	BLAKE SHELTON/All Over Me	5976
16	16	TOBY KEITH/My List	5312
15	16	CYNDI THOMSON/Always Liked...	5312
4	16	NELSON & WOMACK/Mendocino County	5312
13	15	TRICK PONY/On A Night Like This	4980
2	15	GEORGE STRAIT/Living And Living	4980
12	15	BLAKE SHELTON/Austin	4980
21	14	GEORGE STRAIT/Run	4648
14	14	TRAVIS TRITTI/Love Of A Woman	4648
16	14	TRACE ADKINS/It's My Trini	4648
1	14	SHADES/Get Over Yourself	4648
13	14	AARON TIPPIN/Where Stars And...	4648
3	13	CAROLYN DAWN JOHNSON/Don't Want You	4316
13	13	GARTH BROOKS/Wrapped Up In You	4316
8	12	DIAMOND RIO/One More Day	3984
12	12	BROOKS & DUNN/Only In America	3984
15	12	LONESTAR/It's Already There	3984
10	12	ALAN JACKSON/Where Were You...	3320
12	9	LONESTAR/It's Already There	2988
7	9	BROOKS & DUNN/Ain't Nothing...	2988

**MARKET #5**

**KPLX/Dallas-Ft. Worth**  
Susquehanna  
(214) 526-2400  
Williams/Rivers/Alan  
12+ Cumc 584,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
37	56	TOBY KEITH/My List	19096
49	55	TIM MCGRAW/The Cowboy In Me	18755
38	55	KENNY CHESNEY/Young	18755
55	53	KEVIN DENNEY/That's Just Jessie	18030
51	49	CHRIS CAGLE/I Breathe In	16709
49	48	JACKSON & STRAIT/Designated Drinker	16368
37	34	MARTINA MCBRIDE/Blessed	11594
48	34	TRACY BYRD/Just Let Me Be In	11594
30	33	EMERSON DRIVE/Should Be Sleeping	11253
28	33	PAT GREEN/Three Days	11253
26	31	GEORGE STRAIT/Living And Living	10571
31	30	ALAN JACKSON/Drive (For Daddy...)	10230
45	30	BROOKS & DUNN/Long Goodbye	10230
26	28	DERY, DODD/Pearl Snaps	9548
5	25	JAMIE O'NEAL/When I Think About	8524
16	24	GABRIEL MCGLEN/Almost There	8184
27	22	CHELY WRIGHT/Jezebel	7502
21	21	NELSON & WOMACK/Mendocino County	6479
35	18	BRAD PAISLEY/Wrapped Around	6138
12	16	G. JONES & B. BROOKS/Beer Run	5456
16	16	KEITH URBAN/Where The Blacktop	5456
13	15	BROOKS & DUNN/Ain't Nothing...	5115
15	15	BROOKS & DUNN/Only In America	5115
20	14	GEORGE STRAIT/Run	4774
14	14	TRACY LAWRENCE/It's Not Gonna	4774
14	14	MESSINA W/MCGRAW/Bring On The Rain	4774
9	14	RADNEY FOSTER...Texas In 1880	4774
12	12	GREEN & MORROW/Texas On My Mind	4092
16	12	TOBY KEITH/My List	4092
10	12	MONTGOMERY GENTRY/She Couldn't...	4092
10	12	PAT GREEN/Take Me Out To	4092
11	12	ALAN JACKSON/Where I Come From	4092
11	11	TOBY KEITH/Wanna Talk	3751
10	11	TIM MCGRAW/Angry All The Time	3751
7	10	TIM MCGRAW/Grown Men Don't Cry	3410
13	10	CLAY WALKER/It's Your Feet	3410
10	10	ALAN JACKSON/Where Were You...	3410
10	10	CYNDI THOMSON/What I Really...	3410
14	9	GARTH BROOKS/Wrapped Up In You	3069
8	9	TRAVIS TRITTI/Love Of A Woman	3069

**MARKET #5**

**KSCS/Dallas-Ft. Worth**  
ABC  
(817) 640-1963  
James O'Brian  
12+ Cumc 462,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
48	51	TIM MCGRAW/The Cowboy In Me	12648
51	51	ALAN JACKSON/Drive (For Daddy...)	12648
30	42	TOBY KEITH/My List	10416
51	38	GEORGE STRAIT/Living And Living	9424
25	31	CHRIS CAGLE/I Breathe In	7688
32	29	KENNY CHESNEY/Young	7192
17	25	CHELY WRIGHT/Jezebel	6200
22	25	NELSON & WOMACK/Mendocino County	6200
30	25	TRAVIS TRITTI/Modern Day Bonnie...	6200
28	24	BROOKS & YEARWOOD/Squeeze Me In	5952
25	24	BRAD PAISLEY/Wrapped Around	5952
20	23	STEVE HOLY/Good Morning	5704
20	22	PHIL VASSAR/That's When I	5456
25	22	TRACY BYRD/Just Let Me Be In	5456
19	20	KEVIN DENNEY/That's Just Jessie	4960
19	19	PAT GREEN/Three Days	4712
22	19	BROOKS & DUNN/Long Goodbye	4712
9	18	STEVE AZAR/Don't Have To	4464
20	16	TOMMY SHANE STEINER/What If She's An	3968
16	16	SOGGY BOTTOM BOYS/Am A Man	3968
8	14	JOE DUFFIE/In Another World	3472
15	14	MESSINA W/MCGRAW/Bring On The Rain	3472
23	14	CLAY WALKER/La Bamba	3472
13	13	RASCAL FLATTS/I'm Movin' On	3224
1	13	DIXIE CHICKS/Some Days You	3224
9	12	JAMIE O'NEAL/There Is No Arizona	2976
5	11	GARY ALLAN/The One	2784
10	10	TRACE ADKINS/It's My Trini	2480
10	10	MARTINA MCBRIDE/Blessed	2480
8	10	JESSICA ANDREWS/Who I Am	2480
7	9	KENNY CHESNEY/Young	2232
9	9	CHRIS CAGLE/My Love Goes On	2232
11	9	GREEN & MORROW/Texas On My Mind	2232
9	9	TRAVIS TRITTI/A Great Day	2232
9	9	KEITH URBAN/Where The Blacktop	2232
9	9	GARTH BROOKS/Wrapped Around	2232
8	9	BROOKS & DUNN/Ain't Nothing...	1984
8	8	DIAMOND RIO/One More Day	1984
10	8	MONTGOMERY GENTRY/She Couldn't...	1984
11	8	KEITH URBAN/But For The Grace	1984

**MARKET #6**

**WXTU/Philadelphia**  
Beasley  
(610) 667-9000  
McKay/Jack  
12+ Cumc 495,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
42	46	BROOKS & DUNN/Long Goodbye	16560
46	46	DIXIE CHICKS/Some Days You...	16560
41	46	KENNY CHESNEY/Young	16560
45	45	TIM MCGRAW/The Cowboy In Me	16200
43	43	MARTINA MCBRIDE/Blessed	15480
48	42	HASCAL FLATTS/I'm Movin' On	15120
38	40	PHIL VASSAR/That's When I	14400
23	29	MESSINA W/MCGRAW/Bring On The Rain	10440
23	28	CHRIS CAGLE/I Breathe In	10080
22	25	TRAVIS TRITTI/Modern Day Bonnie	9000
22	24	BROOKS & YEARWOOD/Squeeze Me In	8640
22	24	TOMMY SHANE STEINER/What If She's An	8640
24	23	TOBY KEITH/My List	8280
18	21	TAMMY COCHRAN/Cry	7560
18	20	CAROLYN DAWN JOHNSON/Don't Want You	7200
13	18	CYNDI THOMSON/Always Liked...	6480
8	18	KEVIN DENNEY/That's Just Jessie	6480
17	17	EMERSON DRIVE/Should Be Sleeping	6120
17	16	TRICK PONY/Just What I Do	5760
21	15	BLAKE SHELTON/All Over Me	5400
25	14	JOE DUFFIE/In Another World	5040
12	14	NELSON & WOMACK/Mendocino County	5040
4	13	ALAN JACKSON/Drive (For Daddy...)	4680
8	12	AARON TIPPIN/Where Stars And...	4320
5	12	KELLIE COFFEY/When You Lie Next...	4320
11	11	STEVE AZAR/Don't Have To	3960
16	10	CHELY WRIGHT/Jezebel	3600
11	10	TOBY KEITH/My List	3600
12	10	REBA MCKENZIE/It's A Survivor	3600
6	9	LONESTAR/It's Already There	3240
9	9	KEITH URBAN/Where The Blacktop	3240
8	9	CLINT BLACK/Money Or Love	3240
8	9	JESSICA ANDREWS/Who I Am	3240
11	9	STEVE HOLY/Good Morning	3240
8	8	WILLS WYONAL/It's Not Gonna	2880
4	8	TAMMY COCHRAN/Angels In Waiting	2880
11	8	GEORGE STRAIT/Run	2880
7	8	CHAD BROCK/Yes!	2880
5	7	ALAN JACKSON/Where Were You...	2520
8	7	TRACE ADKINS/Help Me Understand	2520

**MARKET #7**

**WMZQ/Washington, DC**  
Clear Channel  
(301) 231-8231  
Wyatt/Anthony  
12+ Cumc 515,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
46	47	MARTINA MCBRIDE/Blessed	12878
49	46	MESSINA W/MCGRAW/Bring On The Rain	12604
43	46	TIM MCGRAW/The Cowboy In Me	12604
46	40	BRAD PAISLEY/Wrapped Around	10960
40	39	STEVE HOLY/Good Morning...	10686
25	35	GEORGE STRAIT/Run	9590
34	35	KENNY CHESNEY/Young	9590
14	34	DIXIE CHICKS/Some Days You	9338
20	33	TRAVIS TRITTI/Love Of A Woman	9042
27	31	TOBY KEITH/My List	8946
26	29	STEVE AZAR/Don't Have To	7494
29	28	RASCAL FLATTS/I'm Movin' On	7672
19	23	TOMMY SHANE STEINER/What If She's An	6302
19	21	TRAVIS TRITTI/Modern Day Bonnie...	5754
33	21	ALAN JACKSON/Where Were You...	5754
37			

# Country Playlists

March 8, 2002 R&R • 71

MARKET #14			
KMPS/Seattle-Tacoma			
Infinity			
(206) 805-0941			
Bremer/Thomas			
12+ Cumulative 361,100			
PLAYS			
LW	TW	ARTIST/TITLE	GI (000)
26	28	BROOKS & DUNN/Long Goodbye	10032
34	25	STEVE HOLY/Good Morning	9240
32	22	MESSINA W/MCGRAW/Bring On The Rain	8448
22	22	TIM MCGRAW/The Cowboy In Me	8448
28	30	KENNY CHESNEY/Young	7920
17	30	ALAN JACKSON/Drive (For Daddy...)	7920
24	28	RASCAL FLATTS/In Movin' On	7392
16	24	PHIL VASSAR/That's When I...	6336
20	23	DIXIE CHICKS/Travelin' Soldier	6072
18	22	TRAVIS TRITT/Modern Day Bonnie...	5808
18	22	TOBY KEITH/My List	5808
17	22	BROOKS & YEARWOOD/Squeeze Me In	5808
15	21	MARK MCGINNIS/Doesn't Dance	5544
20	21	MARTINA MCBRIDE/Blessed	5544
17	21	DIXIE CHICKS/Some Days You...	5544
16	20	STEVE AZAR/Don't Have To	5280
15	19	AARON TIPPIN/Where Stars And...	5016
25	19	BRAD PAISLEY/Wrapped Around	5016
17	19	CYNDI THOMSON/Always Liked...	5016
17	19	CHRIS CAGLE/Breathe In...	5016
33	18	ALAN JACKSON/Where Were You...	4752
17	17	KEVIN DENNEY/That's Just Jessie	4488
14	17	TOBY KEITH/My List	4488
12	17	EMERSON DRIVE/Should Be Sleeping	4488
12	16	MARK CHESNUTT/She Was	4224
13	16	LONESTAR/Not A Day Goes By	4224
15	15	DAVID BALL/Riding With...	3960
12	15	MARTINA MCBRIDE/When God Fears...	3960
10	15	TRICK PONY/Just What I Do	3960
6	14	ALAN JACKSON/Where I Come From	3696
12	14	TOMMY SHANE STEINER/What If She's An...	3696
11	14	ANDY GRIGGS/Tonight I Wanna...	3696
9	13	REBA MCKENTRE/Sweet Music Man	3432
12	13	CAROLYN DAWN JOHNSON/Don't Want You...	3432
13	13	GEORGE STRAIT/Living And Living...	3432
13	13	BROOKS & DUNN/Only In America	3432
6	12	TRACE ADKINS/Help Me Understand	3168
16	12	REBA MCKENTRE/It's A Survivor	3168
13	12	TIM MCGRAW/Angry All The Time	3168
15	11	JAMIE O'NEAL/When I Think About...	2904

MARKET #15			
KMLE/Phoenix			
Infinity			
(602) 258-8181			
Garrison/Loss			
12+ Cumulative 342,900			
PLAYS			
LW	TW	ARTIST/TITLE	GI (000)
53	56	MARTINA MCBRIDE/Blessed	9006
53	55	MESSINA W/MCGRAW/Bring On The Rain	8856
50	54	RASCAL FLATTS/In Movin' On	8694
52	52	TIM MCGRAW/The Cowboy In Me	8372
53	52	PHIL VASSAR/That's When I...	8372
26	48	TOMMY SHANE STEINER/What If She's An...	7728
22	31	BROOKS & YEARWOOD/Squeeze Me In	4944
18	29	KENNY CHESNEY/Young	4668
26	29	TOBY KEITH/My List	4668
29	29	CHRIS CAGLE/Breathe In...	4668
25	28	ALAN JACKSON/Drive (For Daddy...)	4508
28	28	KEVIN DENNEY/That's Just Jessie	4508
24	28	ALAN JACKSON/Where Were You...	4508
52	27	SHE DAISSY/Get Over Yourself	4344
20	26	TIM MCGRAW/Angel Boy	4186
15	24	GEORGE STRAIT/Living And Living...	3864
11	23	EMERSON DRIVE/Should Be Sleeping	3703
21	23	LONESTAR/Not A Day Goes By	3703
23	23	STEVE HOLY/Good Morning	3703
24	22	HOMER DAVIS/When I Think About...	3542
21	22	KELLIE COFFEY/When You Lie Next...	3542
29	20	DIXIE CHICKS/Some Days You...	3220
22	20	NELSON & WOMACK/Medicino County...	3220
20	20	SARA EVANS/I Keep Looking	3220
16	17	KENNY CHESNEY/Don't Happen Twice	2737
17	16	BROOKS & DUNN/Only In America	2576
19	16	TRAVIS TRITT/It's A Great Day...	2576
18	16	BROOKS & DUNN/Only In America	2576
16	15	JAMIE O'NEAL/When I Think About...	2576
16	15	PHIL VASSAR/Just Another Day...	2415
16	15	TOBY KEITH/My List	2415
10	14	JAMIE O'NEAL/There Is No Arizona	2254
17	14	AARON TIPPIN/Where Stars And...	2254
7	13	CAROLYN DAWN JOHNSON/Don't Want You...	2093
14	13	GARTH BROOKS/Wrapped Up In You	2093
8	13	STEVE AZAR/Don't Have To	2093
10	13	ALAN JACKSON/Where I Come From	2093
8	12	TRICK PONY/Just What I Do	1932
14	12	DIAMOND RIO/One More Day	1932
13	11	LONESTAR/Not A Day Goes By	1771

MARKET #15			
KNIX/Phoenix			
Clear Channel			
(480) 966-6236			
King/Foster			
12+ Cumulative 383,600			
PLAYS			
LW	TW	ARTIST/TITLE	GI (000)
52	50	MARTINA MCBRIDE/Blessed	10050
49	49	MESSINA W/MCGRAW/Bring On The Rain	9849
48	47	TIM MCGRAW/The Cowboy In Me	9449
51	45	BRAD PAISLEY/Wrapped Around	9045
50	45	RASCAL FLATTS/In Movin' On	9045
48	43	TOBY KEITH/My List	8643
23	26	DIXIE CHICKS/Some Days You...	5226
20	26	KENNY CHESNEY/Young	5226
23	24	BROOKS & DUNN/Long Goodbye	4623
22	23	CHRIS CAGLE/Breathe In...	4623
24	23	TRAVIS TRITT/Modern Day Bonnie...	4623
22	22	STEVE HOLY/Good Morning	4422
13	21	ALAN JACKSON/Drive (For Daddy...)	4221
22	21	PHIL VASSAR/That's When I...	4221
22	20	EMERSON DRIVE/Should Be Sleeping	4200
17	18	GARY ALLAN/The One	3618
14	17	LONESTAR/Not A Day Goes By	3417
17	17	GARTH BROOKS/Wrapped Up In You	3417
15	17	TOBY KEITH/My List	3417
13	16	GARY ALLAN/The One	3216
14	16	JAMIE O'NEAL/When I Think About...	3216
16	16	AARON TIPPIN/Where Stars And...	3216
15	16	BROOKS & DUNN/Only In America	3015
16	15	GEORGE STRAIT/Run	3015
14	15	BLAKE SHELTON/Austin	3015
14	14	KEITH URBAN/Where The Blacktop	2814
12	14	GEORGE STRAIT/Living And Living...	2814
18	14	CAROLYN DAWN JOHNSON/Don't Want You...	2814
10	14	TOBY KEITH/My List	2814
15	14	REBA MCKENTRE/Sweet Music Man	2814
16	13	ALAN JACKSON/Where Were You...	2613
11	13	RASCAL FLATTS/This Everyday Love	2613
13	13	KEITH URBAN/But For The Grace	2613
16	13	BROOKS & DUNN/Only In America	2613
13	13	NICKEL CREEK/The Lighthouse's...	2613
17	12	ALAN JACKSON/Where I Come From	2412
13	12	TRICK PONY/Pour Me	2412
10	12	TRAVIS TRITT/It's A Great Day...	2412
11	12	DIAMOND RIO/One More Day	2412
13	12	PHIL VASSAR/Just Another Day...	2412

MARKET #16			
KEYE/Minneapolis			
Clear Channel			
(952) 820-4200			
Swedberg/Moon			
12+ Cumulative 393,600			
PLAYS			
LW	TW	ARTIST/TITLE	GI (000)
31	47	STEVE HOLY/Good Morning	10100
36	46	PHIL VASSAR/That's When I...	9890
30	45	TIM MCGRAW/The Cowboy In Me	9675
34	44	TOMMY SHANE STEINER/What If She's An...	9460
31	44	ALAN JACKSON/Drive (For Daddy...)	9460
25	43	RASCAL FLATTS/In Movin' On	9245
21	42	DIXIE CHICKS/Some Days You...	9030
22	33	SHE DAISSY/Get Over Yourself	7095
22	33	BROOKS & YEARWOOD/Squeeze Me In	6665
27	29	BROOKS & DUNN/Long Goodbye	6235
18	28	TRICK PONY/Just What I Do	6020
17	27	CHELY WRIGHT/Jazbel	5805
26	26	KENNY CHESNEY/Young	5590
18	26	BLAKE SHELTON/All Over Me	5590
28	26	CAROLYN DAWN JOHNSON/Don't Want You...	5590
17	25	KEVIN DENNEY/That's Just Jessie	5375
21	25	KELLIE COFFEY/When You Lie Next...	5375
20	24	ALAN JACKSON/Drive (For Daddy...)	5160
18	24	GARY ALLAN/The One	5160
15	23	CHRIS CAGLE/Breathe In...	4945
14	22	ALAN JACKSON/Where Were You...	4730
16	22	TOBY KEITH/My List	4730
12	21	MARTINA MCBRIDE/Blessed	4500
15	20	MESSINA W/MCGRAW/Bring On The Rain	4300
17	20	BRAD PAISLEY/Wrapped Around	4300
13	19	STEVE AZAR/Don't Have To	4085
15	19	GARTH BROOKS/Wrapped Up In You	4085
13	19	DIXIE CHICKS/Some Days You...	4085
3	18	TRAVIS TRITT/Modern Day Bonnie...	3870
11	18	TRACY BYRD/Ten Roads Day	3870
12	17	LITTLE BIG TOWN/Don't Waste My Time	3655
19	17	GEORGE STRAIT/Run	3655
1	17	GEORGE STRAIT/Living And Living...	3655
11	17	WILLIS W/O'NEAL/Not Gonna...	3655
14	16	EMERSON DRIVE/Should Be Sleeping	3440
16	16	MARK CHESNUTT/She Was	3440
11	16	BLAKE SHELTON/Days Of America	3440
11	15	SHANNON LAWSON/Goodbye On A Bad Day	3225
9	12	BLAKE SHELTON/Austin	2580
7	12	MONTGOMERY GENTRY/She Couldn't...	2580

MARKET #17			
KSON/San Diego			
Jefferson-Pilot			
(619) 291-9797			
Dimick/Frey			
12+ Cumulative 255,300			
PLAYS			
LW	TW	ARTIST/TITLE	GI (000)
30	47	TIM MCGRAW/The Cowboy In Me	6862
45	45	CHRIS CAGLE/Breathe In...	6570
44	44	STEVE HOLY/Good Morning	6424
47	41	BRAD PAISLEY/Wrapped Around	5986
38	36	MESSINA W/MCGRAW/Bring On The Rain	5256
36	36	TOBY KEITH/My List	5256
38	35	BROOKS & DUNN/Only In America	5110
32	35	BROOKS & DUNN/Long Goodbye	4964
32	34	DIXIE CHICKS/Some Days You...	4964
33	34	ALAN JACKSON/Where Were You...	4864
34	33	MARTINA MCBRIDE/Blessed	4818
26	30	CHELY WRIGHT/Jazbel	4380
26	28	PHIL VASSAR/That's When I...	4088
25	28	KENNY CHESNEY/Young	4088
18	28	RASCAL FLATTS/In Movin' On	4088
23	27	CAROLYN DAWN JOHNSON/Don't Want You...	3942
43	26	TOMMY SHANE STEINER/What If She's An...	3796
29	25	TOBY KEITH/My List	3650
25	25	TAMMY COCHRAN/Cry	3650
12	22	ALAN JACKSON/Drive (For Daddy...)	3212
31	22	EMERSON DRIVE/Should Be Sleeping	3212
22	22	BROOKS & YEARWOOD/Squeeze Me In	3212
12	17	NICKEL CREEK/The Lighthouse's...	2482
17	17	JESSICA ANDREWS/Who I Am	2482
14	17	DAVID BALL/Riding With...	2482
15	15	LONESTAR/Not A Day Goes By	2190
16	14	CHAD BROCK/Yes!	2044
13	14	JO DEE MESSINA/Downtime	2044
12	14	PHIL VASSAR/Just Another Day...	2044
14	14	NELSON & WOMACK/Medicino County...	2044
16	13	TRAVIS TRITT/Modern Day Bonnie...	1898
14	13	BLAKE SHELTON/Austin	1898
12	13	BROOKS & DUNN/Only In America	1898
6	12	KELLIE COFFEY/When You Lie Next...	1752
12	12	JOE DIFFIE/In Another World	1752
1	11	TRICK PONY/Just What I Do	1606
1	10	CLINT BLACK/Money Or Love	1460
1	10	STEVE AZAR/Don't Have To	1460
10	9	ANDY GRIGGS/Tonight I Wanna...	1314
7	9	FAITH HILL/The Way You Love Me	1314

MARKET #19			
KSD/St. Louis			
Clear Channel			
(314) 436-9370			
Langston			
12+ Cumulative N/A			
PLAYS			
LW	TW	ARTIST/TITLE	GI (000)
86	94	AARON TIPPIN/Where Stars And...	9180
93	90	STEVE HOLY/Good Morning	9180
78	89	ALAN JACKSON/Where Were You...	9078
65	64	DIXIE CHICKS/Some Days You...	6936
51	64	MESSINA W/MCGRAW/Bring On The Rain	6528
47	63	TRAVIS TRITT/Love Of A Woman	6426
61	61	TRICK PONY/On A Night Like This	6222
50	60	BRAD PAISLEY/Wrapped Around	6120
29	32	JOE DIFFIE/In Another World	3264
19	31	TOBY KEITH/My List	3162
25	31	BROOKS & DUNN/Long Goodbye	3162
25	30	MONTGOMERY GENTRY/She Couldn't...	3060
33	30	CHRIS CAGLE/Breathe In...	3060
30	30	TIM MCGRAW/The Cowboy In Me	3060
65	29	GEORGE STRAIT/Run	2958
26	29	MARTINA MCBRIDE/Blessed	2958
29	28	BROOKS & YEARWOOD/Squeeze Me In	2958
43	28	LONESTAR/Not A Day Goes By	2856
17	28	BLAKE SHELTON/Austin	2856
26	27	BROOKS & DUNN/Only In America	2754
27	27	JAMIE O'NEAL/When I Think About...	2754
38	26	TOBY KEITH/My List	2652
20	24	TOBY KEITH/My List	2448
24	23	KEITH URBAN/Where The Blacktop	2346
19	22	TRAVIS TRITT/It's A Great Day...	2244
22	22	KENNY CHESNEY/Young	2244
21	22	DIAMOND RIO/One More Day	2244
13	22	ALAN JACKSON/Where I Come From	2244
13	20	LONESTAR/Not A Day Goes By	2040
16	20	STEVE AZAR/Don't Have To	1734
12	17	PHIL VASSAR/That's When I...	1734
22	17	TIM MCGRAW/Angry All The Time	1734
16	17	KENNY CHESNEY/Young	1734
16	16	TRACY BYRD/Just Let Me Be In...	1632
14	15	RASCAL FLATTS/In Movin' On	1530
7	9	AARON TIPPIN/Where Stars And...	918
9	8	PHIL VASSAR/Just Another Day...	816
6	8	BROOKS & DUNN/Only In America	816
9	8	FAITH HILL/The Way You Love Me	816
8	8	JESSICA ANDREWS/Who I Am	816

MARKET #19			
WIL/St. Louis			
Bonneville			
(314) 781-9600			
Scheel/Montana			
12+ Cumulative 304,700			
PLAYS			
LW	TW	ARTIST/TITLE	GI (000)
46	49	BROOKS & DUNN/Long Goodbye	10143
37	45	CHRIS CAGLE/Breathe In...	9315
46	44	MESSINA W/MCGRAW/Bring On The Rain	9108
47	44	TIM MCGRAW/The Cowboy In Me	9108
43	41	STEVE HOLY/Good Morning	8487
49	39	BRAD PAISLEY/Wrapped Around	8073
37	38	MARTINA MCBRIDE/Blessed	7866
37	37	KENNY CHESNEY/Young	7659
29	31	JOE DIFFIE/In Another World	6003
32	29	PHIL VASSAR/That's When I...	6003
21	29	ALAN JACKSON/Drive (For Daddy...)	5796
28	28	TOBY KEITH/My List	5796
7	27	STEVE AZAR/Don't Have To	5589
26	26	AARON TIPPIN/Where Stars And...	5382
25	26	ALAN JACKSON/Where Were You...	5382
26	25	TOBY KEITH/My List	5382
30	25	GEORGE STRAIT/Run	5175
34	25	TRAVIS TRITT/Love Of A Woman	5175
2	25	DIXIE CHICKS/Some Days You...	5175
15	24	REBA MCKENTRE/It's A Survivor	4968
23	23	DAVID BALL/Riding With...	4761
5	23	DIAMOND RIO/One More Day	4761
34	21	BROOKS & YEARWOOD/Squeeze Me In	4347
35	21	ALAN JACKSON/Where I Come From	4347
21			



**KID KELLY**  
kkelly@rronline.com

## Straight To The Top

□ **WBNS (The New 97.1)/Columbus, OH changes format and has instant success**

**W**BNS in Columbus, OH changed its format from Oldies to Hot AC approximately seven months ago. Out of nowhere, it shot straight to the top in all of its target demos. I recently spoke with PD **Jeff Ballentine** to find out exactly how the team accomplished such an incredible feat.

**KK:** How long was the format switch in the planning stages, and who championed the decision to fill the Hot AC void?

**JB:** Going into the first quarter of 2001, WBNS-FM was an Oldies station with demos that were getting older. Station VP/GM Dave Van Stone hired Guy Zapoleon and Steve Davis from Zapoleon Media Strategists to come to the Columbus market and lend us an ear.

Both Guy, Dave and then-PD Robert John felt that there was some sort of opportunity for a Hot AC station in the market. The actual hole was confirmed within a couple of months of Guy's visit by John Parikh of Joint Communications. With the help of John and Chris Kennedy, who is also with JC, it was decided that a Pop Alternative Hot AC direction was the best for-



WBNS/Columbus, OH PD Jeff Ballentine and ZMS consultant Steve Davis enjoy their success.

mat void to fill under current market conditions.

From that point forward we researched, tested, put together strategic plans, retested and followed up with more research. In short, we had great research, great brainpower and a clear plan of action. We also had what is exceedingly rare these days: a startup radio station with all the tools

it needed to succeed. Dave Van Stone deserves that credit and more. He made sure this baby radio station got all the nutrients and nurturing it needed to grow to No. 1.

Then, when all the really hard work was done. I was brought into the picture. My specialty and gift is developing on-air talent and creating sparkle. My heroes are the people who write the sweepers, promos and sizzle elements for the Sci-Fi Channel, Nick at Night, MTV, the

Cartoon Network, etc.

I also knew the players. Guy and I have known each other for years, Dave Van Stone and I have crossed paths, and both Steve Davis and John Parikh possess legendary reputations. So The New 97.1 programming gig is heaven.

**KK:** How did you market the new station?

**JB:** Plain and simple, the best way to penetrate and touch our intended core was through a carefully constructed TV campaign. One of the things I love about Dave is his unwavering commitment to doing things right. He never cuts corners. If it was going to take X amount of TV-advertising dollars for X amount of time, that's what he planned and executed.

**KK:** Are your airshifts live or "Intel inside"?

**JB:** The station is live from roughly 6am-midnight, although we're experimenting with voicetracking on weekends. All of us are hellbent on developing the best local, live-personality radio that we can execute. That means working with the sound of the jocks and creating a nurturing matrix that they can grow with on a consistent, ongoing basis.

We intend to be live and local, yet, at the same time, there's a place for voicetracking. I prefer live radio, but, done in the proper context, voicetracking does have a place. It depends on the context.

**KK:** What drives your programming, marketing and promotions at WBNS?

**JB:** The consumers call the shots at 97.1. Everything on The New 97.1 is done to serve their wants and needs, not the radio station's—not someone's ego.

## Steve Davis: The Wizard Behind The Curtain

Prior to WBNS (The New 97.1)/Columbus, OH's inception and PD Jeff Ballentine's arrival, Zapoleon Media Strategies Consultant **Steve Davis** was the man with the master plan. Davis had an impressive radio pedigree prior to joining the ZMS team as a Hot AC specialist. He was an original WBBM/Chicago "hitman." As PD, he has guided WZNE/Tampa, WAPW/Atlanta and WRVQ & WMXB/Richmond to success and consulted at KYSR/Los Angeles, KLLC/San Francisco and WBMX/Boston, among others.

**KK:** Tell us about the WBNS startup.

**SD:** It's always exciting to be a part of a startup radio station. You have a blank canvas and a fresh box of crayons, and you get to put the first stroke of color down. WBNS was especially exciting because of the incredible brain trust involved and the commitment from Dave and RadiOhio to get it right the first time.

We had great research from John Parikh, as well as a strong game plan, and it became part of my responsibilities to help develop and execute that game plan on-air. I was on the phone with then-PD Robert John numerous times daily as the product was being built. I constructed the music database and formatic foundations in my office in Richmond and was actively involved in the search for talent and the development of the station's production values.

We did a very thorough job of planning the details of the launch, down to the point of immediately changing the station processing as soon as the switch was flipped to New 97.1. Once we were on, it became important to immediately fine-tune any problems or issues that popped up. In addition to being there for the station launch, I made follow-up visits.

Being involved in so many startups in my career, I remembered how important all details are. And, as Guy Zapoleon reminds us, you only get one chance to make a first impression. Working with WBNS-FM for the past few months has been one of the most fun and satisfying situations I have been involved with.

One of the toughest decisions was deciding what to call the station. We went through all of the normal names and monikers that were successful in other markets and available in Columbus. This decision was even more crucial than normal due to the fact that the 800-pound gorilla in Columbus is the legendary WNCI, which is just down the dial at 97.9.

It finally came down to an offhand comment I made in a meeting one day with the brain trust, when I said, "Why don't we just call it The New 97.1?" Dave came up with the idea of the "point-one difference" to differentiate ourselves from WNCI, and we were off to the races.

**KK:** What were some of the things that went into your blueprint for success?

**SD:** One of the most important things we did in the construction of The New 97.1 was to set up a process whereby everything the station does, from programming to sales to promotions, goes through a "listener filter." In other words, what do our listeners think of this? If it doesn't appeal to the core WBNS listener, it's not a part of our efforts.

Also, because we are locally owned and operated in a market that is dominated by Clear Channel and Infinity, we wanted to make the point that we are a hometown station. This fact is a part of our production efforts every hour.

We delivered a clean, focused, compelling, fun and interesting radio station to an audience that wanted less yucks and more music. Our print-ad campaign said: "No DJs on double espresso." In addition, Dave Van Stone and RadiOhio understood the importance of telling the market, "We're here, and here's what we are," through a very strong marketing campaign. All the elements were in place, with the right process, people, music and intangibles.

Our goal is to be like Saturn, in terms of customer satisfaction. Saturn has one consistent standout attribute: customer satisfaction and service.

**KK:** What is your musical recipe for success?

**JB:** The musical recipe, put together with loving care by Guy and Steve, is a blend of alternative rock, pop and pop-alternative, finely balanced and textured. Additional kudos go to Amy Navarro of WMWX (Mix)/Philadelphia. Amy was responsible for the texture, rotation and quality when 97.1 signed on, and she did the music in brilliant fashion as a long-distance MD for six months. Robin Cole, our MD, has picked up the mantle and continues the fine job.

**KK:** Give us a rundown of the team at WBNS.

**JB:** Programming the station is a

team effort. We leave our egos at the door and go back and forth in determining the best songs for the station. Steve, Robin and I cover music on a weekly basis.

I feel that every member of the team needs to be constantly involved and consulted. While I have the final decision, very rarely do I rush off and do anything until I have the proper feedback from either Steve or Guy. Sometimes I'll poll the system to get everyone's thoughts, including Dave's and John's. The station works best when I surround myself with the smartest available people and then listen to them.

My goal with The New 97.1 is to constantly involve the best people,

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## WBNS By The Numbers

	Summer '01	Fall '01
25-54	7.5 (No. 3)	9.1 (No. 1)
W25-54	9.2 (No. 3)	10.9 (No. 2)
18-34	9.5 (No. 3)	11.3 (No. 1)
W18+	7.6 (No. 4)	8.6 (No. 2f)
W25-34	13.9 (No. 1)	15.9 (No. 1)
W35-44	8.7 (No. 4)	12.0 (No. 1)
12+	6.7 (No. 5)	7.3 (No. 3)

## WBNS/Columbus, OH Sample Hour

**GOO GOO DOLLS** Iris  
**NICKELBACK** How You Remind Me  
**MICHELLE BRANCH** Everywhere  
**TRAIN** Drops Of Jupiter  
**LENNY KRAVITZ** Dig In  
**SUGAR RAY** Fly  
**STAIND** It's Been Awhile  
**EDIE BRICKELL AND THE NEW BOHEMIANS** What I Am  
**STONE TEMPLE PILOTS** Interstate Love Song  
**NATALIE IMBRUGLIA** Wrong Impression  
**U2** Beautiful Day  
**ENYA** Only Time

Courtesy of Mediabase 24-7

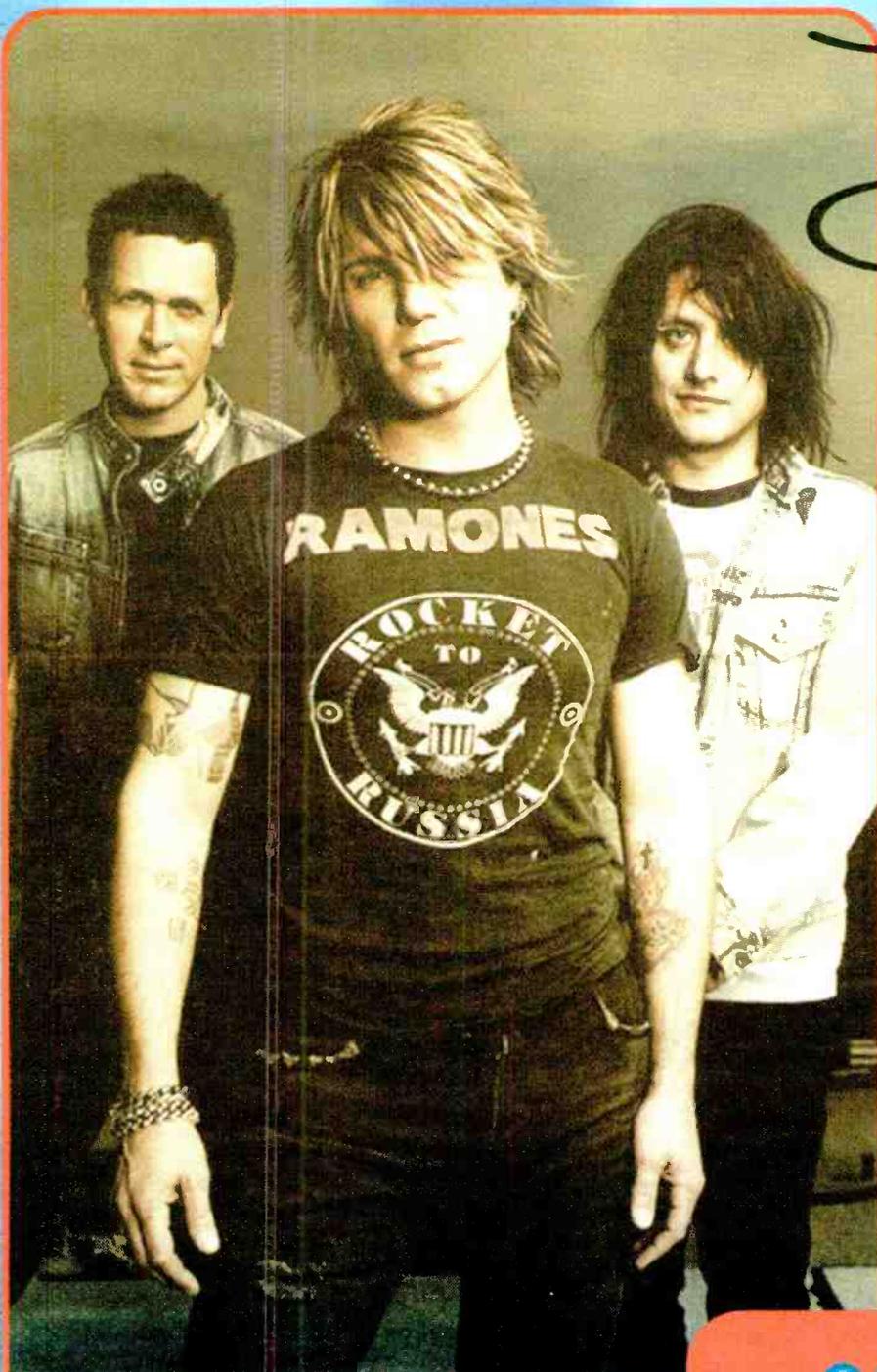


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# R&R AC Top 30

March 8, 2002

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	ENRIQUE IGLESIAS Hero (Interscope)	2610	+1	334442	20	111/0
5	2	CELINE DION A New Day Has Come (Epic)	2224	+351	302090	4	112/3
2	3	LONESTAR I'm Already There (BNA)	2166	+44	268946	26	104/0
3	4	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	2152	+128	266337	16	107/2
6	5	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1864	+8	218695	62	104/0
4	6	ENYA Only Time (Reprise)	1847	-173	219468	55	109/0
7	7	BACKSTREET BOYS Drowning (Jive)	1759	+73	172183	21	101/0
9	8	LEE ANN WOMACK I Hope You Dance (MCA/Universal)	1648	+111	209769	65	111/0
8	9	DIDO Thankyou (Arista)	1451	-145	168025	51	105/0
10	10	JIM BRICKMAN/REBECCA L. HOWARD Simple Things (Windham Hill)	1367	-112	115877	28	102/0
11	11	FAITH HILL There You'll Be (Warner Bros.)	1335	+51	147730	40	106/0
12	12	O-TOWN All Or Nothing (J)	1250	+55	145971	35	96/0
13	13	TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1235	+43	160368	33	74/0
15	14	ELTON JOHN This Train Don't Stop There... (Rocket/Universal)	1137	+69	152567	6	104/0
16	15	CHER Song For The Lonely (Warner Bros.)	1081	+19	132014	7	92/1
17	16	DARREN HAYES Insatiable (Columbia)	965	+44	127846	8	92/0
19	17	MARC ANTHONY I Need You (Columbia)	805	+187	132789	3	94/12
21	18	JO DEE MESSINA Bring On The Rain (Curb)	586	+155	49218	4	76/8
20	19	BRIAN MCKNIGHT Still (Motown/Universal)	554	-29	60485	7	64/1
18	20	JEWEL Standing Still (Atlantic)	526	-99	41231	18	48/2
Debut	21	MICHAEL BOLTON Only A Woman Like You (Jive)	460	+398	52425	1	82/19
23	22	ENYA Wild Child (Reprise)	401	+96	57606	2	73/14
22	23	BARRY MANILOW Turn The Radio Up (Concord)	340	-27	36256	12	51/0
25	24	LEANN RIMES Can't Fight The Moonlight (Curb)	331	+58	43988	18	29/1
30	25	CHRIS ISAAK Let Me Down Easy (Reprise)	324	+135	52918	2	59/14
26	26	ALICIA KEYS Fallin' (J)	300	+30	63593	19	18/0
24	27	BRITNEY SPEARS I'm Not A Girl, Not Yet... (Jive)	254	-43	20718	5	42/0
27	28	DIANA KRALL The Look Of Love (Verve/VMG)	169	-86	24370	13	26/0
28	29	DAKOTA MOON Looking For A Place To Land (Elektra/EEG)	158	-60	13293	6	28/0
Debut	30	DANIEL DEBOURG I Need An Angel (DreamWorks)	149	+16	20921	1	28/4

114 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**MARILYN SCOTT** Don't Let Love Get Away (Prana)  
Total Plays: 122, Total Stations: 32, Adds: 5

**JONATHA BROOKE** I'll Try (Walt Disney/Hollywood)  
Total Plays: 114, Total Stations: 28, Adds: 5

**EVA CASSIDY** Fields Of Gold (Blix Street)  
Total Plays: 107, Total Stations: 20, Adds: 1

**LINDA EDER** Until I Don't Love You Anymore (Atlantic)  
Total Plays: 97, Total Stations: 19, Adds: 2

**CHRIS BOTTI F/SHAWN COLVIN** All Would Envy (Columbia)  
Total Plays: 76, Total Stations: 16, Adds: 1

**TINA MOORE** Time Will Tell (Music Mind)  
Total Plays: 51, Total Stations: 12, Adds: 1

**CAROLYN DAWN JOHNSON** So Complicated (Arista)  
Total Plays: 9, Total Stations: 18, Adds: 18

**LUTHER VANDROSS** I'd Rather (J)  
Total Plays: 3, Total Stations: 13, Adds: 13

**BETH NIELSEN CHAPMAN** World Of Hurt (Artemis)  
Total Plays: 0, Total Stations: 12, Adds: 12

Songs ranked by total plays

## Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
MICHAEL BOLTON Only A Woman Like You (Jive)	19
CAROLYN DAWN JOHNSON So Complicated (Arista)	18
ENYA Wild Child (Reprise)	14
CHRIS ISAAK Let Me Down Easy (Reprise)	14
LUTHER VANDROSS I'd Rather (J)	13
MARC ANTHONY I Need You (Columbia)	12
BETH NIELSEN CHAPMAN World Of Hurt (Artemis)	12
JO DEE MESSINA Bring On The Rain (Curb)	8
MARILYN SCOTT Don't Let Love Get Away (Prana)	5
JONATHA BROOKE I'll Try (Walt Disney/Hollywood)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MICHAEL BOLTON Only A Woman Like You (Jive)	+398
CELINE DION A New Day Has Come (Epic)	+351
MARC ANTHONY I Need You (Columbia)	+187
JO DEE MESSINA Bring On The Rain (Curb)	+155
CHRIS ISAAK Let Me Down Easy (Reprise)	+135
FIVE FOR FIGHTING Superman (It's...) (Aware/Columbia)	+128
LEE ANN WOMACK I Hope You Dance (MCA/Universal)	+111
ENYA Wild Child (Reprise)	+96
CELINE DION That's The Way It Is (Epic)	+83
BACKSTREET BOYS Drowning (Jive)	+73

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	1077
S CLUB 7 Never Had A Dream Come... (A&M/Interscope)	937
LEANN RIMES Soon (Curb)	932
DIAMOND RIO One More Day (Arista)	924
'N SYNC This I Promise You (Jive)	911
HUEY LEWIS & G. PALTROW Cruisin' (Hollywood)	840
PHIL COLLINS You'll Be In My Heart (Hollywood)	836
SAVAGE GARDEN I Knew I Loved You (Columbia)	830
CELINE DION That's The Way It Is (Epic)	817
LEANN RIMES I Need You (Curb)	793
FAITH HILL The Way You Love Me (Warner Bros.)	775
MARC ANTHONY You Sang To Me (Columbia)	751
BACKSTREET BOYS Shape Of My Heart (Jive)	675
BBMAK Back Here (Hollywood)	673
DON HENLEY Taking You Home (Warner Bros.)	553
LIONEL RICHIE Angel (Island/IDJMG)	519
THE CORRS Breathless (143/Lava/Atlantic)	441
BACKSTREET BOYS More Than That (Jive)	416



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**America's Best Testing AC Songs 12+  
 For The Week Ending 3/8/02.**

Arist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>CELINE DION</b> A New Day Has Come (Epic)	4.19	4.06	77%	7%	4.21	80%	7%
<b>FAITH HILL</b> There You'll Be (Warner Bros.)	4.19	4.16	95%	30%	4.25	99%	31%
<b>JIM BRICKMAN F/REBECCA LYNN HOWARD</b> Simple Things (Windham Hill)	4.17	4.07	81%	15%	4.19	87%	17%
<b>LONESTAR</b> I'm Already There (BNA)	4.15	4.15	95%	24%	4.22	99%	24%
<b>BACKSTREET BOYS</b> Drowning (Jive)	4.14	4.00	93%	22%	4.23	93%	19%
<b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)	4.13	-	78%	12%	4.12	76%	11%
<b>CELINE DION</b> God Bless America (Epic/Columbia)	4.08	4.09	97%	32%	4.11	100%	34%
<b>LEE ANN WOMACK</b> I Hope You Dance (Universal)	4.08	3.98	97%	40%	4.14	99%	43%
<b>MATCHBOX TWENTY</b> If You're Gone (Lava/Atlantic)	4.04	4.03	95%	35%	4.12	97%	34%
<b>MARC ANTHONY</b> I Need You (Columbia)	3.98	3.79	74%	11%	4.07	79%	10%
<b>BRIAN MCKNIGHT</b> Still (Motown/Universal)	3.93	3.88	68%	10%	4.02	73%	9%
<b>BARRY MANILOW</b> Turn The Radio Up (Concord)	3.93	3.83	74%	13%	3.90	82%	15%
<b>ENRIQUE IGLESIAS</b> Hero (Interscope)	3.92	3.87	97%	34%	4.07	98%	31%
<b>ENYA</b> Only Time (Reprise)	3.85	3.88	94%	37%	3.94	96%	38%
<b>LEANN RIMES</b> Soon (Curb)	3.83	3.82	81%	17%	3.80	85%	20%
<b>JO DEE MESSINA</b> Bring On The Rain (Curb)	3.77	3.86	54%	8%	3.78	60%	9%
<b>O-TOWN</b> All Or Nothing (J)	3.76	3.79	91%	34%	3.83	92%	34%
<b>ELTON JOHN</b> This Train Don't Stop There Anymore (Rocket/Universal)	3.75	3.81	76%	16%	3.75	79%	16%
<b>FIVE FOR FIGHTING</b> Superman (It's Not Easy) (Aware/Columbia)	3.74	3.81	88%	29%	3.78	89%	28%
<b>CHER</b> Song For The Lonely (Warner Bros.)	3.70	3.61	81%	16%	3.65	84%	18%
<b>TRAIN</b> Drops Of Jupiter (Tell Me) (Columbia)	3.69	3.58	86%	33%	3.77	86%	31%
<b>DAKOTA MOON</b> Looking For A Place To Land (Elektra/EEG)	3.63	3.44	48%	11%	3.63	53%	12%
<b>UNCLE KRACKER</b> Follow Me (Top Dog/Lava/Atlantic)	3.60	3.64	89%	40%	3.81	89%	33%
<b>ENYA</b> Wild Child (Reprise)	3.60	-	49%	13%	3.67	53%	14%
<b>DARREN HAYES</b> Insatiable (Columbia)	3.58	3.60	62%	13%	3.50	62%	14%
<b>JEWEL</b> Standing Still (Atlantic)	3.57	3.57	80%	25%	3.56	79%	25%
<b>DIDO</b> Thankyou (Arista)	3.47	3.42	94%	49%	3.49	95%	50%
<b>ALICIA KEYS</b> Fallin' (J)	3.37	3.35	84%	38%	3.40	84%	36%
<b>DIANA KRALL</b> The Look Of Love (Verve/VMG)	3.32	3.33	65%	23%	3.32	71%	25%
<b>BRITNEY SPEARS</b> I'm Not A Girl, Not Yet A Woman (Jive)	2.97	2.94	84%	33%	2.87	84%	35%

Total sample size is 352 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 25-54). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5380. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

**Straight To The Top**

Continued from Page 72

people who know much more than I, and, having learned from my past mistakes, I will listen to them — from MD Robin Cole to Andrew Kaminetz, my Creative Services Director, to Paul and Val, the morning team, to afternoon-drive guy Mark Dantzer and Amy Dunn, who does nights, to the weekend talent to Todd Reigle, my Promotions Director.

As a team, we keep the station clutter-free on a consistent basis. Again, everything starts at the top. Dave Van Stone sets the standard of excellence and helps me live up to our consumers' demands for a crisp, clean radio station that remains void of the dreaded promotional value-added sales stuff. Dave, Chris Graves and Kurt Sima, our Sales Managers, are great at operating within this concept while meeting financial goals.

**KK:** What type of community involvement does the station have, and does that present any special challenges?

**JB:** The biggest challenge for WBNS is community involvement. We're involved with Adventures for Wish Kids on an ongoing basis. But community involvement isn't just charity, it's reflecting the feel and tone of the people in Columbus. I've always felt that the truly great stations have their arms wrapped around their cities.

When I interviewed for the job with Dave and he asked me which stations I considered great, WDVE/Pittsburgh and WEBN/Cincinnati immediately came to mind. The brilliant Gene Romano took WDVE in Pittsburgh and truly made it a "Burgh" station. He notched it into the atmosphere with funny, irreverent sweepers, local things that touched Pittsburghers. It had an ongoing interface with listeners, as did WEBN. Great stations reflect, taste and smell like their cities.

**KK:** To what do you attribute your amazing success at WBNS?

**JB:** There's one other thing that I think that has contributed to the success of The New 97.1, as well as to my own personal success: balance. To really be a good program director, you need it.

I learned this lesson the hard way at Star (WSSR) in Charlotte, one of my worst failures. Nothing gives you perspective like your bottom falling out and the humbling of a large ego. Spiritual balance, family balance, social balance and career balance are key to being a successful manager. You learn more sometimes from your failures than you ever learn from your success — it's just not as fun.

**Reporters**

<b>WYJB/Albany, NY *</b> CM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara 1. BETH NIELSEN CHAPMAN "Hurt" 2. CAROLYN DAWN JOHNSON "So"	<b>WEBE/Bridgeport, CT *</b> PD: Curtis Hanson MD: Danny Lyons 1. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>W. QT/Dayton, OH *</b> PD: Sandy Collins MD: Steven Scott 1. MICHAEL BOLTON "Only" 2. MARG ANTHONY "Need"	<b>WTKT/Gainesville, FL *</b> PD: Briton Jon APD: Kevin Ray No Adds	<b>WKYE/Johnstown, PA</b> PD: Jack Michaels MD: Brian Wolfe 1. ENRIQUE IGLESIAS "Escape" 2. NATALE IMBRUGLIA "Wrong"	<b>KVLY/McAllen, TX *</b> PD/MD: Alex Duran 19. CELINE DION "Day" 12. NATALE IMBRUGLIA "Wrong" 10. ENRIQUE IGLESIAS "Escape" BETH NIELSEN CHAPMAN "Hurt" LUTHER VANDROSS "Rather"	<b>WWOE/Norfolk, VA *</b> OM/MD: Don London APD/MD: Jeff Moreau No Adds	<b>KRNO/Reno, NV *</b> PD: Dan Fritz No Adds	<b>KISC/Spokane, WA *</b> OM/MD: Don Marcel MD: Dawn Marcel No Adds	<b>WEAT/West Palm Beach, FL *</b> OM/MD: Les Howard Jacoby APD/MD: Chad Perry No Adds
<b>WMGA/Albuquerque, NM *</b> CM/MD: Kris Abrams MD: Jenna James No Adds	<b>WEZN/Bridgeport, CT *</b> PD/MD: Steve Marcus No Adds	<b>KCSI/Denver-Boulder, CO *</b> PD: Rick Martin APD/MD: Steve Hamilton 1. DANIEL DEBOURG "Angel" 2. CHRIS ISAAK "Easy"	<b>WLHT/Grand Rapids, MI *</b> PD: Jon Zeller APD/MD: Mary Turner No Adds	<b>WOLR/Kalamazoo, MI</b> OM: Ken Lanpher PD: Brian Wertz 1. CHRIS ISAAK "Easy" 2. SHERYL CROW "Soak"	<b>WLRQ/Melbourne, FL *</b> PD: Jeff McKeel 1. CAROLYN DAWN JOHNSON "So" 2. LUTHER VANDROSS "Rather"	<b>KMGL/Oklahoma City, OK *</b> PD: Jeff Couch MD: Steve O'Brien No Adds	<b>WTVR/Richmond, VA *</b> PD: Bill Cahill CHRIS ISAAK "Easy"	<b>KXLY/Spokane, WA *</b> PD: Beau Tyler MD: Steve Knight 1. JONATHAN BROOKE "Try"	<b>WHUO/Westchester, NY *</b> OM/MD: Steve Petrone MD/MD: Tom Furci BETH NIELSEN CHAPMAN "Hurt"
<b>WLEV/Allentown, PA *</b> PD: Vern Anderson 1. CELINE DION "Day" 2. MICHAEL BOLTON "Only" 3. NATALE IMBRUGLIA "Wrong"	<b>WHBC/Canton, OH *</b> PD: Terry Simmons MD: Kayleigh Kries 1. MARG ANTHONY "Need" 2. SHERYL CROW "Soak"	<b>KLTI/Des Moines, IA *</b> PD/MD: Tim White No Adds	<b>WOOD/Grand Rapids, MI *</b> PD: John Patrick 1. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>KSRC/Kansas City, MO *</b> PD: Jon Zeller MD: Joanne Ashley 1. MESSINA W/MCGRAW "Bring" 2. SHERYL CROW "Soak"	<b>WRVR/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kay Manley 1. MARG ANTHONY "Need"	<b>KEFM/Omaha, NE *</b> PD/MD: Steve Albertsen APD: Jeff Larson No Adds	<b>WMOG/Oakland, CA *</b> PD: Don Morrison MD/MD: Dick Daniels 1. MICHAEL BOLTON "Only"	<b>WRMM/Rochester, NY *</b> PD: John McCrae MD: Terese Taylor No Adds	<b>KJYO/Stockton, CA *</b> PD: Julie Logan 1. EVA CASSIDY "Tussock" 2. MICHAEL BOLTON "Only" 3. MARYLIN SCOTT "Don't" BETH NIELSEN CHAPMAN "Hurt"
<b>KYMG/Anchorage, AK</b> MD: Dave Flavin 1. MICHAEL BOLTON "Only" 2. MICHAEL BOLTON "Only"	<b>WCOO/Cape Cod, MA</b> OM: Gregg Cassidy MD: Cheryl Park 1. KYLIE MINOGUE "Can't" 2. KYLIE MINOGUE "Can't"	<b>WVIC/Detroit, MI *</b> PD: Lori Bennett No Adds	<b>WYMI/Greenville, SC *</b> PD: Greg McKinney 4. MICHAEL BOLTON "Only"	<b>WSPA/Greenville, SC *</b> PD/MD: Brian Taylor 1. LINDA EDER "Only" 2. CAROLYN DAWN JOHNSON "So" 3. MARYLIN SCOTT "Don't"	<b>WMTQ/Middlesex, NJ *</b> PD: Tim Tefft MD: Lou Russo No Adds	<b>WMOG/Oakland, CA *</b> PD: Ken Payne MD: Brenda Matthews 1. MESSINA W/MCGRAW "Bring"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KGBY/Sacramento, CA *</b> PD/MD: Brad Waldo 1. MICHAEL BOLTON "Only" 2. CAROLYN DAWN JOHNSON "So"	<b>WRVY/Toledo, OH *</b> PD: Cary Pall MD: Mark Andrews No Adds
<b>WPCA/Atlanta, GA *</b> PD: Jeff Silvers No Adds	<b>WDEF/Chattanooga, TN *</b> PD: Danny Howard 1. LUTHER VANDROSS "Rather"	<b>WDOF/Dothan, AL</b> GM/MD: Leigh Simpson No Adds	<b>WJXB/Knoxville, TN *</b> PD: Dan Hurst 1. CHER "Lonely" 2. JONATHAN BROOKE "Try" 3. CHRIS ISAAK "Easy"	<b>KTQY/Lafayette, LA *</b> PD: C.J. Clements MD: Steve Wiley 1. MARYLIN SCOTT "Don't"	<b>WLTQ/Milwaukee, WI *</b> PD/MD: Vance Ollander 1. BETH NIELSEN CHAPMAN "Hurt" 2. CAROLYN DAWN JOHNSON "So" 3. LUTHER VANDROSS "Rather"	<b>WSWT/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WWEB/Philadelphia, PA *</b> PD: Chris Conley No Adds	<b>KYMS/Sacramento, CA *</b> Dir./Prog.: Mark Evans PD/MD: Bryan Jackson No Adds	<b>WGNi/Wilmington, NC</b> PD: Mike Farrow MD: Craig Thomas No Adds
<b>WPPG/Atlantic City, NJ *</b> PD: Gary Guida MD: Marlene Aqua No Adds	<b>WLIT/Chicago, IL *</b> PD: Bob Kaake MARG ANTHONY "Need"	<b>WXXX/Erie, PA</b> PD: Rob Aron MD: Scott Stevens 1. MARYLIN SCOTT "Don't" 2. BERT E HIGGINS "Another"	<b>WRCH/Hartford, CT *</b> PD: Allan Cap MD: Joe Hann 1. DANIEL DEBOURG "Angel"	<b>WFMK/Lansing, MI *</b> PD: Chr S Reynolds 6. NATALE IMBRUGLIA "Wrong" 6. CAROLYN DAWN JOHNSON "So" 3. SHERYL CROW "Soak" 3. LUTHER VANDROSS "Rather"	<b>WMXC/Mobile, AL *</b> PD: Dan Mason MD: Mary Booth No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KEZK/St. Louis, MO *</b> PD: Smokey Rivers MD: Jackie Brush No Adds	<b>WLSW/Utica-Rome, NY</b> PD: Randy Jay MD: Trudy 1. MICHAEL BOLTON "Only" 2. MARG ANTHONY "Need"
<b>WBBQ/Augusta, GA *</b> PD: John Patrick No Adds	<b>WNNO/Chicago, IL *</b> PD: Mark Hamlin MD: Haynes Johns 1. ENYA "Child" 2. CHRIS ISAAK "Easy"	<b>WKTR/Honolulu, HI *</b> PD: Wayne Maria MD: Chris Hart 1. BETH NIELSEN CHAPMAN "Hurt"	<b>WTKR/Honolulu, HI *</b> PD: Wayne Maria MD: Chris Hart 1. BETH NIELSEN CHAPMAN "Hurt"	<b>KJSM/Modesto, CA *</b> PD/MD: Gary Michaels 2. MICHAEL BOLTON "Only" 3. DANIEL DEBOURG "Angel" 4. MARYLIN SCOTT "Don't"	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WARM/York, PA *</b> MD: Rick Sten 1. MICHAEL BOLTON "Only" 2. MESSINA W/MCGRAW "Bring"
<b>KMMJ/Austin, TX *</b> PD: Alex O'Neill MD: Shelly Knight LUTHER VANDROSS "Rather"	<b>WRRM/Cincinnati, OH *</b> OM/MD: Ted Holland APD/MD: Ted Holland 1. CAROLYN DAWN JOHNSON "So" 2. CAROLYN DAWN JOHNSON "So" 1. MICHAEL BOLTON "Only" 2. MARG ANTHONY "Need"	<b>KSSK/Honolulu, HI *</b> PD/MD: Paul Wilson No Adds	<b>WAHR/Huntsville, AL *</b> PD: Rob Harter MD: Bonny O'Brien LUTHER VANDROSS "Rather"	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WASH/Washington, DC *</b> PD: Steve Alan CAROLYN DAWN JOHNSON "So"
<b>KQFM/Bakersfield, CA *</b> OM: Bob Lewis PD/MD: Chris Edwards 1. MICHAEL BOLTON "Only" 2. ENYA "Child" 3. CHRIS ISAAK "Easy"	<b>WOOK/Cleveland, OH *</b> PD: Scott Miller 1. CHRIS ISAAK "Easy" 2. CAROLYN DAWN JOHNSON "So"	<b>WHAH/Huntsville, AL *</b> PD: Rob Harter MD: Bonny O'Brien LUTHER VANDROSS "Rather"	<b>WTPA/Indianapolis, IN *</b> PD: Gary Haves MD: Steve Cooper 1. CHRIS ISAAK "Easy"	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WASH/Washington, DC *</b> PD: Steve Alan CAROLYN DAWN JOHNSON "So"
<b>WLFJ/Baltimore, MD *</b> MD: Mark Thoner No Adds	<b>WYXX/Biloxi-Gulfport, MS *</b> PD: Walker Brown 1. BETH NIELSEN CHAPMAN "Hurt" 2. CAROLYN DAWN JOHNSON "So" 3. TRINA MOORE "Till"	<b>WTKR/Honolulu, HI *</b> PD: Wayne Maria MD: Chris Hart 1. BETH NIELSEN CHAPMAN "Hurt"	<b>WYXX/Indianapolis, IN *</b> APD/MD: Greg Dunkin 1. CELINE DION "Day" 15. BRIAN MCKNIGHT "Still" 17. NICKY FURTADO "Turn" 1. MESSINA W/MCGRAW "Bring" 2. MARG ANTHONY "Need"	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WASH/Washington, DC *</b> PD: Steve Alan CAROLYN DAWN JOHNSON "So"
<b>WYSF/Birmingham, AL *</b> PD: Jeff Tyson APD/MD: Valerie Vining 1. BETH NIELSEN CHAPMAN "Hurt" 2. CAROLYN DAWN JOHNSON "So" 3. LUTHER VANDROSS "Rather"	<b>WTCB/Columbia, SC *</b> PD/MD: Jim Johnson 1. CAROLYN DAWN JOHNSON "So" 2. ENYA "Child"	<b>WJWK/Jackson, MS *</b> PD/MD: Tom Freeman 14. JEWEL "Standing" 15. BRIAN MCKNIGHT "Still" 17. NICKY FURTADO "Turn" 1. MESSINA W/MCGRAW "Bring" 2. MARG ANTHONY "Need"	<b>WVEZ/Louisville, KY *</b> APD/MD: Joe Fedele No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WASH/Washington, DC *</b> PD: Steve Alan CAROLYN DAWN JOHNSON "So"
<b>WXLT/Boise, ID *</b> PD: Tobin Jeffries No Adds	<b>WWSN/Columbus, OH *</b> PD: Chuck Knight MD: Steve Cherry MARG ANTHONY "Need"	<b>WJWK/Jackson, MS *</b> PD/MD: Tom Freeman 14. JEWEL "Standing" 15. BRIAN MCKNIGHT "Still" 17. NICKY FURTADO "Turn" 1. MESSINA W/MCGRAW "Bring" 2. MARG ANTHONY "Need"	<b>WPEZ/Macon, GA</b> No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WASH/Washington, DC *</b> PD: Steve Alan CAROLYN DAWN JOHNSON "So"
<b>WMLX/Boston, MA *</b> PD: Don Kelley APD: Candy O'Terry MD: Mark Lawrence No Adds	<b>WVAJ/Fl. Wayne, IN *</b> OM: Lee Tobin PD: Barb Richards MD: Jim Barron 1. JONATHAN BROOKE "Try" 2. CAROLYN DAWN JOHNSON "So"	<b>WTFM/Johnson City, TN *</b> VP/Prog.: Mark E. McKinney MD: Kim Fischer No Adds	<b>WPMG/Madison, WI *</b> VP/Prog.: Pat O'Neill MD: Kim Fischer No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WASH/Washington, DC *</b> PD: Steve Alan CAROLYN DAWN JOHNSON "So"
<b>WVLE/Allentown, PA *</b> PD: Vern Anderson 1. CELINE DION "Day" 2. MICHAEL BOLTON "Only" 3. NATALE IMBRUGLIA "Wrong"	<b>WYXX/Biloxi-Gulfport, MS *</b> PD: Walker Brown 1. BETH NIELSEN CHAPMAN "Hurt" 2. CAROLYN DAWN JOHNSON "So" 3. TRINA MOORE "Till"	<b>WTKR/Honolulu, HI *</b> PD: Wayne Maria MD: Chris Hart 1. BETH NIELSEN CHAPMAN "Hurt"	<b>WYXX/Indianapolis, IN *</b> APD/MD: Greg Dunkin 1. CELINE DION "Day" 15. BRIAN MCKNIGHT "Still" 17. NICKY FURTADO "Turn" 1. MESSINA W/MCGRAW "Bring" 2. MARG ANTHONY "Need"	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WOBM/Monmouth-Ocean, NJ *</b> PD: Steve Gallagher MD: Liz Jersell No Adds	<b>WBSW/Peoria, IL</b> OM/MD: Randy Rundle 3. MESSINA W/MCGRAW "Bring" 2. MICHAEL BOLTON "Only"	<b>WMEZ/Pensacola, FL *</b> PD/MD: Kevin Peterson CHRIS ISAAK "Easy"	<b>KSFI/Salt Lake City, UT *</b> OM/MD: Alan Hague APD/MD: Lance Balance No Adds	<b>WASH/Washington, DC *</b> PD: Steve Alan CAROLYN DAWN JOHNSON "So"

**\* Monitored Reporters**  
 131 Total Reporters  
 114 Total Monitored  
 17 Total Indicator  
 15 Current Indicator Playlists

**Reported Frozen Playlist (1):**  
 KGBX/Springfield, MO  
**Did Not Report, Playlist Frozen (1):**  
 WGFB/Rockford, IL

# AC Playlists

**MARKET #1**

**WLTW/Nassau-Suffolk**  
Clear Channel  
(212) 603-4600  
Ryan

**106.7 Litefm**

12+ Cumulative 2,976,400

PLAYS	ARTIST/TITLE	GI (000)	
24	26	CELINE DIONA New Day Has Come	50778
24	25	ENRIQUE IGLESIAS/Hero	48825
24	24	MARC ANTHONY/Need You	46872
24	23	LODESTAR/Inn Alreedy There	44919
25	23	FIVE FOR FIGHTING/Superman (It's...)	44919
19	22	ELTON JOHN/This Train Don't...	42966
18	18	UNCLE KRACKER/Follow Me	35154
13	17	DARREN HAYES/Innsatable	33201
15	15	JOHN MELLENCAMP/Peaceful World	29295
14	15	CHER/Song For The Lonely	29295
16	14	ALICIA KEYS/Fallin'	27342
11	13	LIONEL RICHIE/Angel	25389
10	13	TRAIN/Drops Of Jupiter	25389
12	13	CHRIS ISAAK/Let Me Down Easy	23436
9	12	ENYA/Only Time	21483
11	11	ENYA/Only Time	21483
11	11	LEE ANN WOMACK/ Hope You Dance	21483
10	11	O-TOWN/All Or Nothing	21483
10	11	BACKSTREET BOYS/More Than That	21483
10	11	PHIL COLLINS/You'll Be In My...	19530
10	10	MATCHBOX TWENTY/If You're Gone	19530
11	10	DON HENLEY/Taking You Home	19530
10	10	FAITH HILL/The Way You Love Me	19530
10	9	MARC ANTHONY/You Sang To Me	17577
9	9	NELLY FURTAO/Im Like A Bird	17577
2	7	SAVAGE GARDEN/ Knew I Loved You	13671
6	6	FAITH HILL/There You'll Be	11718
5	6	BACKSTREET BOYS/Drowning	11718
9	6	DANIEL DEBOUR/Need An Angel	11718
4	6	HOUSTON & IGLESIAS/Could I Have This...	9765

**MARKET #2**

**KOST/Los Angeles**  
Clear Channel  
(818) 546-1035  
Kaye/Schwartz

**KOST 103.5FM**

12+ Cumulative 1,263,100

PLAYS	ARTIST/TITLE	GI (000)	
24	25	LEE ANN WOMACK/ Hope You Dance	15350
24	25	ENYA/Only Time	15350
24	24	ENRIQUE IGLESIAS/Hero	14736
23	24	CELINE DIONA New Day Has Come	14736
24	24	MATCHBOX TWENTY/If You're Gone	14736
23	23	LODESTAR/Inn Alreedy There	14122
22	22	DIDD/Thankyou	13508
17	17	BARRY MANILOW/Turn The Radio Up	10438
11	13	FAITH HILL/There You'll Be	7982
11	11	SAVAGE GARDEN/ Knew I Loved You	6754
10	11	LODESTAR/Inn Alreedy There	6754
12	11	PHIL COLLINS/You'll Be In My...	6754
10	10	EVAN AND JAROV/Crazy For This Girl	6140
9	10	FAITH HILL/The Way You Love Me	6140
10	10	'N SYNC/This I Promise You	6140
10	10	DAVID GRAY/Babyton	6140
10	10	CELINE DION/That's The Way It Is	6140
11	9	MARC ANTHONY/You Sang To Me	5526
9	9	LEANN RIMES/Need You	5526
8	9	98 DEGREES/My Everything	5526
3	4	BRICKMAN/HOWARD/Simple Things	2456
3	3	BACKSTREET BOYS/Drowning	1842
1	2	O-TOWN/All Or Nothing	1228
2	2	MARC ANTHONY/Need You	1228
1	1	JEWEL/Standing Still	614
1	1	ELTON JOHN/This Train Don't...	614
1	1	DARREN HAYES/Innsatable	614
1	1	UNCLE KRACKER/Follow Me	614
1	1	MANDY MOORE/ I Wanna Be With You	614
1	1	S CLUB 7/Never Had A Dream	614

**MARKET #3**

**WLIT/Chicago**  
Clear Channel  
(312) 329-9002  
Kaake

**93.9 WLIT**  
LITE ROCK LESS TALK

12+ Cumulative 593,600

PLAYS	ARTIST/TITLE	GI (000)	
32	32	ENRIQUE IGLESIAS/Hero	9824
26	30	CELINE DIONA New Day Has Come	9210
29	27	ENYA/Only Time	8289
25	26	UNCLE KRACKER/Follow Me	7982
27	26	DIDD/Thankyou	7982
14	17	LEE ANN WOMACK/ Hope You Dance	5219
16	16	MATCHBOX TWENTY/If You're Gone	4912
12	14	MARC ANTHONY/You Sang To Me	4298
13	12	BACKSTREET BOYS/Shape Of My Heart	3684
11	11	O-TOWN/All Or Nothing	3377
9	11	LODESTAR/Inn Alreedy There	3377
5	10	FIVE FOR FIGHTING/Superman (It's...)	3070
7	10	SAVAGE GARDEN/ Knew I Loved You	3070
9	10	BBMAK/Back Here	3070
8	10	'N SYNC/This I Promise You	3070
8	10	BACKSTREET BOYS/Drowning	3070
8	10	S CLUB 7/Never Had A Dream	3070
7	8	PHIL COLLINS/You'll Be In My...	2456
6	7	LEANN RIMES/Need You	2149
6	7	LEWIS & PALTRON/Cruisin'	1842
6	6	DARREN HAYES/Innsatable	1842
5	6	FAITH HILL/The Way You Love Me	1535
2	3	O-TOWN/All Or Nothing	1228
3	4	FAITH HILL/There You'll Be	1228
5	4	BRICKMAN/HOWARD/Simple Things	1228
5	4	CELINE DION/That's The Way It Is	1228
2	2	DIAMOND RIO/One More Day	921
2	2	CHRISTINA AGUILERA/ Turn To You	614
2	2	LIONEL RICHIE/Angel	614
1	2	TRAIN/Drops Of Jupiter	307

**MARKET #3**

**WNND/Chicago**  
Bonneville  
(312) 297-5100  
Hamin/Johns

**Windy 100.7FM**

12+ Cumulative 543,300

PLAYS	ARTIST/TITLE	GI (000)	
32	33	ENRIQUE IGLESIAS/Hero	8547
32	33	CELINE DIONA New Day Has Come	8547
30	32	ENYA/Only Time	8288
18	25	MATCHBOX TWENTY/If You're Gone	6475
31	25	BACKSTREET BOYS/Drowning	6475
32	24	LODESTAR/Inn Alreedy There	6216
17	24	'N SYNC/This I Promise You	6216
10	22	FIVE FOR FIGHTING/Superman (It's...)	5698
16	22	LEWIS & PALTRON/Cruisin'	5698
17	22	SAVAGE GARDEN/ Knew I Loved You	5698
15	20	MICHAEL BOLTON/Only A Woman Like...	5180
15	20	LEANN RIMES/Need You	5180
16	18	FAITH HILL/There You'll Be	4662
15	17	LEE ANN WOMACK/ Hope You Dance	4403
12	16	ELTON JOHN/This Train Don't...	4144
14	16	DARREN HAYES/Innsatable	4144
15	15	BRIAN MCKNIGHT/Still	3885
14	15	MARC ANTHONY/Need You	3885
7	8	CHER/Song For The Lonely	2072
7	7	MESSINA W/MCGRAW/Bring On The Rain	1813
6	6	CELINE DION/That's The Way It Is	1554
6	6	FAITH HILL/The Way You Love Me	1295
4	4	PHIL COLLINS/You'll Be In My...	1036
7	3	BRICKMAN/HOWARD/Simple Things	777
2	2	BON JOVI/Thank You For...	518
9	2	BARRY MANILOW/Turn The Radio Up	518
5	2	SADE/By Your Side	518
1	5	NEELY FURTAO/Im Like A Bird	259
1	1	LINDA EDER/Vienna	259
1	1	98 DEGREES/My Everything	259

**MARKET #5**

**KVIL/Dallas-Ft. Worth**  
Infinity  
(214) 691-1037  
Johnson

**103.7 KVIL**

12+ Cumulative 413,700

PLAYS	ARTIST/TITLE	GI (000)	
25	25	ENRIQUE IGLESIAS/Hero	5075
22	24	LODESTAR/Inn Alreedy There	4872
21	24	BACKSTREET BOYS/Drowning	4872
24	21	FIVE FOR FIGHTING/Superman (It's...)	4872
22	21	BRICKMAN/HOWARD/Simple Things	4263
20	20	LEANN RIMES/Can't Fight...	4060
20	20	ELTON JOHN/This Train Don't...	4060
14	18	FAITH HILL/There You'll Be	3654
16	17	CELINE DIONA New Day Has Come	3451
19	17	MATCHBOX TWENTY/If You're Gone	3451
9	16	S CLUB 7/Never Had A Dream	3248
20	15	DIDD/Thankyou	3045
13	15	MARC ANTHONY/Need You	3045
13	14	CHER/Song For The Lonely	2842
20	14	ENYA/Only Time	2842
16	13	DIANA KRALL/The Look Of Love	2639
10	13	DIAMOND RIO/One More Day	2639
11	12	LEWIS & PALTRON/Cruisin'	2436
11	11	O-TOWN/All Or Nothing	2233
11	11	CELINE DION/That's The Way It Is	2233
11	11	DARREN HAYES/Innsatable	2233
12	11	'N SYNC/This I Promise You	2036
10	10	BBMAK/Back Here	2036
6	10	ELTON JOHN/Im Want Love	2036
8	10	BENNETT & JOEL/New York State	2036
10	10	MICHAEL BOLTON/Only A Woman Like...	2036
12	10	DON HENLEY/Taking You Home	2036
5	9	FAITH HILL/The Way You Love Me	1827
11	9	MARC ANTHONY/Need You	1827
11	9	TRAIN/Drops Of Jupiter	1827

**MARKET #6**

**WBEB/Philadelphia**  
WEAZ Radio Inc  
(610) 538-1223  
Conley

**B\*101.1**

12+ Cumulative 752,000

PLAYS	ARTIST/TITLE	GI (000)	
24	29	FIVE FOR FIGHTING/Superman (It's...)	14239
29	28	LEE ANN WOMACK/ Hope You Dance	13748
29	28	UNCLE KRACKER/Follow Me	13748
30	28	ENRIQUE IGLESIAS/Hero	13748
20	27	CELINE DIONA New Day Has Come	13257
25	25	TRAIN/Drops Of Jupiter	12275
11	15	S CLUB 7/Never Had A Dream	7365
11	14	FAITH HILL/The Way You Love Me	6874
12	14	MARC ANTHONY/You Sang To Me	6874
16	14	DARREN HAYES/Innsatable	6874
12	13	O-TOWN/All Or Nothing	6383
12	13	BRIAN MCKNIGHT/Still	6383
12	13	MATCHBOX TWENTY/If You're Gone	6383
15	13	SAVAGE GARDEN/ Knew I Loved You	6383
12	12	PHIL COLLINS/You'll Be In My...	5892
11	11	ALICIA KEYS/Fallin'	5401
13	11	ENYA/Only Time	5401
6	10	THE CORRS/Breathless	4910
5	9	CHRISTINA AGUILERA/ Turn To You	4419
8	9	'N SYNC/This I Promise You	4419
8	9	LEANN RIMES/Need You	4419
8	9	O-TOWN/All Or Nothing	4419
8	8	'N SYNC/It's Gonna Be Me	3928
7	8	CHER/Song For The Lonely	3928
10	8	BACKSTREET BOYS/Shape Of My Heart	3928
7	8	BABYFACE...Just My Imagination	3928
8	8	CELINE DION/That's The Way It Is	3928
7	8	SUGAR RAY/When It's Over	3928
5	7	ELTON JOHN/This Train Don't...	3437
6	7	BBMAK/Back Here	3437

**MARKET #7**

**WASH/Washington, DC**  
Clear Channel  
(301) 984-9710  
Allan

**Soft Rock 97.1 WASH-FM**

12+ Cumulative 452,100

PLAYS	ARTIST/TITLE	GI (000)	
26	28	ENRIQUE IGLESIAS/Hero	5824
21	23	LODESTAR/Inn Alreedy There	4784
16	23	FAITH HILL/There You'll Be	4784
15	21	O-TOWN/All Or Nothing	4368
20	21	UNCLE KRACKER/Follow Me	4368
19	21	MARC ANTHONY/Need You	4368
21	20	CELINE DIONA New Day Has Come	4160
18	19	FIVE FOR FIGHTING/Superman (It's...)	3952
19	16	BACKSTREET BOYS/Drowning	3928
17	15	CHER/Song For The Lonely	3120
15	15	BRICKMAN/HOWARD/Simple Things	3120
12	14	BRIAN MCKNIGHT/Still	2912
18	14	TRAIN/Drops Of Jupiter	2912
7	14	PHIL COLLINS/You'll Be In My...	2912
12	14	SAVAGE GARDEN/ Knew I Loved You	2912
13	13	MESSINA W/MCGRAW/Bring On The Rain	2912
7	12	S CLUB 7/Never Had A Dream	2496
10	12	DIDD/Thankyou	2496
5	12	LEANN RIMES/Soon	2496
3	12	ENYA/Only Time	2496
9	10	SADE/By Your Side	2080
6	10	LEWIS & PALTRON/Cruisin'	2080
7	9	LEE ANN WOMACK/ Hope You Dance	1872
8	9	FAITH HILL/The Way You Love Me	1872
6	9	DON HENLEY/Taking You Home	1872
14	9	ENYA/Only Time	1872
9	9	THE CORRS/Breathless	1872
8	9	ELTON JOHN/This Train Don't...	1872
8	8	'N SYNC/This I Promise You	1664
7	8	LEANN RIMES/Need You	1664

**MARKET #8**

**WMJX/Boston**  
Greater Media  
(617) 822-6324  
Kelley/O'Leary/Lawrence

**MAGIC 106.7**

12+ Cumulative 604,500

PLAYS	ARTIST/TITLE	GI (000)	
26	26	CELINE DIONA New Day Has Come	9282
24	26	FIVE FOR FIGHTING/Superman (It's...)	9282
26	25	ALICIA KEYS/Fallin'	8925
26	25	ENRIQUE IGLESIAS/Hero	8925
25	25	MATCHBOX TWENTY/If You're Gone	8925
20	18	UNCLE KRACKER/Follow Me	6426
9	12	LEANN RIMES/Can't Fight...	4284
11	12	TRAIN/Drops Of Jupiter	4284
11	11	SAVAGE GARDEN/ Knew I Loved You	3927
9	11	BACKSTREET BOYS/Drowning	3927
9	11	MARC ANTHONY/You Sang To Me	3927
11	11	JANET/Someone To Call	3927
13	10	O-TOWN/All Or Nothing	3570
10	9	LEWIS & PALTRON/Cruisin'	3570
9	9	PHIL COLLINS/You'll Be In My...	3213
7	9	BRIAN MCKNIGHT/Still	3213
9	9	LEANN RIMES/Need You	3213
9	9	CHRISTINA AGUILERA/ Turn To You	3213
9	9	DIDD/Thankyou	3213
8	9	FAITH HILL/There You'll Be	2856
8	8	DON HENLEY/Taking You Home	2856
7	8	CELINE DION/That's The Way It Is	2499
5	7	BRICKMAN/HOWARD/Simple Things	2499
5	7	ELTON JOHN/This Train Don't...	2499
4	7	DARREN HAYES/Innsatable	2499
4	6	FAITH HILL/The Way You Love Me	2142
5	5	BBMAK/Back Here	1785
5	5	MICHAEL BOLTON/Only A Woman Like...	1071
1	1	BENNETT & JOEL/New York State	357
1	1	GLADYS NICHOLS/This Is Our Time	357

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PLAYS	ARTIST/TITLE	GI (000)	
19	21	CELINE DIONA New Day Has Come	8484
18	18	LODESTAR/Inn Alreedy There	7272
16	17	ENYA/Only Time	6868
16	15	ENRIQUE IGLESIAS/Hero	6060
15	15	CHER/Song For The Lonely	6060
17	15	FIVE FOR FIGHTING/Superman (It's...)	6060
8	15	UNCLE KRACKER/Follow Me	6060
4	15	MATCHBOX TWENTY/If You're Gone	6060
17	14	TRAIN/Drops Of Jupiter	5656
15	13	LEE ANN WOMACK/ Hope You Dance	5252
6	11	SAVAGE GARDEN/ Knew I Loved You	4444
11	10	SAVAGE GARDEN/ Knew I Loved You	4040
6	9	'N SYNC/This I Promise You	3636
7	9	DIDD/Thankyou	3636
6	8	FAITH HILL/The Way You Love Me	3232
6	8	'N SYNC/Bye Bye	3232
3	8	BACKSTREET BOYS/More Than That	3232
6	8	PHIL COLLINS/You'll Be In My...	3232
2	7	JESSICA ANDREWS/Who I Am	2828
2	7	S CLUB 7/Never Had A Dream...	2828
6	7	BBMAK/Back Here	

## ON THE RECORD

WITH  
**Lisa Thomas**  
Asst. PD/MD, KDMX  
(Mix 102.9)/Dallas

Mix 102.9 is not an out-of-the-box station, and, quite frankly, PD Pat McMahon and I find ourselves having to move a lot of our powers on through the system a little before our research indicates they are ready. Lifehouse would still be a power — no burn and great scores in all demos! • We're running into another challenge, and that's one of balance in the format. Where are the pop songs? Nickelback, Creed, The Calling and

THE NEW  
**Mix 102.9**  
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Staind, with Default and Remy Zero on the horizon — they're monster songs, but we need pop! On that note, LeAnn Rimes and "Can't Fight the Moonlight" are looking good. She's a local girl, and this is a song that's stood its ground and is coming along on Mix 102.9. We have it in power now. Natalie Imbruglia sounds great on Mix too. "Wrong Impression" has tempo and a strong hook, and we expect it to be big. It's too early for any research, and we're only 105 spins into it, but I love the way it sounds. • Celine Dion is back again. "A New Day Will Come" brings us more balance, and it's getting early phones too. We just added Vanessa Carlton, and "A Thousand Miles" is one I can't wait to hear on Mix 102.9. I'm going to sit in my car tonight and soak it up. It's fresh, and there's nothing else like it out there. Sheryl Crow is another add. She's core, and "Soak Up the Sun" is a great spring and summer song. It hope it pops big for us.

It was a wild and wacky add week at Hot AC, with **Lenny Kravitz** taking Most Added honors with "Stillness of Heart" (Virgin). Lenny grabs 24 adds, including KYSR/Los Angeles and WTMX/Chicago ... **Five For Fighting** are back with "Easy Tonight" (Aware/Columbia), following up their No. 1 hit "Superman (It's Not Easy)." "Easy Tonight" picks up 22 adds and re-adds this week, including KYSR, WBMX/Boston and KYKY/St. Louis ... **Jimmy Eat World** pick up 17 this week with "The Middle" (DreamWorks) ... **Michael Bolton** notches Most Added honors at AC for a second week with "Only a Woman Like You." The track debuts at 21\* ... **Carolyn Dawn Johnson**, who has had multiple Country hits, racks up 18 adds at AC for "So Complicated" (Arista) ... After a huge add week last week, **Sheryl Crow** moves 25-20\* on the Hot AC chart with "Soak Up the Sun" (A&M/Interscope). Meanwhile, labelmate **Vanessa Carlton** debuts at 27\* with "A Thousand Miles."



— Kid Kelly, AC/Hot AC Editor

## artistactivity

ARTIST: **Heather Nova**

LABEL: **V2**

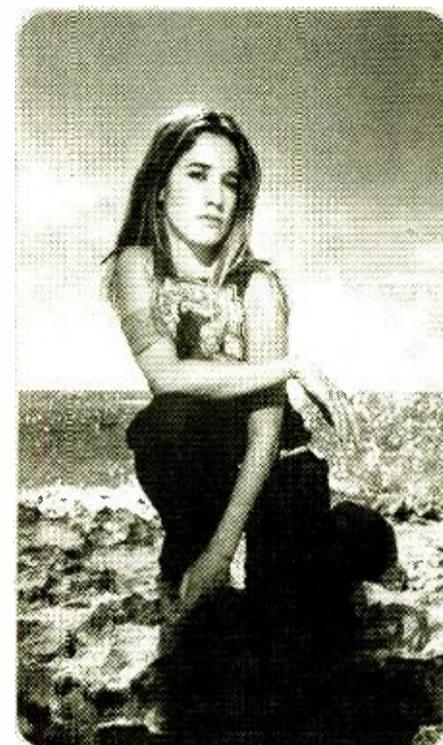
By **KID KELLY**/AC-HOT AC EDITOR

Born and raised in Bermuda, Heather Nova has always been an artistic free spirit. She lived on a 40-foot sailboat built by her parents until she was 15. She got into painting at the Rhode Island School of Design, then started making her own soundtracks and the Super 8 films to go with them. Ultimately, her soundtrack work led her to creating songs.

V2 has Nova signed to a worldwide record deal. She has a U.S. sales base of more than 500,000 copies sold for her last two albums, *Oyster* and *Siren*. The first single from her forthcoming album, *South*, is "Virus of the Mind," impacting Hot AC and Triple A on March 11. "Virus of the Mind" is, according to Nova, about being happy with oneself — whether you're in synch with the rest of society or not.

"Virus" was recorded in Los Angeles with Paul Fox, then mixed in New York by Bassy Brockman. Interestingly, Brockman is best-known for mixing such hip-hop artists as Notorious B.I.G. and Mary J. Blige.

Asked to explain the title of *South*, Nova says, "It's more of a feeling than a concept. In my life I feel myself moving further south. That pull from where you come from seems inevitable, and, at some point, you want to go



Heather Nova

back. I feel myself being pulled back down south, to the islands. I wrote most of the songs back home in Bermuda. I wanted the album to feel warm." Nova has certainly succeeded in that goal.

Nova is wrapping up the final leg of a five-week promo tour, visiting Hot AC, Triple A and CHR stations, and then she'll be off to Europe on a multicity tour. Throughout the promo tour programmers have commented that "Virus of the Mind" has a classic springtime feel to it: it's uptempo rock with a fun lyric.

Nova can also be heard on the soundtrack to *I Am Sam*, the movie starring Michelle Pfeiffer and Sean Penn. On the ST she sings a great remake of The Beatles' "We Can Work It Out."

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# R&R Hot AC Top 30

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March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>CALLING</b> Wherever You Will Go (RCA)	3979	-88	405514	24	92/0
2	2	<b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)	3899	+21	380779	18	84/0
3	3	<b>CREED</b> My Sacrifice (Wind-up)	3338	+59	309371	17	84/2
4	4	<b>JEWEL</b> Standing Still (Atlantic)	3075	-116	299542	20	90/1
5	5	<b>ALANIS MORISSETTE</b> Hands Clean (Maverick/Reprise)	2932	+24	306152	8	89/0
6	6	<b>FIVE FOR FIGHTING</b> Superman (It's Not Easy) (Aware/Columbia)	2481	-106	225932	38	88/0
7	7	<b>TRAIN</b> Drops Of Jupiter (Tell Me) (Columbia)	2370	+7	232355	52	90/0
10	8	<b>NATALIE IMBRUGLIA</b> Wrong Impression (RCA)	2185	+165	221639	7	89/1
9	9	<b>DAVE MATTHEWS BAND</b> Everyday (RCA)	2060	+25	233223	15	66/0
8	10	<b>LIFEHOUSE</b> Hanging By A Moment (DreamWorks)	2057	-63	223893	53	89/0
11	11	<b>NO DOUBT</b> Hey Baby (Interscope)	2005	+74	237819	9	57/2
12	12	<b>MICHELLE BRANCH</b> All You Wanted (Maverick/WB)	1873	+133	166325	8	77/4
16	13	<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	1753	+190	132545	6	62/3
14	14	<b>STAINED</b> It's Been Awhile (Flip/Elektra/EEG)	1681	+8	171485	34	68/0
13	15	<b>LENNY KRAVITZ</b> Dig In (Virgin)	1502	-216	135582	20	68/0
19	16	<b>CHRIS ISAAK</b> Let Me Down Easy (Reprise)	1406	+35	140734	6	78/3
17	17	<b>LIFEHOUSE</b> Breathing (DreamWorks)	1366	-40	97969	12	52/0
20	18	<b>PINK</b> Get The Party Started (Arista)	1285	+95	149592	9	33/3
18	19	<b>ENRIQUE IGLESIAS</b> Hero (Interscope)	1280	-122	93760	19	50/0
25	20	<b>SHERYL CROW</b> Soak Up The Sun (A&M/Interscope)	1235	+527	143172	2	75/9
21	21	<b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)	1124	+5	110555	11	53/0
23	22	<b>LINKIN PARK</b> In The End (Warner Bros.)	1119	+177	119102	4	25/1
24	23	<b>JOHN MAYER</b> No Such Thing (Aware/Columbia)	1085	+157	128638	3	56/5
27	24	<b>EDDIE VEDDER</b> You've Got To Hide Your... (V2)	849	+205	107159	3	37/4
28	25	<b>DEFAULT</b> Wasting My Time (TVT)	733	+128	54300	2	35/5
29	26	<b>CELINE DION</b> A New Day Has Come (Epic)	712	+153	68103	2	42/6
<b>Debut</b>	27	<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	602	+241	57368	1	43/12
	28	<b>DARREN HAYES</b> Insatiable (Columbia)	602	+68	40624	2	36/1
<b>Debut</b>	29	<b>SENSE FIELD</b> Save Yourself (Nettwerk)	590	+48	56025	1	33/3
	30	<b>SHAKIRA</b> Whenever Wherever (Epic)	566	+58	76948	2	20/0

95 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**TRAIN** She's On Fire (Columbia)  
Total Plays: 534, Total Stations: 40, Adds: 8

**PETE YORN** Strange Condition (Columbia)  
Total Plays: 491, Total Stations: 36, Adds: 2

**NELLY FURTADO** ...On The Radio (Remember...) (DreamWorks)  
Total Plays: 469, Total Stations: 35, Adds: 3

**REMY ZERO** Save Me (Elektra/EEG)  
Total Plays: 398, Total Stations: 23, Adds: 2

**JIMMY EAT WORLD** The Middle (DreamWorks)  
Total Plays: 336, Total Stations: 27, Adds: 17

**SMASH MOUTH** Holiday In My Head (Hollywood/Interscope)  
Total Plays: 296, Total Stations: 25, Adds: 0

**KYLIE MINOGUE** Can't Get You Out Of My Head (Capitol)  
Total Plays: 274, Total Stations: 21, Adds: 11

**BEN FOLDS** Still Fighting It (Epic)  
Total Plays: 251, Total Stations: 18, Adds: 1

**RES** They-Say Vision (MCA)  
Total Plays: 193, Total Stations: 21, Adds: 4

**ULTRAPULL** Lose It (Gold Circle)  
Total Plays: 191, Total Stations: 17, Adds: 0

Songs ranked by total plays

## Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
<b>LENNY KRAVITZ</b> Stillness Of Heart (Virgin)	24
<b>FIVE FOR FIGHTING</b> Easy Tonight (Aware/Columbia)	22
<b>JIMMY EAT WORLD</b> The Middle (DreamWorks)	17
<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	12
<b>KYLIE MINOGUE</b> Can't Get You Out Of My Head (Capitol)	11
<b>SHERYL CROW</b> Soak Up The Sun (A&M/Interscope)	9
<b>TRAIN</b> She's On Fire (Columbia)	8
<b>CELINE DION</b> A New Day Has Come (Epic)	6
<b>JOHN MAYER</b> No Such Thing (Aware/Columbia)	5
<b>DEFAULT</b> Wasting My Time (TVT)	5
<b>INDIA.ARIE</b> Video (Motown)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>SHERYL CROW</b> Soak Up The Sun (A&M/Interscope)	+527
<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	+241
<b>TRAIN</b> She's On Fire (Columbia)	+205
<b>EDDIE VEDDER</b> You've Got To Hide Your... (V2)	+205
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	+190
<b>LINKIN PARK</b> In The End (Warner Bros.)	+177
<b>NATALIE IMBRUGLIA</b> Wrong Impression (RCA)	+165
<b>JOHN MAYER</b> No Such Thing (Aware/Columbia)	+157
<b>CELINE DION</b> A New Day Has Come (Epic)	+153
<b>MICHELLE BRANCH</b> All You Wanted (Maverick/WB)	+133

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>3 DOORS DOWN</b> Be Like That (Republic/Universal)	1544
<b>U2</b> Stuck In A Moment... (Interscope)	1480
<b>ENYA</b> Only Time (Reprise)	1314
<b>DAVE MATTHEWS BAND</b> The Space Between (RCA)	1311
<b>INCUBUS</b> Drive (Immortal/Epic)	1306
<b>JOHN MELLENCAMP</b> Peaceful World (Columbia)	1256
<b>SUGAR RAY</b> When It's Over (Lava/Atlantic)	1187
<b>MATCHBOX TWENTY</b> If You're Gone (Lava/Atlantic)	1080
<b>DIDO</b> Thankyou (Arista)	1072
<b>UNCLE KRACKER</b> Follow Me (Top Dog/Lava/Atlantic)	1034
<b>ALICIA KEYS</b> Fallin' (J)	929
<b>U2</b> Beautiful Day (Interscope)	864
<b>LENNY KRAVITZ</b> Again (Virgin)	837
<b>SMASH MOUTH</b> I'm A Believer (Interscope)	825
<b>NELLY FURTADO</b> I'm Like A Bird (DreamWorks)	774
<b>CREED</b> With Arms Wide Open (Wind-up)	704
<b>MOBY F/GWEN STEFANI</b> Southside (V2)	675



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America's Best Testing Hot AC Songs 12+ For The Week Ending 3/8/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>CALLING</b> Wherever You Will Go (RCA)	4.26	4.25	94%	26%	4.29	94%	27%
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	4.22	4.20	81%	14%	4.26	79%	16%
<b>LINKIN PARK</b> In The End (Warner Bros.)	4.20	4.32	91%	26%	4.21	89%	23%
<b>DEFAULT</b> Wasting My Time (TVT)	4.20	-	60%	8%	4.25	61%	6%
<b>LIFEHOUSE</b> Breathing (DreamWorks)	4.19	4.21	83%	13%	4.26	83%	13%
<b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)	4.16	4.18	99%	42%	4.27	99%	43%
<b>LIFEHOUSE</b> Hanging By A Moment (DreamWorks)	4.10	4.14	99%	47%	4.13	99%	48%
<b>3 DOORS DOWN</b> Be Like That (Republic/Universal)	4.01	4.02	95%	35%	4.03	96%	37%
<b>MICHELLE BRANCH</b> All You Wanted (Maverick/WB)	3.96	4.01	72%	12%	3.86	71%	13%
<b>TRAIN</b> Drops Of Jupiter (Tell Me) (Columbia)	3.96	3.94	99%	52%	4.01	100%	54%
<b>FIVE FOR FIGHTING</b> Superman (It's Not Easy) (Aware/Columbia)	3.90	3.88	96%	44%	3.96	95%	47%
<b>DAVE MATTHEWS BAND</b> Everyday (RCA)	3.87	3.90	87%	27%	3.84	88%	31%
<b>CREED</b> My Sacrifice (Wind-up)	3.86	3.94	98%	43%	3.82	99%	46%
<b>JEWEL</b> Standing Still (Atlantic)	3.81	3.82	92%	31%	3.80	92%	31%
<b>ALANIS MORISSETTE</b> Hands Clean (Maverick/Reprise)	3.77	3.83	83%	18%	3.77	85%	20%
<b>STAINED</b> It's Been Awhile (Flip/Elektra/EEG)	3.76	3.80	99%	55%	3.82	98%	57%
<b>U2</b> Stuck In A Moment You Can't Get Out Of (Interscope)	3.76	3.76	92%	37%	3.80	92%	38%
<b>EDDIE VEDDER</b> You've Got To Hide Your Love Away (V2)	3.75	3.73	52%	10%	3.72	54%	12%
<b>NATALIE IMBRUGLIA</b> Wrong Impression (RCA)	3.70	3.78	63%	11%	3.67	63%	12%
<b>JOHN MELLENCAMP</b> Peaceful World (Columbia)	3.59	3.60	68%	26%	3.63	70%	30%
<b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)	3.53	3.64	81%	29%	3.71	82%	27%
<b>DAKOTA MOON</b> Looking For A Place To Land (Elektra/EEG)	3.48	3.66	41%	9%	3.54	40%	8%
<b>CHRIS ISAAK</b> Let Me Down Easy (Reprise)	3.43	3.52	44%	11%	3.45	47%	11%
<b>NO DOUBT</b> Hey Baby (Interscope)	3.42	3.51	95%	48%	3.51	96%	45%
<b>LENNY KRAVITZ</b> Dig In (Virgin)	3.34	3.37	94%	47%	3.40	92%	49%
<b>ALICIA KEYS</b> Fallin' (J)	3.30	3.37	93%	57%	3.28	93%	57%
<b>NELLY FURTADO</b> ...On The Radio (Remember The Days) (DreamWorks)	3.25	3.31	46%	15%	3.10	46%	14%
<b>ENYA</b> Only Time (Remix) (Reprise)	3.22	3.30	90%	50%	3.28	92%	50%
<b>ENRIQUE IGLESIAS</b> Hero (Interscope)	3.17	3.24	94%	56%	3.31	95%	56%
<b>CHER</b> Song For The Lonely (Warner Bros.)	2.81	2.90	58%	24%	2.86	58%	22%

Total sample size is 825 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 418/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## Indicator

### Most Added®

- TRAIN** She's On Fire (Columbia)
- FIVE FOR FIGHTING** Easy Tonight (Aware/Columbia)
- SHERYL CROW** Soak Up The Sun (A&M/Interscope)
- KYLIE MINOGUE** Can't Get You Out Of My Head (Capitol)
- ENRIQUE IGLESIAS** Hero (Interscope)
- PUDDLE OF MUDD** Blurry (Flawless/Geffen/Interscope)
- JOHN MAYER** No Such Thing (Aware/Columbia)
- VANESSA CARLTON** A Thousand Miles (A&M/Interscope)
- NELLY FURTADO** I'm Like A Bird (DreamWorks)
- DARREN HAYES** Insatiable (Columbia)
- CITY HIGH** Caramel (Interscope)
- CRAIG DAVID** 7 Days (Wildstar/Atlantic)
- LENNY KRAVITZ** Stillness Of Heart (Virgin)
- JENNIFER LOPEZ** Ain't It Funny (Epic)

## Reporters

<p><b>WKOD/Akron, OH *</b> PD: Keith Kennedy MD: Lynn Kelly 5 EDDIE VEDDER "Hide" 1 SH-RYL CROW "Soak" 1 JOHN MAYER "Such"</p>	<p><b>WBXX/Boston, MA *</b> VP/Prog: Greg Strassell MD: Mike Mullaney APD/MD: Andy Carlisle 24 EDDIE VEDDER "Hide" 16 LINKIN PARK "End" LENNY KRAVITZ "Heart" FIVE FOR FIGHTING "Tonight"</p>	<p><b>KVUU/Colorado Springs, CO</b> PD: Kevin Callahan APD/MD: Andy Carlisle 20 JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart" FIVE FOR FIGHTING "Tonight"</p>	<p><b>WINK/Ft. Myers, FL *</b> PD: Kevin Callahan APD/MD: Andy Carlisle JOHN MAYER "Such" EDDIE VEDDER "Hide"</p>	<p><b>KRBB/Kansas City, KS *</b> PD: Max Miller MD: Todd Violette 24 JIMMY EAT WORLD "Middle" FIVE FOR FIGHTING "Tonight" KID ROCK "Faith" LENNY KRAVITZ "Heart"</p>	<p><b>KOSO/Modesto, CA *</b> PD: Chris Ebbott MD: Donna Miller 4 TRAIN "She's" 2 FIVE FOR FIGHTING "Tonight"</p>	<p><b>WMWX/Philadelphia, PA *</b> PD: Pamela MD: Heather Combs JIMMY EAT WORLD "Middle" KYLIE MINOGUE "Can't" STARSAILOR "Good"</p>	<p><b>KNVO/Reno, NV *</b> PD: Pamela MD: Heather Combs JIMMY EAT WORLD "Middle" KYLIE MINOGUE "Can't" STARSAILOR "Good"</p>	<p><b>KRUZ/Santa Barbara, CA</b> 15 SHERYL CROW "Soak"</p>	<p><b>KZPT/Tucson, AZ *</b> PD: Carey Edwards APD/MD: Leslie Lott DEFAULT "Wasting" JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart"</p>
<p><b>WRVE/Albany, NY *</b> PD: Randy McCarten 1 PUDDLE OF MUDD "Blurry" FIVE FOR FIGHTING "Tonight"</p>	<p><b>WTSS/Buffalo, NY *</b> PD: Sue O'Neil MD: Rob Lucas 1 CREED "Sacrifice" PINK "Party"</p>	<p><b>WBNS/Columbus, OH *</b> PD: Jeff Ballentine MD: Robin Cole LENNY KRAVITZ "Heart"</p>	<p><b>WMEE/Ft. Wayne, IN *</b> PD: John O'Rourke MD: Boomer No Adds</p>	<p><b>KMXB/Las Vegas, NV *</b> OM: Cat Thomas APD/MD: Charese Fruge 24 FIVE FOR FIGHTING "Tonight" NELLY FURTADO "Radio" KID ROCK "Faith"</p>	<p><b>WHIC/Monmouth-Ocean, NJ *</b> PD: Darrin Smith MD: Brian Zanyor 4 GORILLAZ "19-2000" ABANDONED POOLS "Remedy"</p>	<p><b>KMXP/Phoenix, AZ *</b> PD: Ron Ptasch MD: Trent Edwards 24 FIVE FOR FIGHTING "Tonight" PINK "Party" CHRIS ISAAK "Easy"</p>	<p><b>WMXB/Richmond, VA *</b> PD: Tim Baldwin No Adds</p>	<p><b>WVDR/Rochester, NY *</b> PD: Dave LaFrois MD: Joe Bonacci FIVE FOR FIGHTING "Tonight"</p>	<p><b>WRQX/Washington, DC *</b> Dir./Ops/PD: Steve Kosbau MD: Carol Parker 3 NO DOUBT "Baby"</p>
<p><b>KPKC/Albuquerque, NM *</b> OM: Bill May PD: Mike Parsons MD: Deeya APD: Jaimey Barreras 22 JIMMY EAT WORLD "Middle" 2 LENNY KRAVITZ "Heart"</p>	<p><b>WCOD/Cape Cod, MA</b> PD: Cheryl Park 4 KYLIE MINOGUE "Can't"</p>	<p><b>WCGQ/Columbus, GA</b> PD/MD: Al Haynes 20 "TRAIN" "She's" 10 "BAND DYNAMITE" "Days" 19 SHERYL CROW "Soak"</p>	<p><b>KALZ/Fresno, CA *</b> PD: E. Curtis Johnson MD: Dave Craig 4 GORILLAZ "19-2000" 1 FIVE FOR FIGHTING "Tonight" LENNY KRAVITZ "Heart"</p>	<p><b>WMXL/Lexington-Fayette, KY *</b> PD: Jill Meyer "INDIA ARIE" "Video" DEFAULT "Wasting" CELINE DION "Day"</p>	<p><b>WJLK/Monmouth-Ocean, NJ *</b> PD: Jeff Rafter APD/MD: Chaz Henderson No Adds</p>	<p><b>WRPT/Pittsburgh, PA *</b> PD: Keith Clark APD/MD: Jonny Hartwell MICHELLE BRANCH "Wanted" VANESSA CARLTON "Miles" SHERYL CROW "Soak" PINK "Party" CELINE DION "Day"</p>	<p><b>WVOR/Rochester, NY *</b> PD: Dave LaFrois MD: Alisa Hashimoto FIVE FOR FIGHTING "Tonight"</p>	<p><b>KPLZ/Seattle-Tacoma, WA *</b> PD: Kent Phillips MD: Alisa Hashimoto No Adds</p>	<p><b>WWZZ/Washington, DC *</b> PD: Russ Morley MD: Mike Edwards APD/MD: Sean Sellers No Adds</p>
<p><b>KMNS/Anchorage, AK</b> PD: Roxi Lemond MD: Monica Thomas 27 N. NELLY FURTADO "Radio" 24 VANESSA CARLTON "Miles" 23 ENRIQUE IGLESIAS "Hero" 21 "TRAIN" "She's" LENNY KRAVITZ "Heart"</p>	<p><b>WZKL/Canton, OH *</b> Interim PD: Morgan Taylor DEFAULT "Wasting" JOHN MAYER "Such" KYLIE MINOGUE "Can't" REMY ZERO "Save"</p>	<p><b>KOMX/Dallas-Ft. Worth, TX *</b> PD: Pat McMahon MD: Lisa Thomas No Adds</p>	<p><b>KVSR/Fresno, CA *</b> PD: Mike Yeager APD: Andy Winford 11 NATALIE IMBRUGLIA "Wrong" 10 SHERYL CROW "Soak" 10 CHRIS ISAAK "Easy" 4 P. D. "Youth"</p>	<p><b>KURB/Little Rock, AR *</b> PD: Randy Cain APD: Aaron Anthony 5 BACKSTREET BOYS "Drowning" INDIA ARIE "Video" RES "Vision"</p>	<p><b>KCDU/Monterey-Salinas, CA *</b> PD/MD: Mike Scott APD: Maverick 1 VANESSA CARLTON "Miles" 3 LENNY KRAVITZ "Heart" 2 KYLIE MINOGUE "Can't" FIVE FOR FIGHTING "Tonight" JIMMY EAT WORLD "Middle"</p>	<p><b>WVNG/Portland, ME</b> PD: Ron Ptasch MD: Ethan Minton TRAIN "She's"</p>	<p><b>KZZD/Sacramento, CA *</b> Dir./Prog.: Mark Evans PD: Alara Oda APD: Jim Matthews VANESSA CARLTON "Miles" LENNY KRAVITZ "Heart" FIVE FOR FIGHTING "Tonight"</p>	<p><b>WHYN/Springfield, MA *</b> APD/MD: Pat McKay SHERYL CROW "Soak" TRAIN "She's"</p>	<p><b>WJRW/West Palm Beach, FL *</b> OM/PD: John O'Donnell APD/MD: Jeff Clarke NELLY FURTADO "Radio" JOHN MAYER "Such" JEWEL "Standing" FIVE FOR FIGHTING "Tonight"</p>
<p><b>WKOE/Atlantic City, NJ *</b> PD/MD: Brad Carson 3 FIVE FOR FIGHTING "Tonight" 2 CELINE DION "Day" 2 KYLIE MINOGUE "Can't" 2 BIN FOLDS "Shit"</p>	<p><b>WALC/Charleston, SC *</b> No Adds</p>	<p><b>WIMX/Dallas-Ft. Worth, TX *</b> PD: Jeff Stevens MD: Shaun Vincent No Adds</p>	<p><b>WWTI/Grand Rapids, MI *</b> PD/MD: Jeff Andrews APD: Ken Evans LENNY KRAVITZ "Heart" PETE YORN "Strange"</p>	<p><b>KYRS/Los Angeles, CA *</b> PD: John Ivey APD/MD: Chris Patyk FIVE FOR FIGHTING "Tonight" LENNY KRAVITZ "Heart"</p>	<p><b>WPLJ/New York, NY *</b> VP/Prog.: Tom Cuddy PD: Scott Shannon MD: Tony Mascaro KYLIE MINOGUE "Can't"</p>	<p><b>WVOR/Rochester, NY *</b> PD: Michael Storm APD/MD: Larry Thompson LENNY KRAVITZ "Heart" TRAIN "She's"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>WSSR/Tampa, FL *</b> OM: Jeff Kapugi Interim PD: John Stewart 14 LENNY KRAVITZ "Heart" 9 RES "Vision"</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS "Escape" JIMMY EAT WORLD "Middle"</p>
<p><b>KANX/Austin, TX *</b> PD: Jim Robinson MD: Clay Culver No Adds</p>	<p><b>WLNK/Charlotte, NC *</b> OM: Tom Jackson PD: Neal Sharpe APD: Chris Allen 3 SHERYL CROW "Soak" NELLY FURTADO "Radio"</p>	<p><b>KALZ/Denver-Boulder, CO *</b> OM: Mike Stern APC/MD: Kozman VANESSA CARLTON "Miles"</p>	<p><b>WWSI/Greensboro, NC *</b> PD: Steve Williams No Adds</p>	<p><b>KYRS/Los Angeles, CA *</b> PD: John Ivey APD/MD: Chris Patyk FIVE FOR FIGHTING "Tonight" LENNY KRAVITZ "Heart"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 9 VANESSA CARLTON "Miles" 6 SHERYL CROW "Soak"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust KYLIE MINOGUE "Can't"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KBEE/Salt Lake City, UT *</b> No Adds</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS "Escape" JIMMY EAT WORLD "Middle"</p>
<p><b>KLLY/Bakersfield, CA *</b> PD: E. J. Tyler APD: Erik Fox 6 "SHAWALLA" "Middle" JIMMY EAT WORLD "Middle" PUDDLE OF MUDD "Blurry" EDDIE VEDDER "Hide"</p>	<p><b>WTMX/Chicago, IL *</b> Sub: Barry James APD: Ricky Elton Kachinskis MICHELLE BRANCH "Wanted" LENNY KRAVITZ "Heart" PETE YORN "Strange"</p>	<p><b>KIMW/Denver-Boulder, CO *</b> PD: Ron Harrell APD/MD: Michael Gifford 18 INDIA ARIE "Video"</p>	<p><b>WWSI/Greensboro, NC *</b> No Adds</p>	<p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 9 VANESSA CARLTON "Miles" 6 SHERYL CROW "Soak"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust KYLIE MINOGUE "Can't"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KBEE/Salt Lake City, UT *</b> No Adds</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS "Escape" JIMMY EAT WORLD "Middle"</p>
<p><b>WVWX/Baltimore, MD *</b> VP/Prog.: Bill Pasha PD: Steve Monz MD: Ryan Sampson VANESSA CARLTON "Miles" CELINE DION "Day"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WWSI/Greensboro, NC *</b> No Adds</p>	<p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 9 VANESSA CARLTON "Miles" 6 SHERYL CROW "Soak"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust KYLIE MINOGUE "Can't"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KBEE/Salt Lake City, UT *</b> No Adds</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS "Escape" JIMMY EAT WORLD "Middle"</p>
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<p><b>WVWX/Baltimore, MD *</b> VP/Prog.: Bill Pasha PD: Steve Monz MD: Ryan Sampson VANESSA CARLTON "Miles" CELINE DION "Day"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WWSI/Greensboro, NC *</b> No Adds</p>	<p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 9 VANESSA CARLTON "Miles" 6 SHERYL CROW "Soak"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust KYLIE MINOGUE "Can't"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KBEE/Salt Lake City, UT *</b> No Adds</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS "Escape" JIMMY EAT WORLD "Middle"</p>
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<p><b>WVWX/Baltimore, MD *</b> VP/Prog.: Bill Pasha PD: Steve Monz MD: Ryan Sampson VANESSA CARLTON "Miles" CELINE DION "Day"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WWSI/Greensboro, NC *</b> No Adds</p>	<p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 9 VANESSA CARLTON "Miles" 6 SHERYL CROW "Soak"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust KYLIE MINOGUE "Can't"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KBEE/Salt Lake City, UT *</b> No Adds</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS "Escape" JIMMY EAT WORLD "Middle"</p>
<p><b>WVWX/Baltimore, MD *</b> VP/Prog.: Bill Pasha PD: Steve Monz MD: Ryan Sampson VANESSA CARLTON "Miles" CELINE DION "Day"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WWSI/Greensboro, NC *</b> No Adds</p>	<p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 9 VANESSA CARLTON "Miles" 6 SHERYL CROW "Soak"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust KYLIE MINOGUE "Can't"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KBEE/Salt Lake City, UT *</b> No Adds</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS "Escape" JIMMY EAT WORLD "Middle"</p>
<p><b>WVWX/Baltimore, MD *</b> VP/Prog.: Bill Pasha PD: Steve Monz MD: Ryan Sampson VANESSA CARLTON "Miles" CELINE DION "Day"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WVWX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 MICHELLE BRANCH "Wanted"</p>	<p><b>WWSI/Greensboro, NC *</b> No Adds</p>	<p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer JIMMY EAT WORLD "Middle" LENNY KRAVITZ "Heart"</p>	<p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay 9 VANESSA CARLTON "Miles" 6 SHERYL CROW "Soak"</p>	<p><b>WSNE/Providence, RI *</b> PD: Bill Hess MD: Gary Trust KYLIE MINOGUE "Can't"</p>	<p><b>WVRS/St. Louis, MO *</b> OM/PD: Mark Edwards 2 FIVE FOR FIGHTING "Tonight" VANESSA CARLTON "Miles" REMY ZERO "Save"</p>	<p><b>KBEE/Salt Lake City, UT *</b> No Adds</p>	<p><b>WVXO/Worcester, MA *</b> OM: Pete Falconi PD/MD: Chase Murphy 1 ENRIQUE IGLESIAS</p>

# Hot AC Playlists

**MARKET #1**

**WPLJ/New York**  
ABC  
(212) 613-9900  
Cuddy/Shannon/Mascaro  
12+ Cume 2,256,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
45	45	NO DOUBT/Hey Baby	39960
43	45	CALLING/Wherever You Will Go	39600
43	45	LIFEHOUSE/Hanging By A Moment	39600
42	45	CREED/My Sacrifice	39600
45	45	U2/Stuck In A Moment...	39600
44	44	ALANIS MORISSETTE/Hands Clean	39072
44	43	NICKELBACK/How You Remind Me	38184
44	42	JOHN MELLENCAMP/Peaceful World	37296
22	27	MICHELLE BRANCH/All You Wanted	23976
27	27	TRAIN/Drops Of Jupiter...	23976
26	26	LENNY KRAVITZ/Dig In	23088
23	26	LEANN RIMES/Can't Fight...	23088
26	26	PINK/Get The Party...	23088
26	26	MATCHBOX TWENTY/You're Gone	23088
25	25	JEWEL/Standing Still	22200
25	25	SHERYL CROW/Soak Up The Sun	22200
25	24	DAVE MATTHEWS BAND/The Space Between	21312
21	21	JOHN MAYER/No Such Thing	18648
17	20	NATALIE IMBRUGLIA/Wrong Impression	17760
20	20	SHAKIRA/Whenever Wherever	17760
20	20	STAIN'D/It's Been Awfully	17760
24	19	DAVE MATTHEWS BAND/Everyday	16872
19	19	EDDIE VEDDER/You've Got To...	16872
17	16	CHRIS ISAAK/Let Me Down Easy	14208
13	14	CERES/Isaak/Let Me Down Easy	12432
13	14	CELINE DIONA/New Day Has Come	12432
9	13	NELLY FURTADO/In Like A Bird	11544
11	12	SARAH McLACHLAN/Blackbird	10656
11	12	DIDO/Thankyou	10656

**MARKET #2**

**KBIG/Los Angeles**  
Clear Channel  
(818) 546-1043  
Kaye/Archer  
12+ Cume 1,140,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
26	29	FIVE FOR FIGHTING/Superman (It's...)	14268
30	29	SHAKIRA/Whenever Wherever	14268
31	28	JEWEL/Standing Still	13776
27	27	PINK/Get The Party...	13284
27	27	LEANN RIMES/Can't Fight...	13284
14	14	JENNIFER LOPEZ/In The End	6888
13	14	ENRIQUE IGLESIAS/Hero	6888
9	13	ENRIQUE IGLESIAS/Escape	6396
13	13	CHER/Song For The Lonely	6396
13	12	ALICIA KEYS/Fallin'	5904
10	12	NATALIE IMBRUGLIA/Wrong Impression	5904
10	11	LENNY KRAVITZ/Dig In	5412
7	11	N SYNC/It's Gonna Be Me	5412
8	10	CELINE DION/That's The Way It Is	4920
11	10	JENNIFER LOPEZ/Don't Cost...	4920
10	10	N SYNC/This I Promise You	4920
10	10	DIDO/Thankyou	4920
10	10	JANET/Someone To Call	4920
10	9	MARC ANTHONY/You Sang To Me	4428
10	9	FATHI HILL/The Way You Love Me	4428
8	9	EVAN AND JARON/Crazy For This Girl	4428
8	9	LEANN RIMES/I Need You	4428
9	8	SAVAGE GARDEN/I Knew I Loved You	3936
5	8	MATCHBOX TWENTY/You're Gone	3936
9	7	RICKY MARTIN/She Bangs	3444
7	7	MADONNA/Music	3444
6	7	MARTIN F/GUILERA/Nobody Wants	3444
7	7	ENYA/Only Time	3444
7	7	ATC/Around The World...	3444
5	6	N SYNC/Bye Bye Bye	2952

**MARKET #2**

**KYSR/Los Angeles**  
Clear Channel  
(818) 955-7000  
Ivey/Patyk  
12+ Cume 1,265,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
36	30	LINKIN PARK/In The End	44880
79	70	NICKELBACK/How You Remind Me	39120
78	69	DAVE MATTHEWS BAND/Everyday	38700
78	68	NO DOUBT/Hey Baby	38148
79	66	CALLING/Wherever You Will Go	37026
37	48	EDDIE VEDDER/You've Got To...	26928
30	46	ALANIS MORISSETTE/Hands Clean	25806
41	37	PETE YORN/Strange Condition	20757
31	36	JEWEL/Standing Still	20196
32	33	JOHN MAYER/No Such Thing	18513
26	33	JACK JOHNSON/Flake	18513
28	32	SHERYL CROW/Soak Up The Sun	17922
41	30	CREED/My Sacrifice	16830
7	30	COLDPLAY/Trouble	16830
36	29	FIVE FOR FIGHTING/Superman (It's...)	16269
37	27	NATALIE IMBRUGLIA/Wrong Impression	15147
16	25	COLDPLAY/Yellow	14025
16	24	CHRIS ISAAK/Let Me Down Easy	13664
9	23	NO DOUBT/Down Let Me Down	12903
19	23	STROKES/Last Nite	12903
21	22	VANESSA CARLTONA/Thousand Miles	12342
19	21	LEWIS W/DURST/Outside	11781
16	20	PUDDLE OF MUDD/Blurry	11220
22	19	DEFAULT/Wasting My Time	10659
17	18	ZERO 7/Destiny	10098
20	17	MICHELLE BRANCH/All You Wanted	9576
17	16	DAVE MATTHEWS BAND/The Space Between	8937
14	15	TRAIN/Drops Of Jupiter...	8415
6	14	JIMMY EAT WORLD/The Middle	7854
13	14	LIFEHOUSE/Hanging By A Moment	7854

**MARKET #3**

**WTMX/Chicago**  
Bonnieville  
(312) 946-1019  
Kachinsky  
12+ Cume 874,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
48	52	CALLING/Wherever You Will Go	21684
48	51	ALANIS MORISSETTE/Hands Clean	21267
51	48	DAVE MATTHEWS BAND/Everyday	20016
35	44	TRAIN/She's On Fire	18348
42	40	NO DOUBT/Hey Baby	17514
41	42	EDDIE VEDDER/You've Got To...	17097
40	41	JEWEL/Standing Still	17097
43	39	BETTER THAN EZRA/Extra Ordinary	16263
42	39	TRAVIS/Side	16263
38	38	U2/Stuck In A Moment...	15846
25	33	NICKELBACK/How You Remind Me	13761
9	31	SENSE FIELD/Save Yourself	12927
24	30	NATALIE IMBRUGLIA/Wrong Impression	12510
28	29	BEN FOLDS/Still Fighting It	12093
29	27	SHERYL CROW/Soak Up The Sun	11259
28	24	JOHN MAYER/No Such Thing	10008
16	24	CHRIS ISAAK/Let Me Down Easy	10008
23	22	LENNY KRAVITZ/Dig In	8774
19	21	DAKOTA MOON/Looking For...	8757
32	21	JOHN MELLENCAMP/Peaceful World	8757
9	20	PUDDLE OF MUDD/Blurry	8340
16	20	SUGAR RAY/When It's Over	8340
29	19	LIFEHOUSE/Hanging By A Moment	7923
26	17	MICHELLE BRANCH/Everywhere	7089
13	17	LIFEHOUSE/Breathing	7089
15	16	INCUBUS/Drive	6672
15	15	NINE DAYS/Absolutely...	6255
18	15	FIVE FOR FIGHTING/Superman (It's...)	6255
15	14	EVERCLEAR/Wonderful	5838
16	14	STAIN'D/It's Been Awfully	5838

**MARKET #4**

**KLLC/San Francisco**  
Infinity  
(415) 765-4000  
Peake/Stoeckel  
12+ Cume 616,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
55	55	NICKELBACK/How You Remind Me	11385
55	54	CALLING/Wherever You Will Go	11178
49	53	CREED/My Sacrifice	10971
45	50	NO DOUBT/Hey Baby	10764
46	51	PINK/Get The Party...	10557
39	43	FIVE FOR FIGHTING/Superman (It's...)	8901
41	42	NELLY FURTADO/Turn Off The Light	8694
40	42	ALANIS MORISSETTE/Hands Clean	8694
36	41	DAVE MATTHEWS BAND/Everyday	8487
57	37	ALICIA KEYS/Fallin'	7659
24	37	EDDIE VEDDER/You've Got To...	7659
29	36	U2/Stuck In A Moment...	7452
35	35	STAIN'D/It's Been Awfully	7038
39	34	JEWEL/Standing Still	7038
31	31	THOMAS NEWMAN/Six Feet Under	6417
33	29	NATALIE IMBRUGLIA/Wrong Impression	6003
27	28	JOHN MAYER/No Such Thing	5796
24	25	MICHELLE BRANCH/All You Wanted	5726
1	23	SHERYL CROW/Soak Up The Sun	4761
37	21	TRAIN/Drops Of Jupiter...	4347
9	18	MADONNA/Don't Tell Me	3726
17	17	INCUBUS/Drive	3519
7	17	INDIA ARIE/Video	3519
15	16	CHRIS ISAAK/Let Me Down Easy	3312
17	15	LINKIN PARK/In The End	3105
14	14	U2/Beautiful Day	2898
19	14	COLDPLAY/Trouble	2898
10	13	LIFEHOUSE/Hanging By A Moment	2691
8	11	NELLY FURTADO/In Like A Bird	2277
12	11	WISEGUYS/Start The Commotion	2277

**MARKET #5**

**KDMX/Dallas-Ft. Worth**  
Clear Channel  
(972) 991-1029  
McMahon/Thomas  
12+ Cume 435,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
34	38	CALLING/Wherever You Will Go	7524
38	36	NICKELBACK/How You Remind Me	7128
22	34	LEANN RIMES/Can't Fight...	6732
30	33	TRAIN/Drops Of Jupiter...	6534
29	27	STAIN'D/It's Been Awfully	5346
32	27	LIFEHOUSE/Hanging By A Moment	5346
26	27	INCUBUS/Drive	5346
27	24	SMASH MOUTH/In A Believer	4752
17	24	ENRIQUE IGLESIAS/Hero	4752
26	22	ENYA/Only Time	4356
26	22	SUGAR RAY/When It's Over	4356
16	22	CELINE DIONA/New Day Has Come	4356
18	21	NATALIE IMBRUGLIA/Wrong Impression	4158
15	19	3 DOORS DOWN/Be Like That	3762
16	16	CREED/My Sacrifice	3168
12	16	CHRIS ISAAK/Let Me Down Easy	2376
12	16	JACOB YOUNG/It's Good	2376
11	16	ALANIS MORISSETTE/Hands Clean	2178
7	8	EVAN AND JARON/Crazy For This Girl	1584
7	8	SHERYL CROW/Soak Up The Sun	1386
7	7	MATCHBOX TWENTY/You're Gone	1188
6	5	MADONNA/Don't Tell Me	1188
5	5	THE CORRS/Breathless	990
6	5	DIDO/Thankyou	990
5	5	MATCHBOX TWENTY/You're Gone	990
4	5	NINE DAYS/Absolutely...	990
5	5	LENNY KRAVITZ/Again	990
4	4	CREED/With Arms Wide Open	792
4	4	NELLY FURTADO/In Like A Bird	792
4	4	VERTICAL HORIZON/You're A God	792

**MARKET #6**

**WLCE/Philadelphia**  
Clear Channel  
(610) 668-0750  
Bridgman/Wright  
12+ Cume 556,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
39	41	FIVE FOR FIGHTING/Superman (It's...)	8733
40	41	TRAIN/Drops Of Jupiter...	8733
40	41	SMASH MOUTH/In A Believer	8733
37	41	CALLING/Wherever You Will Go	8733
36	35	NICKELBACK/How You Remind Me	7455
32	34	SUGAR RAY/When It's Over	7242
37	33	UNCLE KRACKER/Follow Me	7029
28	31	DAVE MATTHEWS BAND/The Space Between	6603
30	30	LIFEHOUSE/Hanging By A Moment	6390
23	28	CREED/My Sacrifice	5964
29	26	ALANIS MORISSETTE/Hands Clean	5538
20	23	JEWEL/Standing Still	4899
18	22	LENNY KRAVITZ/Dig In	4686
21	21	LIFEHOUSE/Breathing	4473
16	16	NATALIE IMBRUGLIA/Wrong Impression	3408
10	14	INCUBUS/Drive	2982
10	14	MATCHBOX TWENTY/You're Gone	2982
11	14	DIDO/Thankyou	2982
12	12	CREED/With Arms Wide Open	2556
10	12	MATCHBOX TWENTY/Bent	2556
10	11	NELLY FURTADO/In Like A Bird	2343
12	9	ELTON JOHN/This Train Don't	1917
8	8	THE CORRS/Breathless	1704
7	6	STAIN'D/It's Been Awfully	1278
6	5	PHIL COLLINS/You'll Be In My...	1065
5	3	BON JOVI/It's My Life	639
2	2	3 DOORS DOWN/Be Like That	426
1	2	NINE DAYS/Absolutely...	426
4	2	LENNY KRAVITZ/Again	426
1	1	JOHN MAYER/No Such Thing	213

**MARKET #6**

**WMWX/Philadelphia**  
Greater Media  
(610) 771-0933  
Ebbott/Navarro  
12+ Cume N/A



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
53	70	PUDDLE OF MUDD/Blurry	0
69	69	NICKELBACK/How You Remind Me	0
61	67	CREED/My Sacrifice	0
62	65	3 DOORS DOWN/Be Like That	0
69	65	CALLING/Wherever You Will Go	0
64	64	FIVE FOR FIGHTING/Superman (It's...)	0
44	46	PINK/Get The Party...	0
37	45	ALANIS MORISSETTE/Hands Clean	0
42	45	FUEL/Bad Day	0
43	44	INCUBUS/Drive	0
42	44	BETTER THAN EZRA/Extra Ordinary	0
25	43	NO DOUBT/Hey Baby	0
19	43	U2/Stuck In A Moment...	0
14	40	LIFEHOUSE/Breathing	0
41	37	LENNY KRAVITZ/Dig In	0
35	32	JEWEL/Standing Still	0
33	31	NATALIE IMBRUGLIA/Wrong Impression	0
27	31	DAVE MATTHEWS BAND/Everyday	0
21	31	JOHN MAYER/No Such Thing	0
22	30	SHERYL CROW/Soak Up The Sun	0
17	30	VANESSA CARLTONA/Thousand Miles	0
21	26	SENSE FIELD/Save Yourself	0
19	25	MOBY F/GWEN STEFANI/Southside	0
23	25	TRAIN/Drops Of Jupiter...	0
24	25	SUGAR RAY/When It's Over	0
21	23	DIDO/Thankyou	0
20	23	SUGAR RAY/When It's Over	0
20	23	MATCHBOX TWENTY/You're Gone	0
21	23	LENNY KRAVITZ/Again	0
21	23	LIFEHOUSE/Hanging By A Moment	0

**MARKET #7**

**WRQX/Washington, DC**  
ABC  
(202) 686-3100  
Kosbau/Parker  
12+ Cume 568,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
37	39	NICKELBACK/How You Remind Me	11466
26	38	TRAIN/Drops Of Jupiter...	11172
18	36	STAIN'D/It's Been Awfully	10584
36	36	CALLING/Wherever You Will Go	10584
24	33	SMASH MOUTH/In A Believer	9702
3	23	FIVE FOR FIGHTING/Superman (It's...)	6762
34	22	LIFEHOUSE/Hanging By A Moment	6468
24	22	U2/Stuck In A Moment...	6468
35	21	FIVE FOR FIGHTING/Superman (It's...)	6174
19	20	JEWEL/Standing Still	5880
15	19	DAVE MATTHEWS BAND/Everyday	5586
35	19	DAVE MATTHEWS BAND/The Space Between	5586
23	19	NATALIE IMBRUGLIA/Wrong Impression	5586
20	19	LENNY KRAVITZ/Dig In	5586
22	18	ALANIS MORISSETTE/Hands Clean	5586
19	18	ENRIQUE IGLESIAS/Hero	5586
11	18		



CAROL ARCHER

archer@rronline.com

## WVMV's Motor City Winning Streak

□ PD Tom Sleeker's credo — 'Be the best every day' — makes V98.7 Detroit's No. 1 music station 12+

Infinity launched WVMV (V98.7)/Detroit in December 1995. Today, the station is a ratings titan. Surpassed overall only by Talk WJR-AM and News WWJ-AM, V98.7 was the No. 1 music station 12+ in fall 2001. This remarkable achievement is wonderful news, because it reflects Smooth Jazz's vast appeal, but it's not much of a surprise to those familiar with PD Tom Sleeker.

Sleeker's 30-year career began at an AM daytimer in the boondocks of Arkadelphia, AR. He worked his way up, station by station, market by market. A local hero in his hometown of Little Rock, "Long Tom" Sleeker owned No. 1 at night for years as a high-energy screamer.

"I wanted to be somebody, and I wanted to work in the big time," he says. "I wanted to have a No. 1 radio station, and I was determined not to stop until I got it." He got the chance when WVMV's founding GM, Jeff "Ozzie" Sattler, called to court him away from the PD job at former Smooth Jazz KMJZ/Minneapolis.

On a recent afternoon, as I explored with Sleeker the forces that shaped WVMV's impressive upward trajectory, I remembered an old vaudeville joke:

"Pardon me, cabbie. How do I get to Carnegie Hall?"

"Practice, my son, practice."

### The Big Picture

Effective, enduring program directors have a gift for perceiving the big picture and the understanding to apply the subtle brushwork to bring it into being. Sleeker cites his Infinity colleague KTWV (The Wave)/Los Angeles PD Chris Brodie as a primary Smooth Jazz role model. Referring to The Wave, where three original castmembers have served on-air full-time for 15 years, Sleeker says that a stable airstaff plays a vital role in success.

V98.7's on-air talents are Detroit mainstays. "The air talent forms a relationship with listeners, who know they can count on that person day in and day out," Sleeker says. "The talents' familiarity with the market is crucial. They know the subtle nuances of the city, which helps them bring local content into liner cards and promotions.

"Sandy Kovach has been our afternoon personality from the start. The newest member of our airstaff is John Bond, who does 7pm-midnight and came from another station in the market. Midday personality Madison

Leigh is a Detroit native.

"Alexander Zonjic has done mornings on the station for almost five years. He's a local icon. He's been a spokesperson for Ford Motor Co. here, and, as a noted contemporary jazz flautist, he performs every weekend. He's great on the air and one of the best public-appearance people I've had the pleasure to work with.

"It's great to have your morning talent be such a highly visible person in the community. Alexander is dynamic, outspoken and charismatic — a real dream to work with. He's brought a lot to the table here on many different levels."

### On Your Toes

Sleeker says that V98.7 needs every weapon in its arsenal to win in Detroit. "This market has always been a competitive landscape for us," he continues. "We've got two soft, mainstream ACs, which compete for 35-54 women with high-octane morning shows. Then we've got two Urban stations, two Urban ACs and WGPR, which is a hybrid Urban-Jazz format.

"It's good for listeners right now, because they have some different choices, but if you lean toward urban music, there are two really good Urban ACs with two great morning talents — Tom Joyner and Russ Parr. Plus, there's a local guy who was huge here for years at WJLB, John Mason with *Mason & Company*, on another. There's a lot of entertainment for African-American listeners and for people looking for an adult approach. There is a lot of competition for that 35-54 demo. There always has been, so you've really got to be on your toes.

"Stationality is important to any radio station, and our competitors all have good stationality. But it's important that each station be unique. Certainly, the presentation of our product is unique, and the product itself is unique — instrumental music — except for WGPR. It's impossible to describe stationality; you have to hear it.

"Our station definitely has a personality, and that goes back to the el-

ements between the songs, like promotions and — this is key to your success — how effectively your air talent sell the features and benefits of the station. V98.7 has great, very impactful air talent. They all do live airshifts — middays, afternoons, nights and mornings — although we sometimes record in the mornings, because Alexander performs a lot.

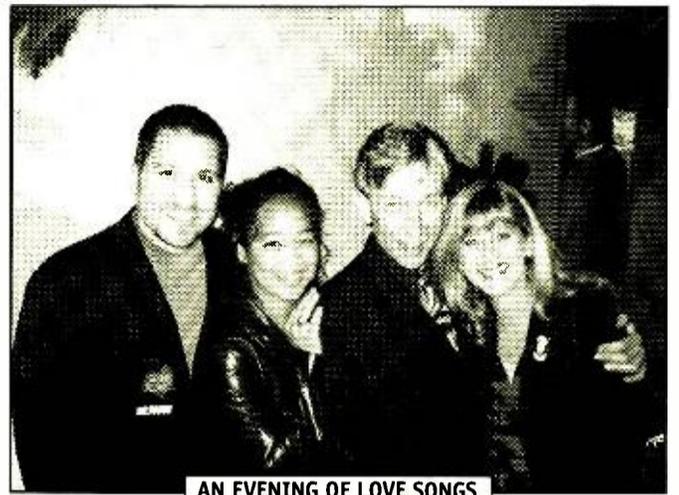
"We'll record overnights and an occasional weekend airshift to let people off, but it's the exception. Even if you track the day of the show and the talent is in the market, you lose a bit of flavor; there's something that's not there.

**"The talents' familiarity with the market is crucial. They know the subtle nuances of the city, which helps them bring local content into liner cards and promotions."**

"You certainly can't do the weather accurately in a city where it's important, like Detroit. Yesterday we had 60 degrees; today there's snow on the trees. I'm not a big fan of tracking with talent from out of the market, but I'm not opposed to looking at all my options when we need to fill a position."

### Higher Goals, Fewer Resources

Radio's greatest challenge is to increase profitability as essential resources are eliminated or curtailed, but there isn't much fat to trim at V98.7. "In a sense, we've been very fortunate that we haven't had a lot to work with, in terms of budget, from Day One," Sleeker explains. "We run a very lean staff, so I don't really feel the pangs of doing less, because we've run on a



AN EVENING OF LOVE SONGS

Blue-eyed soul balladeer Bobby Caldwell sang his heart out at KIFM/San Diego's Valentine's concert, An Evening of Love Songs. After the performance, Caldwell greeted station staffers. Seen here (l-r) are KIFM PD Mike Vasques and Dir./Promotions Kiku Hughes, Caldwell and KIFM air talent Pam Thomas.

shoestring from the start."

When V98.7 signed on, its launch was wisely supported by television and direct-mail campaigns, but little off-air marketing has taken place over the past several years, Sleeker says. Since off-air marketing can so effectively build cume, fewer marketing dollars commonly foreshadow a stall — or a precipitous decline — in ratings growth, but WVMV is exceptional in that regard too.

"We've been very lucky to grow by word of mouth," Sleeker says. "Certainly, our trip-a-day giveaway has made awareness of the station far greater than it would have been without it. It's one of those things people love to talk about.

"Another key component is a really good database; we spend a lot of time cultivating a relationship with it. That sort of nest marketing has been invaluable for us."

### Other Benchmarks

Sleeker acknowledges the role that smooth jazz concerts play in taking WVMV to the top. "Detroit is a great music town and a hotbed of contemporary jazz," he says. "Artists get prime rates when they play here because it's so competitive. It's certainly been to our benefit to be able to tie into these shows and get visibility at these concerts.

"Now in its fourth year, our Smooth Jazz Festival has been a huge success. Over the course of three days 20,000-30,000 people attend. Last year was an exception. We called it the Smooth Mud Fest — it was like Woodstock. But even in the pouring rain we had close to 7,000 people a day over the course of the event.

"Another V98.7 signature is our smooth jazz charity CD. It's in its fifth year, and we've been able to raise a lot of money for the Rainbow Connection, a local organization that helps children with life-threatening illnesses. We also align ourselves with a couple of other local jazz festivals here over the course of the summer. There is the Birmingham Jazz Festival in one of the suburbs and Jazz on the River on the south side of the city."

Sleeker's radio philosophy is a mantra that informs every aspect of his life. "Vince Lombardi said that winning isn't a sometimes thing, it's an all-the-time thing," Sleeker says. "What that means is that I want to go in and give it my best shot every day. That's what we talk to our talent about when we aircheck. Let's not throw away any breaks.

"Artists give us their best and most meticulous work when they put something on their disc. They go over it with a fine-toothed comb and recut it until it's just right — a perfect piece of work. When the talent go on the air and make a break, it needs to be the best they can do. Our production elements are the same: The very best effort of our Production Director, Steve Striker, every day, all the time.

"The reality is, you're not going to win all the time, but the greatest satisfaction will come — whether you've won or lost, whether you're No. 1 or No. 7 — at the end of the day when you can sit down and say, 'I gave it my very best shot.' There is satisfaction because you are totally spent on the field of battle."

Given V98.7's 12+ dominance, it's easy to understand Sleeker's confidence in this format. "Smooth Jazz has become a more mass-appeal format," he observes. "It is exclusive in that it's the format in the market that plays contemporary jazz, but by playing hit vocals, we broadened the format's overall appeal.

"We do have people of all walks of life listening, but they all respond to the aura of sophistication the Smooth Jazz format emits. Listeners who are attracted to that sophisticated ambience are lifted up into it."

### TALK BACK TO R&R!

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

Call me at 310-788-1665  
or e-mail:  
archer@rronline.com

# R&R Smooth Jazz Top 30

March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	<b>CHUCK LOEB</b> Pocket Change ( <i>Shanachie</i> )	888	+2	117537	18	41/0
5	2	<b>MARC ANTOINE</b> On The Strip ( <i>GRP/VMG</i> )	846	+118	96585	12	42/0
3	3	<b>LARRY CARLTON</b> Deep Into It ( <i>Warner Bros.</i> )	803	+70	87711	16	43/1
4	4	<b>CHRIS BOTTI</b> Streets Ahead ( <i>Columbia</i> )	706	-24	82597	24	38/0
2	5	<b>BRIAN CULBERTSON</b> All About You ( <i>Atlantic</i> )	695	-104	90123	18	39/0
7	6	<b>DAVID BENOIT</b> Snap! ( <i>GRP/VMG</i> )	690	+86	96863	8	44/0
8	7	<b>LEE RITENOUR W/GERALD ALBRIGHT</b> Jammin' ( <i>GRP/VMG</i> )	559	-13	73095	11	41/0
6	8	<b>BONEY JAMES</b> See What I'm Sayin' ( <i>Warner Bros.</i> )	517	-114	58296	21	34/0
12	9	<b>PIECES OF A DREAM</b> Night Vision ( <i>Heads Up</i> )	486	+34	64552	12	39/0
9	10	<b>PETER WHITE</b> Turn It Out ( <i>Columbia</i> )	484	-85	56517	27	30/0
14	11	<b>GREGG KARUKAS</b> Night Shift ( <i>N-Coded</i> )	463	+52	55178	14	41/2
13	12	<b>DIANA KRALL</b> The Look Of Love ( <i>Verve/VMG</i> )	434	-5	46637	22	32/0
10	13	<b>SADE</b> Lovers Rock ( <i>Epic</i> )	431	-33	50296	17	32/1
16	14	<b>JIMMY SOMMERS</b> Lowdown ( <i>Higher Octave</i> )	407	+16	75190	6	36/2
20	15	<b>KIRK WHALUM</b> I Try ( <i>Warner Bros.</i> )	403	+96	68258	6	29/1
19	16	<b>ALFONZO BLACKWELL</b> Funky Shuffle ( <i>Shanachie</i> )	392	+78	52480	10	32/0
15	17	<b>FISHBELLY BLACK</b> Ven A Gozar ( <i>Rhythm &amp; Groove/Q</i> )	390	-12	34492	10	30/0
17	18	<b>DAVE KOZ</b> Beneath The Moonlit Sky ( <i>Capitol</i> )	374	-5	44638	14	32/0
22	19	<b>JEFF GOLUB</b> Cut The Cake ( <i>GRP/VMG</i> )	353	+107	71437	3	36/6
18	20	<b>ALICIA KEYS</b> Fallin' ( <i>J</i> )	337	+17	48948	10	23/0
24	21	<b>ERIC MARIENTHAL</b> Lefty's Lounge ( <i>Peak</i> )	276	+35	31526	8	26/4
25	22	<b>SPYRO GYRA</b> Feelin' Fine ( <i>Heads Up</i> )	259	+18	25452	7	27/3
21	23	<b>STING</b> Fragile ( <i>A&amp;M/Interscope</i> )	259	-33	21903	10	17/0
28	24	<b>CELINE DION</b> A New Day Has Come ( <i>Epic</i> )	252	+103	21531	2	22/5
26	25	<b>BONA FIDE</b> Club Charles ( <i>N-Coded</i> )	252	+20	44249	8	21/0
23	26	<b>MICHAEL MCDONALD</b> To Make A Miracle ( <i>MCA</i> )	194	-48	15632	16	14/0
	<b>Debut</b> 27	<b>BOZ SCAGGS</b> Miss Riddle ( <i>Virgin</i> )	189	+87	20769	1	18/4
27	28	<b>EVERETTE HARP F/BRIAN BROMBERG</b> Rock With You ( <i>Native Language</i> )	186	+34	26540	3	19/2
29	29	<b>PAMELA WILLIAMS</b> Lifeline ( <i>Fome/Red Ink</i> )	174	+26	5468	2	16/1
	30	<b>OLETA ADAMS</b> All The Love ( <i>Pioneer Music Group</i> )	159	+24	5664	2	11/0

44 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the most stations is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

**KEVIN TONEY** Passion Dance (*Shanachie*)  
Total Plays: 153, Total Stations: 16, Adds: 0

**ENYA** Only Time (*Reprise*)  
Total Plays: 136, Total Stations: 13, Adds: 5

**DAVID LANZ** That Smile (*Decca*)  
Total Plays: 124, Total Stations: 14, Adds: 2

**WALTER BEASLEY** Good Times (*Shanachie*)  
Total Plays: 124, Total Stations: 13, Adds: 0

**RICHARD ELLIOT** Shotgun (*GRP/VMG*)  
Total Plays: 120, Total Stations: 18, Adds: 4

**JIM WILSON** Can't Find My Way Home (*Hillsboro*)  
Total Plays: 119, Total Stations: 14, Adds: 0

**SHILTS** Your Place Or Mine (*Higher Octave*)  
Total Plays: 100, Total Stations: 8, Adds: 1

**SOUL BALLET** Dial It In (*Gold Circle*)  
Total Plays: 87, Total Stations: 8, Adds: 0

**URBAN KNIGHTS** The Message (*Narada*)  
Total Plays: 76, Total Stations: 10, Adds: 3

**STEVE COLE** So Into You (*Atlantic*)  
Total Plays: 67, Total Stations: 7, Adds: 1

Songs ranked by total plays

## Most Added

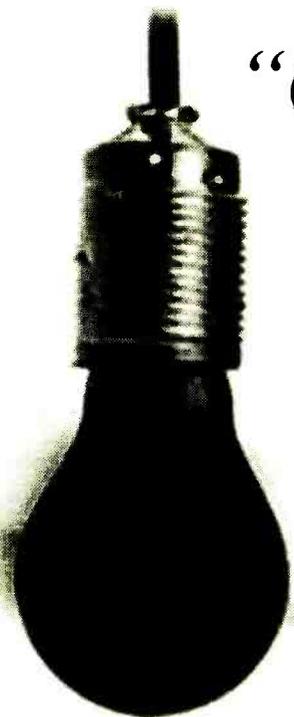
ARTIST TITLE LABEL(S)	ADDS
<b>PETER WHITE</b> Bueno Funk ( <i>Columbia</i> )	7
<b>JEFF GOLUB</b> Cut The Cake ( <i>GRP/VMG</i> )	6
<b>CELINE DION</b> A New Day Has Come ( <i>Epic</i> )	5
<b>ENYA</b> Only Time ( <i>Reprise</i> )	5
<b>ERIC MARIENTHAL</b> Lefty's Lounge ( <i>Peak</i> )	4
<b>RICHARD ELLIOT</b> Shotgun ( <i>GRP/VMG</i> )	4
<b>BOZ SCAGGS</b> Miss Riddle ( <i>Virgin</i> )	4
<b>SPYRO GYRA</b> Feelin' Fine ( <i>Heads Up</i> )	3
<b>URBAN KNIGHTS</b> The Message ( <i>Narada</i> )	3
<b>MARK WHITFIELD</b> Summer Chill ( <i>Q/Atlantic</i> )	3
<b>BRAXTON BROTHERS</b> Whenever I See You ( <i>Peak</i> )	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>MARC ANTOINE</b> On The Strip ( <i>GRP/VMG</i> )	+118
<b>JEFF GOLUB</b> Cut The Cake ( <i>GRP/VMG</i> )	+107
<b>CELINE DION</b> A New Day Has Come ( <i>Epic</i> )	+103
<b>KIRK WHALUM</b> I Try ( <i>Warner Bros.</i> )	+96
<b>BOZ SCAGGS</b> Miss Riddle ( <i>Virgin</i> )	+87
<b>DAVID BENOIT</b> Snap! ( <i>GRP/VMG</i> )	+86
<b>ALFONZO BLACKWELL</b> Funky Shuffle ( <i>Shanachie</i> )	+78
<b>LARRY CARLTON</b> Deep Into It ( <i>Warner Bros.</i> )	+70
<b>RICHARD ELLIOT</b> Shotgun ( <i>GRP/VMG</i> )	+62
<b>GREGG KARUKAS</b> Night Shift ( <i>N-Coded</i> )	+52

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>JEFF LORBER</b> Ain't Nobody ( <i>Samson/Gold Circle</i> )	329
<b>GERALD VEASLEY</b> Do I Do ( <i>Heads Up</i> )	295
<b>RUSS FREEMAN</b> East River Drive ( <i>Q/Atlantic</i> )	195
<b>EUGE GROOVE</b> Sneak A Peek ( <i>Warner Bros.</i> )	179
<b>JOYCE COOLING</b> Mm-Mm Good ( <i>GRP/VMG</i> )	155
<b>FATBURGER</b> Evil Ways ( <i>Shanachie</i> )	154
<b>KIM WATERS</b> Until Dawn ( <i>Shanachie</i> )	151
<b>MARILYN SCOTT</b> Don't Let Love Get Away ( <i>Prana</i> )	137
<b>STEVE COLE</b> From The Start ( <i>Atlantic</i> )	127
<b>RICHARD ELLIOT</b> Crush ( <i>GRP/VMG</i> )	127
<b>RICK BRAUN</b> Use Me ( <i>Warner Bros.</i> )	122
<b>URBAN KNIGHTS</b> High Heel Sneakers ( <i>Narada</i> )	85
<b>BOZ SCAGGS</b> Payday ( <i>Virgin</i> )	80
<b>DIDO</b> Thankyou ( <i>Arista</i> )	73
<b>RIPPINGTONS</b> Caribbean Breeze ( <i>Peak</i> )	69
<b>PAUL TAYLOR</b> Hypnotic ( <i>Peak</i> )	66
<b>WAYMAN TISDALE</b> Can't Hide Love ( <i>Atlantic</i> )	65



“Opportunity is missed by most people because it is dressed in overalls and looks like work.” —Thomas Edison

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## ON THE RECORD

WITH  
**Mark Edwards**  
PD, KCIY(The City)/Kansas City

There's no doubt that current vocals are the most difficult part of our format to figure out. This category is not primarily why people tune us in. However, current vocals can provide a spice that truly can become a signature for a Smooth Jazz station. Indeed, in the case of Marilyn Scott, in our market we've had the opportunity to become the trailblazer for this wonderful talent. Now her music is crossing over to AC. • I believe Marilyn's music is good on so many levels.



And this track, "Don't Let Love Get Away" (Prana), is a song that, first, sounds good on this format. It blends well with the sound of our instrumentals, old and new. While her name may not have the superstar quality that we sometimes look for in vocal currents to make up for lack of familiarity, this song provides a richness of production, great backup vocals and thoughtful lyrics, beautifully sung by Marilyn, that remind me of the caliber of music that came out on the radio long before this format was born, when AC radio was enjoying its heyday. • The words of the song truly hit us where we live and breathe, right in the middle of our demographics, and I have calls in to the radio station to back that up. Musically, Marilyn transcends so many barriers — flirting with soul, a sprinkling of pop and a healthy dose of smooth jazz. The song doesn't wear at all. We've been playing it at The City for quite some time, and "Don't Let Love Get Away," from her CD *Walking With Strangers*, is aging like fine wine.

**Peter White**, who just earned another in a series of honors by being named Guitarist of the Year at the Smooth Jazz Awards, is off to a strong start with seven new adds on "Bueno Funk" (Columbia), including KTWV (The Wave)/Los Angeles, WJZW/Washington and WNWW/Cleveland. Many, including me, think the track is the strongest from White's superb *Glow...* **Jeff Golub's** "Cut the Cake" (GRP/VMG) continues a meteoric rise, with a 22-19\* move, six new adds for second Most Added and a gain of +107 plays for second Most Increased ... **Enya's** "Only Time" (Reprise) earns third Most Added ... Incidentally, The Wave was the only Smooth Jazz station that didn't play **Chris Botti's** "Streets Ahead," but this week the station added an edit of "Lisa" ... Three tunes tie for third Most Added: **Boz Scaggs'** vibey "Miss Riddle" (Virgin), **Richard Elliot's** "Shotgun" (GRP/VMG) and **Eric Marienthal's** "Lefty's Lounge" (Peak) ... Those fabulous **Braxton Brothers** are back on Peak Records. Be sure to check out their outstanding debut single, "Whenever I See You," which is also added out of the box by The Wave. I've got to hand it to The Braxton Brothers for making an album of all original songs — quite a novelty these days ... Columbia is working the **Tony Bennett-Billy Joel** duet "New York State of Mind," a tune that makes a lot of sense in the wake of Sept. 11, 2001. But WNUA/Chicago Asst. PD/MD **Carl Anderson** is adding Bennett's sly, sexy, hip collaboration with **Diana Krall**, "Alright, Okay, You Win," which sounds in-pocket for Smooth Jazz. Check out both tracks and decide for yourself.



— Carol Archer, Smooth Jazz Editor

## Reporters

Stations and their adds listed alphabetically by market

<p><b>WZMR/Albany, NY</b> PD: Patrick Ryan MD: Pete Logan 19 JAARED "Come" 13 SADE "Lovers"</p>	<p><b>WZMR/Knoxville, TN</b> PD/MD: Tom Miller 4 CHRIS STANDRING "Glass" 4 ERIC MARIENTHAL "Lefty's"</p>	<p><b>KSSJ/Sacramento, CA</b> PD: Lee Hanson APD: Ken Jones No Adds</p>
<p><b>KRQS/Albuquerque, NM</b> PD: Paul Lavoie MD: Jeff Young ACOUSTIC ALCHEMY "Puzzle" PETER WHITE "Bueno" RICK BRAUN "Middle" LISA LAUREN "Shame"</p>	<p><b>KOAS/Las Vegas, NV</b> PD/MD: Erik Foxx URBAN KNIGHTS "Message" BLAKE AARON "Overjoyed"</p>	<p><b>WSSM/St. Louis, MO</b> OM: Mark Edwards PD: David Myers CELINE DION "Day" URBAN KNIGHTS "Message" KAREN BRIGGS "Got"</p>
<p><b>KNK/Anchorage, AK</b> OM: Aaron Wallender PD: J.J. Michaels MD: Jennifer Summers CELINE DION "Day" ERIC MARIENTHAL "Lefty's" RICHARD ELLIOT "Shotgun"</p>	<p><b>KTWV/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart PETER WHITE "Bueno" CHRIS STANDRING "Glass" BRAXTON BROTHERS "See" CHRIS BOTTI "Lisa"</p>	<p><b>KBZN/Salt Lake City, UT</b> PD/MD: Rob Riesen No Adds</p>
<p><b>WJZZ/Atlanta, GA</b> PD/MD: Nick Francis 2 CELINE DION "Day" 1 RICHARD ELLIOT "Shotgun"</p>	<p><b>WJZN/Memphis, TN</b> PD: Norm Miller 11 ERIC MARIENTHAL "Lefty's" 8 JIMMY SOMMERS "Lowdown" SPYRO GYRA "Feelin" JEFF GOLUB "Cake" ENYA "Only"</p>	<p><b>KIFM/San Diego, CA</b> PD: Mike Vasquez APD/MD: Kelly Cole GREGG KARUKAS "Nigh"</p>
<p><b>KSMJ/Bakersfield, CA</b> PD/MD: Chris Townshend DAVID LANZ "Smile" BOZ SCAGGS "Riddle" RICHARD ELLIOT "Shotgun"</p>	<p><b>WLVE/Miami, FL</b> PD: Rich McMillan MARK WHITFIELD "Summer"</p>	<p><b>KKSF/San Francisco, CA</b> PD: Paul Goldstein APD/MD: Samantha Weidmann 5 JEFF GOLUB "Cake" 1 URBAN KNIGHTS "Message"</p>
<p><b>WNUA/Chicago, IL</b> PD: Bob Kaake APD/MD: Carl Anderson MARK WHITFIELD "Summer"</p>	<p><b>WJZI/Milwaukee, WI</b> OM/PD/MD: Chris Moreau 6 ENYA "Only" 2 SPECIAL FX "Hearts"</p>	<p><b>KMGQ/Santa Barbara, CA</b> PD: Mark De Anda APD/MD: Steve Bauer JEFF GOLUB "Cake" DAVID LANZ "Smile"</p>
<p><b>WNWW/Cleveland, OH</b> PD/MD: Bernie Kimble 5 RICHARD ELLIOT "Shotgun" 5 ENYA "Only" 5 PETER WHITE "Bueno" GREGG KARUKAS "Nigh"</p>	<p><b>KSBR/Mission Viejo, CA</b> OM/PD: Terry Wedel MD: Logan Parris 4 PAT METHENY GROUP "Wherever" PETER WHITE "Bueno" BRAXTON BROTHERS "See" INDIA ARIE "Promises"</p>	<p><b>KJZY/Santa Rosa, CA</b> PD: Gordon Zlot APD/MD: Rob Singleton 2 BOZ SCAGGS "Riddle" 2 ENYA "Only" 2 JEFF GOLUB "Cake"</p>
<p><b>WJZA/Columbus, OH</b> OM/PD/MD: Bill Harman APD: Gary Wolter No Adds</p>	<p><b>KRVR/Modesto, CA</b> PD: Jim Bryan MD: Doug Wulff STEVE COLE "Into" PETER WHITE "Bueno"</p>	<p><b>KWJZ/Seattle-Tacoma, WA</b> PD: Carol Handley MD: Dianna Rose ACOUSTIC ALCHEMY "Puzzle"</p>
<p><b>KOAI/Dallas-Ft. Worth, TX</b> PD: Maxine Todd APD/MD: Bret Michael LARRY CARLTON "Deep"</p>	<p><b>WQCD/New York, NY</b> OM: John Mullen PD/MD: Charley Connolly DAVID MANN "Above"</p>	<p><b>WSJT/Tampa, FL</b> OM/PD: Ross Block MD: Kathy Curtis No Adds</p>
<p><b>KJCD/Denver-Boulder, CO</b> PD: Steve Williams MD: Marty Lenz No Adds</p>	<p><b>WJCD/Norfolk, VA</b> MD: Larry Hollowell No Adds</p>	<p><b>WJZW/Washington, DC</b> PD/MD: Kenny King BRAXTON BROTHERS "See" PETER WHITE "Bueno"</p>
<p><b>KVJZ/Des Moines, IA</b> PD: Mike Blakemore MD: Becky Taylor No Adds</p>	<p><b>WLOQ/Orlando, FL</b> PD: Dave Kosh MD: Patricia James CELINE DION "Day" JEFF GOLUB "Cake" PAMELA WILLIAMS "Let's Live" HARP F/BROMBERG "Rock" BOZ SCAGGS "Desire"</p>	<p><b>KWSJ/Wichita, KS</b> PD: Ron Allen MD: Patrick Murphy MARK DOUTHETT "Heart"</p>
<p><b>WVMV/Detroit, MI</b> PD: Tom Steeker MD: Sandy Kovach JIMMY SOMMERS "Lowdown"</p>	<p><b>WJZ/Philadelphia, PA</b> OM: Anne Gress PD: Michael Tozzi MD: Joe Proke DAVID BENOIT "Comes"</p>	<p><b>JRN/(Jones NAC)/National</b> PD: Steve Hibbard MD: Cheri Marquart MARK WHITFIELD "Summer" PETER WHITE "Bueno" SHILTS "Place" BOZ SCAGGS "Riddle" KEN NAVARRO "Fine" HARP F/BROMBERG "Rock"</p>
<p><b>KEZL/Fresno, CA</b> PD/MD: J. Weidenheimer 1 JEFF GOLUB "Cake" 1 CELINE DION "Day"</p>	<p><b>KYOT/Phoenix, AZ</b> PD: Shaun Holly APD/MD: Greg Morgan No Adds</p>	<p><b>44 Total Reporters</b></p>
<p><b>WYJZ/Indianapolis, IN</b> PD/MD: Carl Frye SPYRO GYRA "Feelin" ERIC MARIENTHAL "Lefty's" KIRK WHALDM "Try" ENYA "Only"</p>	<p><b>KJZS/Reno, NV</b> PD: Jay Davis 11 RICK BRAUN "Middle"</p>	<p><b>44 Total Indicator</b></p>
<p><b>KCIY/Kansas City, MO</b> PD: Mark Edwards MD: Michelle Chase No Adds</p>	<p><b>WJZV/Richmond, VA</b> OM/PD: Tommy Fleming BOZ SCAGGS "Riddle" SPYRO GYRA "Feelin"</p>	<p><b>42 Current Indicator Playlists</b></p>
		<p><b>Reported Frozen Playlist (1):</b> KUJZ/Eugene-Springfield, OR</p>
		<p><b>Did Not Report, Playlist Frozen (1):</b> WEB/Springfield, MA</p>

WKYS KOMC WXTU WBT WQLZ KEES WEDR Radio Alegria WNVZ WKIX WKXP KSMB Scot-FM WNEL WPRM Radio Venus WQOK WENN KOKU

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# Smooth Jazz Playlists

**MARKET #1**

**WDCD/New York**  
Emmis  
(212) 352-1019  
Connolly  
12+ Cumc 1,618,200

**Smooth Jazz CD 101.9**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	27	26	CHUCK LOEB/Pocket Change	26325
26	26	26	BONA FIDE/Club Charles	25350
25	26	26	JIMMY SOMMERS/Lowdown	25350
25	26	26	RITENOUR WALBRIGHT/Jammin'	24375
24	24	24	BRIAN CULBERTSON/All About You	23400
23	23	23	DAVID BENOIT/Snap!	22425
22	22	22	CHRIS BOTTI/Streets Ahead	21450
17	17	17	HARP F/BROMBERG/Rock With You	16575
16	17	17	JEFF GOLUB/Cut The Cake	16575
16	17	17	KIRK WHALUM/Try	16575
16	17	17	LARRY CARLTON/Deep Into It	15600
15	15	15	ALFONZO BLACKWELL/Funky Shuffle	14625
8	8	8	PIECES OF A DREAM/Night Vision	7800
7	7	7	MARC ANTOINE/On The Strip	7800
7	7	7	MARC ANTOINE/On The Strip	7800
7	7	7	SPECIAL FX/Two Hearts	6825
7	7	7	RICHARD ELLIOT/Shotgun	6825
7	7	7	FISHBELY BLACK/Ven A Gozar	6825
7	7	7	WALTER BEASLEY/Good Times	6825
6	6	6	SPYRO GYRA/Feelin' Fine	5850
6	6	6	GREGG KARUKAS/Night Shift	5850
6	6	6	SUNNIE PAXTON/Do It Till You're	5850
6	6	6	KEVIN TONEY/Passion Dance	5850
6	6	6	BRIAN JACKSON/Gotta Play	5850
6	6	6	DAVE KOZ/Beneath	5850
-	-	-	a DAVID MANN/Above And Beyond	0

**MARKET #2**

**KTWV/Los Angeles**  
Infinity  
(310) 640-7180  
Brodie/Stewart  
12+ Cumc 966,100

**THE WAVE 94.7 KTWV**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
26	25	25	KIRK WHALUM/Try	15175
26	25	25	RICK BRAUN/Use Me	15175
26	24	24	MARC ANTOINE/On The Strip	14568
25	23	23	JIMMY SOMMERS/Lowdown	13961
19	20	20	BONEY JAMES/See What I'm Sayin'	12140
18	20	20	BRIAN CULBERTSON/All About You	12140
18	20	20	DAVID BENOIT/Snap!	12140
20	19	19	ERIC MARIENHAL/Let's Lounge	11533
16	19	19	CHUCK LOEB/Pocket Change	11533
21	18	18	LARRY CARLTON/Deep Into It	10926
18	17	17	JEFF GOLUB/Cut The Cake	10319
13	16	16	RITENOUR WALBRIGHT/Jammin'	9712
18	15	15	BONA FIDE/Dorado	9105
-	15	15	STEVE COLE/From The Start	9105
-	14	14	DIDO/Thankyou	8498
12	13	13	DIANA KRALL/The Look Of Love	7891
-	13	13	RICHARD ELLIOT/Shotgun	7891
13	13	13	ALICIA KEYS/Fallin'	7891
14	12	12	STING/Fragile	7284
12	11	11	SADE/Lovers Rock	6677
6	9	9	DAVE KOZ/Beneath	5463
6	8	8	JIM WILSON/Can't Find My	4856
-	-	-	a PETER WHITE/Turn It Out	0
-	-	-	a CHRIS BOTTI/Streets Ahead	0
-	-	-	a BRAXTON BROTHERS/Whenever I See You	0
-	-	-	a CHRIS BOTTI/Streets Ahead	0

**MARKET #3**

**WNUA/Chicago**  
Clear Channel  
(312) 645-9550  
Kaake/Anderson  
12+ Cumc 800,300

**WNIA 95.5**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
25	25	25	PIECES OF A DREAM/Night Vision	13300
24	24	24	RICHARD ELLIOT/Shotgun	12768
24	24	24	STEVE COLE/From The Start	12768
24	23	23	JIMMY SOMMERS/Lowdown	12236
20	20	20	CHUCK LOEB/Pocket Change	10640
21	20	20	DAVID BENOIT/Snap!	10640
18	20	20	MARC ANTOINE/On The Strip	10640
9	18	18	BONEY JAMES/RPM	9576
19	17	17	BONA FIDE/Club Charles	9044
-	14	14	BOZ SCAGGS/Miss Riddle	7448
14	14	14	ALICIA KEYS/Fallin'	7448
13	13	13	FISHBELY BLACK/Ven A Gozar	6916
11	11	11	LUTHER VANDROSS/Bring Your Heart	5852
11	11	11	URBAN KNIGHTS/The Message	5852
11	11	11	SADIE/Over Rock	5852
11	11	11	JEFF GOLUB/Cut The Cake	5852
12	11	11	DIDO/Thankyou	5852
11	11	11	PETER WHITE/Bueno Funk	5320
11	10	10	WARREN HILLS/Sax In The City	5320
7	10	10	DOWN TO THE BONE/Biddeppot Boogie	5320
-	-	-	a HARP F/BROMBERG/Rock With You	3724
-	-	-	a MARK WHITE/Field/Summer Chill	0

**MARKET #4**

**KKSF/San Francisco**  
Clear Channel  
(415) 975-5555  
Goldstein/Wedmann  
12+ Cumc 587,900

**KKSF 103.7**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
22	23	23	GREGG KARUKAS/Night Shift	8165
22	22	22	FUGE GROOVE/Sneak A Peek	7810
22	22	22	SHILIS/Your Place Or Mine	7810
22	22	22	PETER WHITE/Who's That Lady?	7810
21	22	22	GERALD VEASLEY/Do I Do	7810
22	19	19	BLAKE AARON/Overjoyed	6745
10	18	18	DAVE KOZ/Beneath	6390
11	16	16	MARC ANTOINE/On The Strip	5680
13	15	15	ERIC MARIENHAL/Let's Lounge	5325
14	14	14	CHRIS BOTTI/Streets Ahead	4970
12	12	12	JIMMY REID/Good Vibes	4260
12	12	12	LARRY CARLTON/Deep Into It	4260
13	12	12	DAVID BENOIT/Snap!	4260
12	12	12	ALFONZO BLACKWELL/Funky Shuffle	4260
11	12	12	BONEY JAMES/See What I'm Sayin'	4260
11	11	11	FREDDIE HAVEL/Conversations	3905
11	11	11	JOYCE COOLING/Mm-Mm Good	3905
8	8	8	SADE/Lovers Rock	2840
8	8	8	JIM WILSON/Can't Find My	2840
7	8	8	BRIAN CULBERTSON/Wanna Know	2840
7	8	8	PETER WHITE/Turn It Out	2840
6	7	7	HIL ST. SOUL/Until You Come	2485
6	6	6	DIANA KRALL/The Look Of Love	2175
-	-	-	a JEFF GOLUB/Cut The Cake	1730
-	-	-	a URBAN KNIGHTS/The Message	1775

**MARKET #5**

**KOAI/Dallas-Ft. Worth**  
Infinity  
(214) 630-3011  
Todd/Michael  
12+ Cumc 356,500

**ASIS 107.5 FM**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
29	29	29	BRIAN CULBERTSON/All About You	6351
29	29	29	PETER WHITE/Turn It Out	6351
28	28	28	JEFF LORBER/Ain't Nobody	6132
27	26	26	BONEY JAMES/See What I'm Sayin'	5694
21	22	22	CHRIS BOTTI/Streets Ahead	4818
28	20	20	CHUCK LOEB/Pocket Change	4380
26	19	19	GERALD VEASLEY/Do I Do	4151
18	18	18	DIANA KRALL/The Look Of Love	3942
17	17	17	SADIE/Your Side	3723
12	17	17	FATTBURGER/Evil Ways	2847
13	13	13	JEFF GOLUB/Cut The Cake	2847
12	13	13	ALFONZO BLACKWELL/Funky Shuffle	2847
11	12	12	PIECES OF A DREAM/Night Vision	2628
12	12	12	KIRK WHALUM/Try	2628
11	12	12	WAYMAN TISDALE/Love Play	2628
11	12	12	MARC ANTOINE/On The Strip	2628
12	12	12	GREGG KARUKAS/Night Shift	2628
12	12	12	RICK BRAUN/Use Me	2628
12	12	12	DAVID BENOIT/Snap!	2409
13	11	11	RITENOUR WALBRIGHT/Jammin'	2409
9	8	8	JOSEPH VINCI/LL/Stop Six	1752
-	-	-	a LARRY CARLTON/Deep Into It	0

**MARKET #6**

**WJZZ/Philadelphia**  
Clear Channel  
(215) 508-1200  
Tozzi/Proke  
12+ Cumc 600,400

**Smooth Jazz WJZZ 106.1**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	28	28	PETER WHITE/Turn It Out	11060
28	28	28	GREGG KARUKAS/Night Shift	11060
28	28	28	JEFF GOLUB/Cut The Cake	11060
28	28	28	EUGE GROOVE/Sneak A Peek	11060
28	28	28	WALTER BEASLEY/Sweet Nothings	11060
20	20	20	SADE/Lovers Rock	7900
18	18	18	ALICIA KEYS/Fallin'	7110
-	17	17	DIDO/Thankyou	6715
13	17	17	ALFONZO BLACKWELL/Funky Shuffle	5135
28	13	13	DAVE KOZ/Beneath	5135
28	13	13	DAVID BENOIT/Snap!	5135
12	13	13	LARRY CARLTON/Deep Into It	5135
28	13	13	BRIAN CULBERTSON/All About You	5135
13	13	13	SPYRO GYRA/Feelin' Fine	5135
12	13	13	MARC ANTOINE/On The Strip	5135
12	12	12	JIMMY SOMMERS/Promise Me	4740
12	12	12	CHRIS BOTTI/Streets Ahead	4740
12	12	12	PIECES OF A DREAM/Night Vision	4740
28	12	12	BONEY JAMES/See What I'm Sayin'	4740
12	11	11	KIM WATERS/Until Dawn	4345
-	-	-	a DAVID BENOIT/Then The Morning	0

**MARKET #7**

**WJZW/Washington, DC**  
ABC  
(202) 895-2300  
King  
12+ Cumc 364,100

**Smooth Jazz 105.9**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	24	24	RHYTHM LOGIC/Tuesday's Love	5304
28	24	24	CHRIS BOTTI/Streets Ahead	5304
9	24	24	MARC ANTOINE/On The Strip	5304
28	24	24	PIECES OF A DREAM/Night Vision	5304
28	24	24	BRIAN CULBERTSON/All About You	5304
28	24	24	CHUCK LOEB/Pocket Change	5304
15	14	14	SADE/By Your Side	3094
16	14	14	STING/Fragile	3094
16	13	13	ALICIA KEYS/Fallin'	2873
17	13	13	DIANA KRALL/The Look Of Love	2873
15	12	12	ENYA/Only Time	2652
11	10	10	KIRK WHALUM/Try	2210
10	9	9	BONEY JAMES/See What I'm Sayin'	1989
12	9	9	DAVID MANN/Above And Beyond	1989
9	9	9	DAVID BENOIT/Snap!	1989
10	9	9	LARRY CARLTON/Deep Into It	1989
11	9	9	RONNY JORDAN/On The Record	1989
12	9	9	RITENOUR WALBRIGHT/Jammin'	1989
11	9	9	RICHARD ELLIOT/Crush	1989
-	9	9	BONA FIDE/X-Ray Hip	1989
10	9	9	JEFF KASHIWA/Around The World	1989
28	9	9	PETER WHITE/Turn It Out	1989
-	9	9	STEVE COLE/From The Start	1989
-	9	9	JORDAN FAYERS/Mystic Voyage	1989
9	8	8	GREGG KARUKAS/Night Shift	1768
10	8	8	BONA FIDE/Club Charles	1768
11	8	8	RUSS FREEMAN/East River Drive	1768
10	8	8	JIMMY SOMMERS/Lowdown	1768
-	7	7	JEFF GOLUB/Cut The Cake	1547
9	7	7	PAUL TAYLOR/Avenue	1547

**MARKET #10**

**WVMV/Detroit**  
Infinity  
(248) 855-5100  
Sleeker/Kovach  
12+ Cumc 484,900

**V 98.7 FM**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
24	22	22	CHUCK LOEB/Pocket Change	7678
11	20	20	ALFONZO BLACKWELL/Funky Shuffle	6980
10	20	20	GERALD VEASLEY/Do I Do	6980
11	18	18	KIRK WHALUM/Try	6282
20	17	17	PETER WHITE/Turn It Out	5933
12	17	17	DAVID BENOIT/Snap!	5933
15	17	17	LARRY CARLTON/Deep Into It	5933
12	17	17	PIECES OF A DREAM/Night Vision	5933
-	15	15	GREGG KARUKAS/Night Shift	5235
14	14	14	RITENOUR WALBRIGHT/Jammin'	4886
8	13	13	JEFF GOLUB/Cut The Cake	4637
8	12	12	RICK BRAUN/Use Me	4188
7	12	12	RICHARD ELLIOT/Crush	4188
7	11	11	URBAN KNIGHTS/High Heat Sneakers	3839
9	11	11	DIANA KRALL/The Look Of Love	3839
9	11	11	DAVE KOZ/The Bright Side	3839
9	11	11	FATTBURGER/Evil Ways	3839
9	11	11	ALFONZO BLACKWELL/Funky Shuffle	3839
8	11	11	WAYMAN TISDALE/Love Play	3839
8	11	11	EUGE GROOVE/Sneak A Peek	3839
8	11	11	JIMMY SOMMERS/360 Groove	3839
8	10	10	RUSS FREEMAN/East River Drive	3490
8	10	10	ALICIA KEYS/Fallin'	3490
8	10	10	JEFF LORBER/Ain't Nobody	3490
8	9	9	SADE/Lovers Rock	3141
10	9	9	CELINE DIONA/New Day Has Come	3141
-	8	8	SPYRO GYRA/Open Door	2792
7	8	8	KIM WATERS/Until Dawn	2792
-	-	-	a JIMMY SOMMERS/Lowdown	0

**MARKET #11**

**WJZZ/Atlanta**  
Radio One  
(404) 765-9750  
Francis  
12+ Cumc N/A

**Smooth Jazz 107.5 WJZZ**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
11	28	28	MARC ANTOINE/On The Strip	0
28	28	28	FISHBELY BLACK/Ven A Gozar	0
28	28	28	LARRY CARLTON/Deep Into It	0
27	26	26	CHRIS BOTTI/Streets Ahead	0
25	26	26	CHUCK LOEB/Pocket Change	0
26	23	23	BONEY JAMES/See What I'm Sayin'	0
15	16	16	ALICIA KEYS/Fallin'	0
15	16	16	LUTHER VANDROSS/It'd Rather	0
15	15	15	MICHAEL MCDONALD/To Make A Miracle	0
16	15	15	DIANA KRALL/The Look Of Love	0
10	13	13	KIRK WHALUM/Try	0
12	12	12	JAY BUCKENSTEIN/It Flow	0
12	12	12	DAVID BENOIT/Snap!	0
12	12	12	ALFONZO BLACKWELL/Funky Shuffle	0
12	12	12	DAVID LANZ/That Smile	0
12	12	12	BRIAN CULBERTSON/All About You	0
23	12	12	JOYCE COOLING/Mm-Mm Good	0
11	11	11	JEFF GOLUB/Cut The Cake	0
11	11	11	PETER WHITE/Turn It Out	0
12	11	11	GREGG KARUKAS/Night Shift	0
12	11	11	KIM WATERS/Until Dawn	0
10	10	10	SPYRO GYRA/Feelin' Fine	0
11	10	10	GERALD VEASLEY/Do I Do	0
11	10	10	RITENOUR WALBRIGHT/Jammin'	0


**CYNDEE MAXWELL**

max@ironline.com

## Rank This!

### □ Fall 2001 beats poor expectations

In the days and weeks after the Sept. 11 tragedy last year, one would have predicted a poor fall book for music stations of any genre. However, when the ratings came back for Rock and Active Rock, the picture was hardly bleak. This week we offer the results for the Active side of the format; we'll follow up next time with Rock stations.

Congratulations are certainly in order for KQRC/Kansas City, KISS/San Antonio and KHTQ/Spokane, as each ranked No. 1 12+. KQRC also ranked No. 1 in men 18-34 and men 25-54. KISS and KHTQ each ranked No. 1 in men 18-34 and No. 2 in men 25-54. Five stations ranked No. 2 overall, and five ranked No. 3.

This data was compiled using Maximizer '99. Ratings reflect listening for Monday-Sunday, 6am-midnight. Stations are listed by market rank.

## Trending The Rankers

This table shows the percentage of Active Rock stations within the top three rankers over the last four Fall Arbitron ratings periods.

Men 18-34	Fall 1998	Fall 1999	Fall 2000	Fall 2001
No. 1	57%	66%	61%	65%
No. 2	20%	15%	21%	16%
No. 3	6%	9%	9%	7%

Men 25-54	Fall 1998	Fall 1999	Fall 2000	Fall 2001
No. 1	17%	26%	22%	19%
No. 2	18%	20%	17%	19%
No. 3	13%	13%	17%	18%


**HEADSTRONG PUTS IT MILDLY**

RCA's Headstrong gigged at L.A.'s Troubadour recently. Afterward, when it was time to load the van, lead singer Matt Kinna excused himself from the chore to schmooze it up with R&R's Cyndee Maxwell and RCA's Andy Rauchberg. Seen here (l-r) are Kinna, Maxwell and Rauchberg.


**LITTLE MAN LOGAN**

KOMP/Las Vegas PD John Griffin is perhaps the proudest pop on the Strip, thanks to his little bundle of joy, Logan.

## Active Rock

Mkt.	Calls/City	12+ AQH Share (Rank)	M18-34 AQH Share (Rank)	M25-54 AQH Share (Rank)
3	WLLI/Chicago	0.7 (30t)	1.6 (22t)	1.4 (23)
5	KEGL/Dallas	3.2 (9t)	6.6 (3)	4.7 (6)
6	WYSP/Philadelphia	5.0 (7)	16.0 (1)	10.5 (1)
8	WAAF/Boston	2.7 (15)	10.4 (2)	3.9 (9)
10	WRIF/Detroit	4.1 (11)	12.1 (1)	8.4 (1)
12	WZTA/Miami	2.6 (19)	8.2 (3)	3.8 (10)
14	KFNK/Seattle	1.1 (24)	3.9 (2t)	1.4 (21)
15	KUPD/Phoenix	3.7 (10t)	13.1 (1)	5.9 (3)
16	KXXR/Minneapolis	5.5 (6)	19.4 (1)	6.7 (3)
17	KIOZ/San Diego	4.2 (5t)	11.5 (1)	7.3 (2)
20	WIYY/Baltimore	4.4 (7)	12.6 (1)	8.2 (1)
21	WXTB/Tampa	5.0 (6)	14.9 (1)	10.8 (1)
22	KBPI/Denver	4.4 (8)	16.2 (1)	6.5 (4)
24	KUFO/Portland, OR	4.4 (8)	13.2 (1)	6.9 (2)
27	KRXQ/Sacramento	4.2 (6)	13.1 (1)	6.8 (3)
29	KQRC/Kansas City	7.9 (1)	23.2 (1)	11.4 (1)
31	KISS/San Antonio	7.1 (1)	21.0 (1)	8.5 (2)
32	WLUM/Milwaukee	1.4 (18)	4.9 (6t)	1.7 (15t)
32	WLZR/Milwaukee	5.6 (6t)	16.0 (1)	9.3 (3)
36	WAZU/Columbus, OH	1.3 (20t)	3.7 (11)	1.5 (18t)
36	WBZX/Columbus, OH	5.0 (8)	14.2 (1)	6.9 (4)
38	WNOR/Norfolk	6.4 (3)	17.5 (1)	11.3 (1)
39	WJRR/Orlando	4.4 (9)	12.2 (2)	7.6 (2)
41	KOMP/Las Vegas	4.5 (10)	14.8 (2)	8.6 (1)
44	WNPL/Nashville	1.5 (19)	5.8 (6t)	2.6 (16)
45	WSJZ/New Orleans	1.5 (15t)	0.8 (14t)	1.2 (16t)
49	WCCC/Hartford	4.2 (8)	16.4 (2)	8.0 (3)
51	WRAT/Monmouth-Ocean	3.0 (13t)	7.6 (2)	6.7 (4)
53	WNVE/Rochester, NY	3.7 (8t)	13.3 (1 t)	7.3 (4)
60	WTPT/Greenville, SC	4.9 (9)	16.9 (1)	6.4 (4t)
61	WQBK & WQBJ/Albany, NY	5.9 (5)	20.8 (1)	10.8 (1 t)
65	KRTQ/Tulsa	2.3 (17)	8.1 (3)	4.7 (6)
66	WKLQ/Grand Rapids	6.0 (4)	18.5 (1)	8.5 (2)
68	KRZR/Fresno	4.3 (5t)	14.5 (1)	7.0 (3)
70	WRQC/Ft. Myers	2.5 (15)	10.8 (2)	5.2 (7)
74	KRQC/Omaha	4.2 (10)	11.9 (2)	7.1 (4t)
78	WQXA/Harrisburg	6.4 (6)	22.4 (1)	11.7 (3)
82	WLZX/Springfield, MA	2.7 (11t)	10.6 (2t)	5.4 (5)
84	WXQR/Greenville, NC	2.6 (11)	7.4 (6)	4.6 (6)
86	WRUF/Gainesville	5.9 (3)	15.8 (1)	11.6 (1)
89	KAZR/Des Moines	5.5 (5t)	19.4 (1)	8.3 (3)
90	KRAB/Bakersfield	7.0 (3)	18.4 (1)	9.1 (1)
92	KICT/Wichita	6.6 (4)	18.8 (1)	10.2 (1)
94	KHTQ/Spokane	7.4 (1 t)	22.1 (1)	11.5 (2)
96	KILO/Colorado Springs	6.7 (5)	19.8 (1)	8.8 (1)
97	WJJO/Madison	3.5 (8)	10.2 (2t)	4.0 (8)
101	WBVR/Ft. Wayne, IN	5.3 (9)	18.2 (1)	9.4 (3)
106	WRXR/Chattanooga, TN	3.4 (9)	11.1 (3t)	4.5 (6t)
112	WCHZ/Augusta, GA	4.9 (9)	14.7 (1)	10.1 (2)
120	WJXQ/Lansing, MI	6.8 (5t)	16.9 (1)	11.7 (2)
123	KMRQ/Modesto, CA	5.5 (2t)	16.9 (1)	3.6 (7t)
124	WVBN/Flint, MI	3.1 (9)	10.0 (2t)	6.0 (6)
125	WTKX/Pensacola, FL	6.8 (4)	14.5 (1 t)	10.1 (2)
126	WRCQ/Fayetteville, NC	6.9 (4)	22.6 (1 t)	10.7 (2)
127	KDOT/Reno, NV	3.7 (10)	6.0 (7)	3.9 (10t)
129	WKQZ/Saginaw, MI	7.0 (6)	25.7 (1)	10.6 (3)
132	KTUX/Shreveport, LA	3.7 (10t)	11.3 (2t)	6.0 (3t)
136	WCPR/Biloxi, MS	6.8 (6)	16.9 (1)	7.8 (3)
139	WWWX & WXWX/Appleton, WI	6.2 (7)	16.2 (2)	6.3 (4)
140	KORB/Quad Cities, IA-IL	8.0 (4t)	28.3 (1)	12.3 (3)
142	WIXO/Peoria, IL	4.0 (9)	9.8 (4t)	3.0 (11)
144	KZRQ/Springfield, MO	5.4 (7)	11.9 (1 t)	2.9 (10t)
149	KLFX/Killeen, TX	7.6 (4)	26.8 (1)	12.7 (2)
151	WAMX/Huntington, WV	7.3 (3)	24.4 (1)	12.1 (2)
154	WZBH/Salisbury, MD	6.1 (4)	16.4 (1 t)	12.0 (1)
155	WGBF/Evansville, IN	5.6 (7t)	19.0 (2)	8.4 (4)
161	WRPL/Erie, PA	4.5 (8)	10.4 (3t)	5.9 (7)
163	WYZR/Tallahassee, FL	2.4 (12t)	5.8 (4t)	5.4 (5)
167	WRBR/South Bend, IN	7.0 (5)	23.3 (1)	13.8 (1)
169	WKZQ/Myrtle Beach, SC	4.7 (7t)	16.7 (1)	5.6 (6t)
173	KURQ/San Luis Obispo, CA	4.6 (6t)	11.4 (3)	6.2 (3t)
174	KIBZ/Lincoln, NE	8.2 (2t)	24.0 (1)	8.4 (2)
179	WZUU/Kalamazoo, MI	0.7 (16t)	0.0 (0)	1.3 (13t)
180	KFMX/Lubbock, TX	8.7 (2)	22.0 (1)	14.3 (1)
185	WZOR/Green Bay, WI	3.2 (9)	4.4 (4t)	3.1 (10)
189	WGIR/Manchester, NH	7.1 (2)	17.1 (1)	11.8 (1 t)
191	KZRK/Amarillo, TX	6.3 (6t)	17.1 (1 t)	8.8 (2t)
199	KFMF/Chico, CA	2.6 (12t)	8.1 (1 t)	6.1 (6)
199	KRQR/Chico, CA	3.1 (10t)	8.1 (1 t)	3.0 (7t)
202	WQLZ/Springfield, IL	7.6 (4)	28.1 (1)	15.9 (1)
209	KXRX/Tri-Cities, WA	4.3 (7t)	17.2 (1 t)	7.3 (2t)
217	KQWB/Fargo, ND	9.7 (2t)	35.5 (1)	11.4 (3)
220	WHMH/St. Cloud, MN	5.2 (8t)	11.9 (1)	7.0 (2t)
223	KRBR/Duluth, MN	6.0 (7t)	26.1 (1 t)	12.7 (2)
231	KEYJ/Abilene, TX	5.5 (6t)	16.1 (1)	5.5 (6t)
239	KFMW/Waterloo, IA	10.3 (3)	33.3 (1)	12.5 (3t)
240	WYYX/Panama City, FL	6.0 (6)	13.8 (1 t)	6.2 (7t)
240	WPPT/Panama City, FL	3.3 (12t)	13.8 (1 t)	6.2 (7t)

Ties are noted with a t. © Arbitron. May not be quoted or reproduced without prior written permission from Arbitron. Data is Monday-Sunday, 6am-midnight.

# R&R Rock Top 30

Powered By



March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	<b>PUDDLE OF MUDD</b> Blurry ( <i>Flawless/Geffen/Interscope</i> )	947	+3	87237	18	39/0
	2	<b>NICKELBACK</b> How You Remind Me ( <i>Roadrunner/IDJMG</i> )	932	+35	90986	32	40/0
	3	<b>DEFAULT</b> Wasting My Time ( <i>TVT</i> )	882	+30	83462	25	39/0
	4	<b>CREED</b> My Sacrifice ( <i>Wind-up</i> )	782	-46	66760	19	41/0
	5	<b>NICKELBACK</b> Too Bad ( <i>Roadrunner/IDJMG</i> )	641	-48	57678	14	38/0
	7	<b>COURSE OF NATURE</b> Caught In The Sun ( <i>Lava/Atlantic</i> )	593	+20	48887	9	37/1
	6	<b>STAIND</b> For You ( <i>Flip/Elektra/EEG</i> )	593	-13	49183	10	35/0
	8	<b>LINKIN PARK</b> In The End ( <i>Warner Bros.</i> )	503	-20	41417	22	23/1
	11	<b>GODSMACK</b> I Stand Alone ( <i>Republic/Universal</i> )	453	+36	38367	5	31/0
	10	<b>CREED</b> Bullets ( <i>Wind-up</i> )	426	-2	32007	6	36/1
	12	<b>KID ROCK</b> Lonely Road Of Faith ( <i>Top Dog/Lava/Atlantic</i> )	385	-2	28929	7	28/0
	9	<b>OZZY OSBOURNE</b> Dreamer ( <i>Epic</i> )	373	-77	36691	14	33/0
	15	<b>INCUBUS</b> Nice To Know You ( <i>Immortal/Epic</i> )	361	+3	30777	10	29/0
	14	<b>PUDDLE OF MUDD</b> Control ( <i>Flawless/Geffen/Interscope</i> )	360	-1	34852	35	27/0
	13	<b>P.O.D.</b> Alive ( <i>Atlantic</i> )	359	-5	33304	29	24/0
	17	<b>P.O.D.</b> Youth Of The Nation ( <i>Atlantic</i> )	314	+36	23689	8	20/1
	18	<b>FU MANCHU</b> Squash That Fly ( <i>Mammoth</i> )	263	+5	21989	5	24/1
	16	<b>HOOBASTANK</b> Crawling In The Dark ( <i>Island/IDJMG</i> )	254	-28	20655	18	17/0
	23	<b>HEADSTRONG</b> Adriana ( <i>RCA</i> )	235	+38	15901	4	22/1
	20	<b>ROB ZOMBIE</b> Never Gonna Stop (The Red...) ( <i>Geffen/Interscope</i> )	233	-12	18055	6	21/1
	24	<b>LENNY KRAVITZ</b> Stillness Of Heart ( <i>Virgin</i> )	218	+25	13413	3	18/0
	21	<b>OFFSPRING</b> Defy You ( <i>Columbia</i> )	211	-26	22510	14	20/0
	26	<b>INJECTED</b> Faithless ( <i>Island/IDJMG</i> )	183	-9	14762	5	21/2
	27	<b>TRAIN</b> She's On Fire ( <i>Columbia</i> )	168	+5	15209	2	16/0
	25	<b>NEIL YOUNG</b> Let's Roll ( <i>Reprise</i> )	167	-26	15979	9	14/0
	28	<b>EDDIE VEDDER</b> You've Got To Hide Your... ( <i>V2</i> )	156	+22	13071	4	13/0
	19	<b>TANTRIC</b> Mourning ( <i>Maverick/Reprise</i> )	156	-102	10796	19	16/0
Debut	28	<b>JEREMIAH FREED</b> Again ( <i>Republic/Universal</i> )	154	+76	12612	1	19/3
	22	<b>FOO FIGHTERS</b> The One ( <i>Columbia</i> )	152	-57	12182	9	15/0
	29	<b>GRAVITY KILLS</b> One Thing ( <i>Sanctuary/SRG</i> )	143	+13	7983	3	17/0

43 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002. The Arbitron Company). (C) 2002. R&R, Inc.

## New & Active

**DOPE** Slipping Away (*Flip/Epic*)  
Total Plays: 137, Total Stations: 18, Adds: 2

**SEVENDUST** Live Again (*TVT*)  
Total Plays: 132, Total Stations: 13, Adds: 0

**FAMILIAR 48** The Question (*MCA*)  
Total Plays: 122, Total Stations: 20, Adds: 5

**DROWNING POOL** Tear Away (*Wind-up*)  
Total Plays: 121, Total Stations: 13, Adds: 2

**DAVID DRAIMAN** Forsaken (*Reprise*)  
Total Plays: 92, Total Stations: 12, Adds: 1

**MICK JAGGER** Visions Of Paradise (*Virgin*)  
Total Plays: 88, Total Stations: 8, Adds: 0

**JOE BONAMASSA** If Heartaches Were Nickels (*Medalist*)  
Total Plays: 67, Total Stations: 5, Adds: 0

**ADEMA** The Way You Like It (*Arista*)  
Total Plays: 66, Total Stations: 8, Adds: 0

**PETE YORN** Strange Condition (*Columbia*)  
Total Plays: 63, Total Stations: 5, Adds: 0

**BLACK LABEL SOCIETY** Bleed For Me (*Spitfire*)  
Total Plays: 51, Total Stations: 6, Adds: 1

Songs ranked by total plays

## Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
<b>FLYING TIGERS</b> Maybe ( <i>Atlantic</i> )	7
<b>EARSHOT</b> Get Away ( <i>Warner Bros.</i> )	6
<b>TOMMY LEE</b> Hold Me Down ( <i>MCA</i> )	6
<b>DISHWALLA</b> Somewhere In The Middle ( <i>Immergent</i> )	6
<b>FAMILIAR 48</b> The Question ( <i>MCA</i> )	5
<b>JEREMIAH FREED</b> Again ( <i>Republic/Universal</i> )	3
<b>PRESSURE 4-5</b> Melt Me Down ( <i>DreamWorks</i> )	3
<b>INJECTED</b> Faithless ( <i>Island/IDJMG</i> )	2
<b>DOPE</b> Slipping Away ( <i>Flip/Epic</i> )	2
<b>DROWNING POOL</b> Tear Away ( <i>Wind-up</i> )	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>JEREMIAH FREED</b> Again ( <i>Republic/Universal</i> )	+76
<b>FAMILIAR 48</b> The Question ( <i>MCA</i> )	+57
<b>DOPE</b> Slipping Away ( <i>Flip/Epic</i> )	+54
<b>SEVENDUST</b> Live Again ( <i>TVT</i> )	+49
<b>12 STONES</b> Broken ( <i>Wind-up</i> )	+39
<b>HEADSTRONG</b> Adnana ( <i>RCA</i> )	+38
<b>GODSMACK</b> I Stand Alone ( <i>Republic/Universal</i> )	+36
<b>P.O.D.</b> Youth Of The Nation ( <i>Atlantic</i> )	+36
<b>NICKELBACK</b> How You Remind Me ( <i>Roadrunner/IDJMG</i> )	+35
<b>DAVID DRAIMAN</b> Forsaken ( <i>Reprise</i> )	+35
<b>FLAW</b> Whole ( <i>Republic/Universal</i> )	+35

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>INCUBUS</b> I Wish You Were Here ( <i>Immortal/Epic</i> )	340
<b>STAIND</b> It's Been Awhile ( <i>Flip/Elektra/EEG</i> )	332
<b>STAIND</b> Fade ( <i>Flip/Elektra/EEG</i> )	301
<b>FUEL</b> Hemorrhage (In My Hands) ( <i>Epic</i> )	252
<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )	245
<b>TOOL</b> Schism ( <i>Volcano</i> )	238
<b>3 DOORS DOWN</b> Loser ( <i>Republic/Universal</i> )	218
<b>LENNY KRAVITZ</b> Dig In ( <i>Virgin</i> )	217
<b>DISTURBED</b> Down With The Sickness ( <i>Giant/Reprise</i> )	214
<b>OZZY OSBOURNE</b> Gets Me Through ( <i>Epic</i> )	207
<b>GODSMACK</b> Awake ( <i>Republic/Universal</i> )	204
<b>METALLICA</b> I Disappear ( <i>Hollywood</i> )	179
<b>TRAIN</b> Drops Of Jupiter (Tell Me) ( <i>Columbia</i> )	170
<b>PRIMUS W/OZZY</b> N.I.B. ( <i>Divine/Priority</i> )	168
<b>TANTRIC</b> Astounded ( <i>Maverick/Reprise</i> )	166
<b>LIFEHOUSE</b> Hanging By A Moment ( <i>DreamWorks</i> )	154

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# NEIL YOUNG

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**FEATURING "LET'S ROLL," "GOIN' HOME" AND "DIFFERENTLY"**

PRODUCED BY NEIL YOUNG & BOOKER T. JONES WITH DUCK DUNN AND PONCHO SAMPEDRO • DIRECTION: ELLIOT ROBERTS, LOOKOUT MANAGEMENT © 2002 REPRISE RECORDS, WARNER MUSIC GROUP, AN AOL TIME WARNER COMPANY

**"Goin' Home" On your desk Tues. March 12  
Impacting All Rock Formats March 19**

**"Differently" On your desk Tues. March 12  
Impacting AAA Radio March 18**

**On-line album listening party goes live March 12th  
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**CSNY tour through April '02  
NEIL YOUNG headlining tour starts mid-summer '02**

**In Stores  
4/9/02**

## Reporters

**WONE/Akron, OH \***  
 PD: TK O'Grady  
 APD: Tim Daugherty  
 8 TOMMY LEE "Hold"  
 2 INJECTED "Fatness"

**WKGB/Binghamton, NY**  
 PD: Jim Free  
 MD: Tim Boland  
 PD D "Youth"  
 FLYING TIGERS "Maybe"  
 EARSHOT "Get"

**KNCN/Corpus Christi, TX \***  
 PD: Paula Newell  
 MD: Monte Montana  
 11 DOPE "Away"  
 4 DAVID DRAIMAN "Forsaken"  
 EARSHOT "Get"

**WTFX/Louisville, KY \***  
 OM: Michael Lee  
 Interim MD: Frank Webb  
 No Adds

**KATT/Oklahoma City, OK \***  
 OM: Chris Baker  
 MD: Jake Daniels  
 No Adds

**WBBB/Raleigh-Durham, NC \***  
 OM: Andy Meyer  
 FAMILIAR 48 "Question"  
 INJECTED "Fatness"  
 JEREMIAH FREED "Again"

**KSJO/San Francisco, CA \***  
 OM: Gary Schoenwetter  
 MD: Zakk Tyler  
 No Adds

**WKLT/Traverse City, MI**  
 PD/MD: Terri Ray  
 EARSHOT "Get"  
 FLYING TIGERS "Maybe"  
 DOWN "Depressed"  
 ONESIDEZERO "Laugh"  
 FLAW "Whole"

**WPYX/Albany, NY \***  
 OM/Str Mgr: John Cooper  
 APD/MD: Terry O'Donnell  
 No Adds

**WBUF/Bufalo, NY \***  
 PD: John Paul  
 7 ROB ZOMBIE "Never"  
 HEADSTRONG "Aronana"

**WTUE/Dayton, OH \***  
 PD: Tony Tiltford  
 APD/MD: John Beaulieu  
 No Adds

**WQBZ/Macon, GA**  
 PD: Chris Ryder  
 MD: Sarina Scott  
 GODSSMACK "Alone"

**KEZO/Omaha, NE \***  
 PD/MD: Bruce Patrick  
 JEREMIAH FREED "Again"

**WRXL/Richmond, VA \***  
 PD: John Lassman  
 MD: Casey Krukowski  
 No Adds

**KZOZ/San Luis Obispo, CA**  
 PD: Donna James  
 No Adds

**KLPX/Tucson, AZ \***  
 PD/MD: Jonas Hunter  
 TOMMY LEE "Hold"  
 JEREMIAH FREED "Again"

**KZRR/Albuquerque, NM \***  
 Dir/Prog: Bill May  
 PD: Phil Mahoney  
 MD: Rob Brothers  
 No Adds

**WRQK/Canton, OH \***  
 PD/MD: Todd Downerd  
 No Adds

**KLAQ/El Paso, TX \***  
 PD: Magic Mike Ramsey  
 APD/MD: Glenn Garza  
 TOMMY LEE "Hold"

**KFRQ/McAllen, TX \***  
 PD: Alex Duran  
 MD: Keith West  
 DISHWALLA "Middle"  
 EARSHOT "Get"  
 FLYING TIGERS "Maybe"  
 PRESSURE 4-5 "Melt"  
 QUARASHI "Stick"

**KCLB/Palm Springs, CA**  
 PD/MD: Tish Lacy  
 FU MANCHU "Squash"

**KCAL/Riverside, CA \***  
 PD: Steve Hoffman  
 MD: M.J. Matthews  
 No Adds

**KXFX/Santa Rosa, CA \***  
 PD: Don Harrison  
 MD: Howard Freele  
 1 FLYING TIGERS "Maybe"  
 ECHIBRAIN "Spoomed"  
 PRESSURE 4-5 "Melt"

**KMOD/Tulsa, OK \***  
 PD/MD: Rob Hurt  
 DISHWALLA "Middle"

**KZMZ/Alexandria, LA**  
 PD: Terry Manning  
 MD: Pat Cloud  
 DISHWALLA "Middle"  
 ANDREW WK "Party"

**WPXC/Cape Cod, MA**  
 OM: Steve McVie  
 PD: Suzanne Tonaire  
 EARSHOT "Get"

**WPHD/Elmira-Corning, NY**  
 GM: George Harris  
 MD: Jay Wulff  
 BLACK LABEL SOCIETY "Bleed"  
 DISHWALLA "Middle"  
 SWITCHED "Inside"  
 PRESSURE 4-5 "Melt"

**WCLG/Morgantown, WV**  
 PD: Jeff Miller  
 MD: Dave Murdock  
 1 JIMMY EAT WORLD "Middle"  
 EARSHOT "Get"

**WRRX/Pensacola, FL \***  
 OMPD: Dan McClintock  
 1 REVEILLE "Inside"  
 BLACK LABEL SOCIETY "Bleed"

**WROV/Roanoke-Lynchburg, VA \***  
 OM: Buzz Casey  
 MD: Heidi Krummert  
 EARSHOT "Get"  
 FAMILIAR 48 "Question"  
 TOMMY LEE "Hold"  
 PD D "Youth"  
 FLYING TIGERS "Maybe"

**KXUS/Springfield, MO**  
 PD: Tony Matteo  
 MD: Mark McClain  
 INJECTED "Fatness"  
 INCUBUS "Nice"

**WMZK/Wausau, WI**  
 PD/MD: Nick Summers  
 DOWN "Depressed"  
 PRESSURE 4-5 "Melt"

**WZZO/Allentown, PA \***  
 PD: Robin Lee  
 MD: Keith Moyer  
 3 DISHWALLA "Middle"

**WYBB/Charleston, SC \***  
 PD/MD: Mike Allen  
 11 CRACKER "Shine"  
 EARSHOT "Get"  
 FLYING TIGERS "Maybe"  
 PRESSURE 4-5 "Melt"

**WXKE/Ft. Wayne, IN \***  
 PD/MD: Doc West  
 FLAW "Whole"  
 ONESIDEZERO "Laugh"  
 EARSHOT "Get"  
 DOPE "Away"

**WDHA/Morristown, NJ \***  
 PD/MD: Terrie Carr  
 FU MANCHU "Squash"

**WWCT/Peoria, IL**  
 PD: Jamie Markley  
 MD: Debbie Hunter  
 TOMMY LEE "Hold"  
 FLYING TIGERS "Maybe"  
 PRESSURE 4-5 "Melt"

**WCMF/Rochester, NY \***  
 PD: John McCrae  
 MD: Dave Kane  
 7 JIMMY EAT WORLD "Middle"  
 DISHWALLA "Middle"  
 DROWNING POOL "Tear"  
 FLYING TIGERS "Maybe"  
 TOMMY LEE "Hold"

**WAQX/Syracuse, NY \***  
 PD/MD: Bob O'Dell  
 APD: Dave Frisina  
 DISHWALLA "Middle"  
 DOWN "Depressed"

**WRQR/Wilmington, NC**  
 OM: John Stevens  
 APD/MD: Gregg Stepp  
 No Adds

**KWHL/Anchorage, AK**  
 PD: Larry Snider  
 MD: Kathy Mitchell  
 TOMMY LEE "Hold"

**WKLC/Charleston, WV**  
 PD/MD: Mike Rappaport  
 FLYING TIGERS "Maybe"  
 PRESSURE 4-5 "Melt"  
 EARSHOT "Get"

**KL0L/Houston, TX \***  
 OMPD: Vince Richards  
 MD: Steve Fixx  
 No Adds

**WBAB/Nassau-Suffolk, NY \***  
 PD: John Olsen  
 MD: John Parise  
 FAMILIAR 48 "Question"

**WMMR/Philadelphia, PA \***  
 PD: Sam Milkman  
 APD/MD: Ken Zipeto  
 2 LINKIN PARK "End"

**KDKB/Phoenix, AZ \***  
 PD: Joe Bonadonna  
 MD: Dock Eills  
 No Adds

**WIOT/Toledo, OH \***  
 OMPD: Cary Pall  
 COURSE OF NATURE "Sun"  
 CREED "Bullets"  
 FAMILIAR 48 "Question"

**KATS/Yakima, WA**  
 OM: Ron Harris  
 SJP/MOT "Pague"  
 DOWN "Depressed"

**WAPL/Appleton, WI \***  
 PD: Joe Calgero  
 APD/MD: Cramer  
 No Adds

**WEBN/Cincinnati, OH \***  
 OM: Scott Reinhart  
 PD: Michael Walter  
 MD: Rick "The Dude" Vaske  
 No Adds

**WRTT/Huntsville, AL \***  
 OM: Rob Harder  
 PD/MD: Jimbo Wood  
 EARSHOT "Get"  
 FAMILIAR 48 "Question"  
 FLYING TIGERS "Maybe"

**WPLR/New Haven, CT \***  
 PD: John Griffin  
 MD: Pam Landry  
 BIG HEAD TODD "Wishing"  
 DISHWALLA "Middle"

**WHEB/Portsmouth, NH \***  
 PD/MD: Alex James  
 No Adds

**WXRK/Rockford, IL**  
 PD/MD: Jim Stone  
 FAMILIAR 48 "Question"  
 EARSHOT "Get"  
 BLACK LABEL SOCIETY "Bleed"

**\* Monitored Reporters**  
**63 Total Reporters**



**43 Total Monitored**

**20 Total Indicator**  
**19 Current Indicator Playlists**

**Did Not Report, Playlist Frozen (1):**  
**WVRK/Columbus, GA**

**KI0C/Beaumont, TX \***  
 Dir/Prog: Debbie Wylie  
 PD/MD: Mike Davis  
 TOMMY LEE "Hold"

**WMMS/Cleveland, OH \***  
 PD: Jim Trapp  
 MD: Mark Pennington  
 No Adds

**WRRK/Kalamazoo, MI**  
 PD: Mike McKelty  
 APD/MD: Jay Deacon  
 No Adds

**KFZX/Odessa-Midland, TX**  
 PD/MD: Steve Driscoll  
 FLYING TIGERS "Maybe"  
 BIG HEAD TODD "Wishing"  
 BREAKING POINT "Brother"  
 EARSHOT "Get"  
 TINSLEY ELLIS "Mystery"  
 DISHWALLA "Middle"

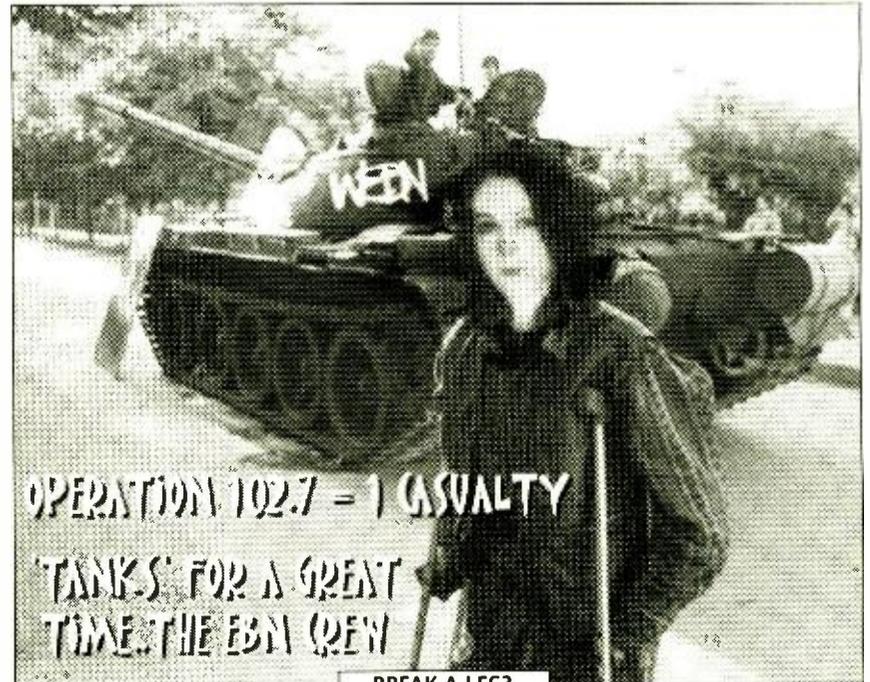
**WHJY/Providence, RI \***  
 PD: Joe Bevilacqua  
 APD: Doug Palmieri  
 MD: John Laurent  
 No Adds

**KBER/Salt Lake City, UT \***  
 OM: Bruce Jones  
 PD: Kelly Hammer  
 APD/MD: Helen Powers  
 BREAKING POINT "Kind"  
 DROWNING POOL "Tear"



**INJECTING A LITTLE FUN**

Island/IDJMG's Injected are touring around the country, living the life of big rock stars. Here they ham it up with the crew at KILO/Colorado Springs, CO. Seen here (l-r) are Injected's Steve Slovisky and Chris Wojtal, KILO PD Ross Ford, IDJMG's Roland West, the band's Danny Grady, IDJMG's Jade Lemons, KILO MD Hill Jordan (who knows how to make sure a picture gets printed) and IDJMG's David McGilvray.



**OPERATION 102.7 = 1 CASUALTY**  
**TANKS FOR A GREAT TIME: THE EBN QEN**

**BREAK A LEG?**

Epic's Cheryl Valentine visited WEBN/Cincinnati recently and, while she was there, broke her ankle. The 'EBN staphers' created this postcard, and MD The Dude remarked, "This is what happens when going to battle with WEBN programming. For once we beat up the label! Tanks a lot."

# Rock Playlists

**MARKET #4**  
**KSJO/San Francisco**  
Clear Channel  
(408) 453-5400  
Schoenwetter/Tyler  
12+ Cumc 473,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
41	39	TOOL/Schism	9711
37	36	NICKELBACK/How You Remind Me	8964
25	30	OZZY OSBOURNE/Gets Me Through	7470
20	21	PUDDLE OF MUDD/Blurry	5229
21	18	DEFAULT/Wasting My Time	4482
21	17	GODSMACK/Stand Alone	4233
20	17	STAIN'D/For You	4233
17	17	NICKELBACK/Too Bad	4233
16	16	LINXIN PARK/In The End	3984
15	15	DISTURBED/Down With	3735
15	15	TOOL/Lateralus	3735
17	14	DROWNING POOL/Bodies	3466
5	12	LINXIN PARK/One Step Closer	2988
5	10	P.O.D./Youth Of The Nation	2400
9	9	SYSTEM OF A DOWN/Toxicity	2241
9	9	ILL NINO/What Comes A Round	2241
9	9	HOBBASTANK/Crawling In The Dark	2241
7	8	SYSTEM OF A DOWN/Toxicity	1992
9	8	P.O.D./Alive	1992
12	8	PRIMUM W/OZZY/N.I.B.	1992
8	7	CREED/Bullets	1743
-	6	STAIN'D/It's Been Awhile	1494
-	6	ADEMA/Giving In	1494
-	6	GODSMACK/Awake	1494
-	4	LINXIN PARK/Crawling	1245
-	4	HEADSTRONG/Adriana	996
-	4	STAIN'D/Outside	996
3	3	INCUBUS/Nice To Know You	747
6	2	SOUL/Unreal	498
1	1	3 DOORS DOWN/Loser	249

**MARKET #6**  
**WMMR/Philadelphia**  
Greater Media  
(610) 771-9533  
Mikmar/Zepeto  
12+ Cumc 661,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
33	26	BUSH/Head Of Ghosts	10476
32	33	PUDDLE OF MUDD/Blurry	9603
33	32	NICKELBACK/Too Bad	9312
31	28	STAIN'D/Fade	8148
16	21	OFFSPRING/Dely You	6111
14	19	FU MANCHU/Squash That Fly	5529
19	18	DEFAULT/Wasting My Time	5238
14	18	OZZY OSBOURNE/Dreamer	5238
17	18	COURSE OF NATURE/Caught In The Sun	5238
17	16	STAIN'D/For You	4656
11	12	GODSMACK/Awake	3492
9	12	CREED/My Sacrifice	3492
15	12	INCUBUS/Nice To Know You	3492
10	11	GODSMACK/Stand Alone	3201
6	11	CREED/Stand Here With Me	3201
9	11	METALLICA/Disappear	3201
9	11	NICKELBACK/How You Remind Me	3201
9	10	OZZY OSBOURNE/Gets Me Through	2910
11	9	CREED/Bullets	2619
5	9	FAMILIAR 48/The Question	2619
14	9	EDDIE VEDDER/You've Got To	2619
9	8	PUDDLE OF MUDD/Control	2328
7	8	JIMMY PAGE/AC/DC...What Is & What...	1746
6	5	FUEL/Hemorrhage	1746
5	5	INCUBUS/I Wish You Were Here	1455
-	3	U2/Beautiful Day	873
-	3	PRIMUM W/OZZY/N.I.B.	873
6	2	STAIN'D/It's Been Awhile	582
1	2	LINXIN PARK/In The End	582
2	2	STONE TEMPLE PILOTS/Revolution	582

**MARKET #9**  
**KLOU/Houston-Galveston**  
Clear Channel  
(713) 830-8000  
Richards/Fox  
12+ Cumc 348,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
24	30	PUDDLE OF MUDD/Control	5880
25	29	NICKELBACK/How You Remind Me	5684
20	25	STAIN'D/Outside	4900
26	25	GODSMACK/Awake	4900
17	22	DEFAULT/Wasting My Time	4312
16	17	PUDDLE OF MUDD/Blurry	3332
16	16	CREED/Bullets	3136
11	14	GODSMACK/Stand Alone	2744
7	14	STAIN'D/For You	2744
7	12	OFFSPRING/Dely You	2352
16	12	NICKELBACK/Too Bad	2352
12	11	KID ROCK/Lonely Road Of Faith	2156
13	10	OZZY OSBOURNE/Dreamer	1960
9	9	LINXIN PARK/In The End	1764
7	9	FU MANCHU/Squash That Fly	1764
7	9	P.O.D./Alive	1764
8	9	COURSE OF NATURE/Caught In The Sun	1764
4	8	STAIN'D/Fade	1568
9	7	ROB ZOMBIE/Never Gonna Stop	1372
5	7	3 DOORS DOWN/Loser	1372
7	7	METALLICA/Disappear	1372
7	7	OZZY OSBOURNE/Gets Me Through	1372
6	7	U.P.O./Godless	1372
-	6	TOMMY LEE/Hold Me Down	1176
6	6	PRIMUM W/OZZY/N.I.B.	1176
7	6	GODSMACK/Greed	1176
12	5	CREED/My Sacrifice	980
4	5	3 DOORS DOWN/Kryptonite	980
3	4	FUEL/Hemorrhage	784
3	4	DISTURBED/Stupify	784

**MARKET #15**  
**KDKB/Phoenix**  
Sandusky  
(480) 897-9300  
Bonadonna/Ellis  
12+ Cumc 212,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
21	20	NICKELBACK/How You Remind Me	2100
20	20	DEFAULT/Wasting My Time	2100
20	20	CREED/My Sacrifice	2100
20	18	PUDDLE OF MUDD/Blurry	1890
11	12	FOO FIGHTERS/The One	1260
10	10	LENNY KRAVITZ/Dig In	1050
10	10	OZZY OSBOURNE/Dreamer	1050
11	10	NEIL YOUNG/It's Roll	1050
11	10	NICKELBACK/Too Bad	1050
6	10	LENNY KRAVITZ/Stillness Of Heart	1050
8	8	3 DOORS DOWN/Kryptonite	850
3	7	FUEL/Hemorrhage	735
4	7	3 DOORS DOWN/Loser	735
-	7	TRAVIS/She's On Fire	735
-	7	AEROSMITH/Jaded	735
7	7	U2/Beautiful Day	735
6	6	NO MISSISSIPPI.../SugarTown	630
6	6	U2/Walk On	630
5	5	MATCHBOX TWENTY/Bent	525
4	5	BON JOVI/It's My Life	525
6	4	CREED/With Arms Wide Open	420
7	3	TRAIN/Drops Of Jupiter	315
-	1	JOHN PAUL JONES/The Thunderbolt	105
-	1	HOBBASTANK/Crawling In The Dark	105

**MARKET #18**  
**WBAB/Nassau-Suffolk**  
Cox  
(631) 587-1023  
Olsen/Paise  
12+ Cumc 595,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
23	32	U2/Beautiful Day	9408
29	32	DEFAULT/Wasting My Time	9408
27	31	CREED/My Sacrifice	9114
32	31	CREED/My Sacrifice	9114
30	30	NICKELBACK/How You Remind Me	8820
15	30	LENNY KRAVITZ/Dig In	5856
19	30	OZZY OSBOURNE/Dreamer	5586
17	19	PUDDLE OF MUDD/Blurry	5586
14	14	THAIN/She's On Fire	4116
10	14	STAIN'D/It's Been Awhile	4116
17	13	NEIL YOUNG/Lets Roll	3822
12	13	AC/DC/Satellite Blues	3822
19	13	STAIN'D/Outside	3822
11	12	AC/DC/Satellite Blues	3528
11	12	FUEL/Hemorrhage	3528
5	11	JEREMIAH FREED/Again	3234
11	11	COURSE OF NATURE/Caught In The Sun	3234
12	11	STONE TEMPLE PILOTS/Revolution	3234
8	10	AEROSMITH/Jaded	2940
10	10	MICK JAGGER/Visions Of Paradise	2940
14	9	3 DOORS DOWN/Loser	2646
7	8	MICK JAGGER/God Gave Me...	2352
11	8	PRIMUM W/OZZY/N.I.B.	2352
4	6	CREED/With Arms Wide Open	1764
6	5	NICKELBACK/Too Bad	1470
5	3	AC/DC/Shot Upper Lip	882
3	3	METALLICA/Disappear	882
2	3	3 DOORS DOWN/Kryptonite	882
-	1	GILBY GILARKE/Alien	294
-	1	PAUL SIMON/You're The One	294

**MARKET #25**  
**WMMS/Cleveland**  
Clear Channel  
(216) 520-2600  
Trapp/Pennington  
12+ Cumc 339,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
37	38	NICKELBACK/How You Remind Me	7562
34	37	LINXIN PARK/In The End	7363
20	27	PUDDLE OF MUDD/Blurry	5373
21	26	DEFAULT/Wasting My Time	5174
17	26	HOBBASTANK/Crawling In The Dark	5174
4	25	PUDDLE OF MUDD/Control	4975
16	24	P.O.D./Youth Of The Nation	4776
13	24	KID ROCK/Lonely Road Of Faith	4776
10	24	INCUBUS/Nice To Know You	4776
3	23	P.O.D./Alive	4776
15	16	3 DOORS DOWN/Loser	3184
14	16	CREED/My Sacrifice	3184
15	16	INCUBUS/I Wish You Were Here	3184
13	15	STAIN'D/Fade	2985
14	15	FUEL/Hemorrhage	2985
15	14	TANTRIC/Astounded	2786
16	14	3 DOORS DOWN/Kryptonite	2786
14	14	OFFSPRING/Dely You	2786
6	13	PRIMUM W/OZZY/N.I.B.	2587
10	13	SALIVA/After Me	2587
10	13	DISTURBED/Down With	2587
13	13	GODSMACK/Greed	2587
13	13	STAIN'D/It's Been Awhile	2587
15	13	STAIN'D/For You	2587
13	13	STAIN'D/Outside	2587
12	12	GODSMACK/Awake	2388
5	12	COURSE OF NATURE/Caught In The Sun	2388
12	11	METALLICA/Disappear	2388
6	12	CREED/Bullets	2388
12	12	LINXIN PARK/Crawling	2388

**MARKET #26**  
**WE3N/Cincinnati**  
Clear Channel  
(513) 621-9326  
Water/Vaske  
12+ Cumc 264,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
29	32	LINXIN PARK/In The End	5536
26	30	NICKELBACK/How You Remind Me	5190
28	28	DISTURBED/Down With	4844
21	25	DEFAULT/Wasting My Time	4325
19	23	PUDDLE OF MUDD/Blurry	3979
25	23	TANTRIC/Astounded	3979
21	21	NICKELBACK/Too Bad	3633
21	20	ROB ZOMBIE/Never Gonna Stop	3460
17	20	P.O.D./Alive	3460
21	19	STAIN'D/For You	3287
16	16	COURSE OF NATURE/Caught In The Sun	2768
15	16	OFFSPRING/Dely You	2768
15	15	TOOL/Lateralus	2595
16	15	DROWNING POOL/Tear Away	2595
15	15	STAIN'D/Fade	2595
21	15	ALIEN ANT FARM/Movies	2422
17	13	INCUBUS/Nice To Know You	2249
9	12	3 DOORS DOWN/It's My Own	2076
11	11	LINXIN PARK/One Step Closer	1903
11	11	SOUL/Unreal	1903
12	11	DISTURBED/Down With	1903
11	10	SYSTEM OF A DOWN/Toxicity	1903
10	11	P.O.D./Youth Of The Nation	1730
10	10	GODSMACK/Stand Alone	1730
5	8	SEVENDUST/ive Again	1384
8	8	3 DOORS DOWN/Loser	1384
11	7	INJECTED/Faithless	1211
12	7	INCUBUS/I Wish You Were Here	1211
-	7	PUDDLE OF MUDD/Drift & Die	1211
-	7	LINXIN PARK/Runaway	1211

**MARKET #28**  
**KCAL/Riverside**  
Anaheim  
(909) 793-3554  
Hoffman/Mathews  
12+ Cumc 134,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
43	44	GODSMACK/Stand Alone	3344
40	43	CREED/My Sacrifice	3268
38	43	NICKELBACK/How You Remind Me	3268
41	42	DROWNING POOL/Bodies	3192
40	42	P.O.D./Alive	3192
13	36	PUDDLE OF MUDD/Control	2736
42	27	DISTURBED/Down With	2052
28	21	LINXIN PARK/In The End	1596
15	21	FOO FIGHTERS/The One	1596
15	21	LINXIN PARK/Runaway	1596
16	17	3 DOORS DOWN/Loser	1292
16	17	TOOL/Schism	1292
16	16	OFFSPRING/Dely You	1216
15	16	3 DOORS DOWN/Kryptonite	1216
10	16	OZZY OSBOURNE/Alive	1216
14	15	OFFSPRING/Original Prankster	1140
9	15	LIMP BIZKIT/My Way	1140
16	14	NICKELBACK/Too Bad	1064
11	14	GODSMACK/Awake	1064
12	14	GODSMACK/Greed	1064
15	13	STAIN'D/It's Been Awhile	988
17	13	METALLICA/Disappear	988
14	13	LEWIS WOLFE/Outside	988
23	13	SYSTEM OF A DOWN/Chop Suey	988
6	13	P.O.D./Youth Of The Nation	988
13	12	PAPA ROACH/Last Resort	912
17	12	PUDDLE OF MUDD/Blurry	912
12	11	DISTURBED/Down With	836
11	10	LINXIN PARK/One Step Closer	760
11	9	LINXIN PARK/Crawling	684

**MARKET #34**  
**KBER/Salt Lake City**  
Citadel  
(801) 485-6700  
Hammer/Powers  
12+ Cumc 122,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
29	27	PUDDLE OF MUDD/Blurry	1512
26	24	DEFAULT/Wasting My Time	1341
25	24	NICKELBACK/Too Bad	1341
16	17	HEADSTRONG/Adriana	952
14	15	CREED/Bullets	840
13	14	3 DOORS DOWN/Duck And Hun	784
12	13	STAIN'D/For You	728
12	13	STAIN'D/It's Been Awhile	728
16	13	CREED/My Sacrifice	728
13	13	KID ROCK/Lonely Road Of Faith	728
11	13	PUDDLE OF MUDD/Control	728
13	13	NICKELBACK/How You Remind Me	728
11	13	OZZY OSBOURNE/Gets Me Through	728
12	13	INCUBUS/I Wish You Were Here	728
13	12	GODSMACK/Stand Alone	672
11	12	METALLICA/Disappear	672
12	12	3 DOORS DOWN/Kryptonite	672
12	12	FUEL/Hemorrhage	672
11	11	INJECTED/Faithless	616
11	11	ROB ZOMBIE/Never Gonna Stop	616
11	11	SEVENDUST/Live Again	616
9	10	COURSE OF NATURE/Caught In The Sun	560
8	10	OFFSPRING/Dely You	560
9	9	INCUBUS/Nice To Know You	504
12	9	SYSTEM OF A DOWN/Toxicity	448
8	9	P.O.D./Youth Of The Nation	448
7	8	HOBBASTANK/Crawling In The Dark	448
-	7	DOPE/Slipping Away	392
-	4	CREED/With Arms Wide Open	224
-	3	ADEMA/The Way You Like It	168

**MARKET #35**  
**WHJY/Providence**  
Clear Channel  
(401) 228-0032  
Beviacqua/Palmer/Laurent  
12+ Cumc 270,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
32	34	NICKELBACK/How You Remind Me	5236
26	33	CREED/My Sacrifice	5082
31	29	P.O.D./Alive	4466
33	29	PUDDLE OF MUDD/Blurry	4466
33	29	STAIN'D/Fade	4466
31	28	DEFAULT/Wasting My Time	4312
12	18	LENNY KRAVITZ/Dig In	2772
15	17	TANTRIC/Astounded	2618

March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>PUDDLE OF MUDD</b> Blurry ( <i>Flawless/Geffen/Interscope</i> )	1819	-34	168846	20	56/0
2	2	<b>LINKIN PARK</b> In The End ( <i>Warner Bros.</i> )	1675	-19	160794	26	56/0
3	3	<b>STAIN'D</b> For You ( <i>Flip/Elektra/EEG</i> )	1640	+52	154291	11	56/0
4	4	<b>NICKELBACK</b> Too Bad ( <i>Roadrunner/IDJMG</i> )	1540	+24	135046	14	55/0
6	5	<b>DEFAULT</b> Wasting My Time ( <i>TVT</i> )	1535	+36	132384	25	49/0
5	6	<b>P.O.D.</b> Youth Of The Nation ( <i>Atlantic</i> )	1527	+19	118554	12	53/0
7	7	<b>HOOBASTANK</b> Crawling In The Dark ( <i>Island/IDJMG</i> )	1359	+31	109254	19	56/0
8	8	<b>GODSMACK</b> I Stand Alone ( <i>Republic/Universal</i> )	1259	+60	116486	5	56/0
11	9	<b>CREED</b> Bullets ( <i>Wind-up</i> )	1058	+37	94277	9	54/1
9	10	<b>ROB ZOMBIE</b> Never Gonna Stop (The Red...) ( <i>Geffen/Interscope</i> )	1058	+8	98739	9	56/1
10	11	<b>INCUBUS</b> Nice To Know You ( <i>Immortal/Epic</i> )	1042	+20	91855	11	53/0
12	12	<b>SYSTEM OF A DOWN</b> Chop Suey ( <i>American/Columbia</i> )	882	-30	68877	32	49/0
18	13	<b>SYSTEM OF A DOWN</b> Toxicity ( <i>American/Columbia</i> )	769	+69	69600	9	53/0
13	14	<b>ADEMA</b> The Way You Like It ( <i>Arista</i> )	762	+8	63069	14	50/0
14	15	<b>DISTURBED</b> Down With The Sick ( <i>Giant/Reprise</i> )	731	0	78029	39	54/0
20	16	<b>COURSE OF NATURE</b> Caught In The Sun ( <i>Lava/Atlantic</i> )	721	+56	47952	10	44/1
17	17	<b>NICKELBACK</b> How You Remind Me ( <i>Roadrunner/IDJMG</i> )	717	+13	56716	32	52/0
21	18	<b>HEADSTRONG</b> Adriana ( <i>RCA</i> )	688	+77	58517	8	49/1
16	19	<b>CREED</b> My Sacrifice ( <i>Wind-up</i> )	653	-53	46898	19	48/0
19	20	<b>P.O.D.</b> Alive ( <i>Atlantic</i> )	637	-55	50410	30	47/0
15	21	<b>TOOL</b> Lateralus ( <i>Volcano</i> )	616	-113	65708	18	40/0
23	22	<b>KID ROCK</b> Lonely Road Of Faith ( <i>Top Dog/Lava/Atlantic</i> )	548	0	47416	7	38/0
30	23	<b>DAVID DRAIMAN</b> Forsaken ( <i>Reprise</i> )	506	+89	43572	4	39/0
25	24	<b>INJECTED</b> Faithless ( <i>Island/IDJMG</i> )	506	+28	47569	8	50/3
28	25	<b>GRAVITY KILLS</b> One Thing ( <i>Sanctuary/SRG</i> )	499	+47	47218	5	47/1
31	26	<b>DROWNING POOL</b> Tear Away ( <i>Wind-up</i> )	483	+77	45888	4	49/3
22	27	<b>OFFSPRING</b> Defy You ( <i>Columbia</i> )	457	-147	43434	14	36/0
27	28	<b>SOIL</b> Unreal ( <i>J</i> )	450	-4	40148	8	40/0
39	29	<b>SEVENDUST</b> Live Again ( <i>TVT</i> )	437	+151	38137	2	38/3
33	30	<b>X-ECUTIONERS</b> It's Goin' Down ( <i>Loud/Columbia</i> )	434	+44	33349	6	34/1
29	31	<b>FU MANCHU</b> Squash That Fly ( <i>Mammoth</i> )	434	-1	36586	8	43/1
24	32	<b>DISTURBED</b> The Game ( <i>Giant/Reprise</i> )	410	-72	34831	12	23/0
32	33	<b>STATIC-X</b> Cold ( <i>Warner Bros.</i> )	405	+10	33505	5	44/1
26	34	<b>CUSTOM</b> Hey Mister ( <i>ARTIST Direct</i> )	389	-78	28228	18	30/0
42	35	<b>DOPE</b> Slipping Away ( <i>Flip/Epic</i> )	354	+92	32766	3	39/2
43	36	<b>REVEILLE</b> Inside Out (Can You Feel...) ( <i>Elektra/EEG</i> )	348	+100	38976	3	43/5
37	37	<b>JIMMY EAT WORLD</b> The Middle ( <i>DreamWorks</i> )	301	+12	25018	6	16/3
48	38	<b>EARSHOT</b> Get Away ( <i>Warner Bros.</i> )	296	+131	31106	2	47/16
44	39	<b>LOSTPROPHETS</b> Shinobi Vs. Dragon Ninja ( <i>Columbia</i> )	291	+46	29623	4	34/2
38	40	<b>LOCAL H</b> Half Life ( <i>Palm Pictures</i> )	286	-3	22887	7	33/1
40	41	<b>APEX THEORY</b> Shhh... (Hope Diggy) ( <i>DreamWorks</i> )	278	+8	22921	6	31/1
35	42	<b>SEVENDUST</b> Praise ( <i>TVT</i> )	270	-67	19033	20	21/0
34	43	<b>ILL NINO</b> What Comes Around ( <i>Roadrunner/IDJMG</i> )	226	-143	22915	13	31/0
36	44	<b>FOO FIGHTERS</b> The One ( <i>Columbia</i> )	216	-111	15647	11	22/0
46	45	<b>MESH STL</b> Believe Me ( <i>Label/Jive</i> )	201	+34	19985	4	23/0
47	46	<b>KITTIE</b> Run Like Hell ( <i>Artemis</i> )	176	+10	23958	6	17/0
45	47	<b>ALIEN ANT FARM</b> Movies ( <i>DreamWorks</i> )	138	-31	13628	17	10/0
41	48	<b>SALIVA</b> After Me ( <i>Island/IDJMG</i> )	130	-139	7223	10	18/0
<b>Debut</b>	49	<b>BLACK LABEL SOCIETY</b> Bleed For Me ( <i>Spitfire</i> )	117	+42	13780	1	11/0
<b>Debut</b>	50	<b>FAMILIAR 48</b> The Question ( <i>MCA</i> )	114	+42	16393	1	12/1

56 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

### Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
<b>EARSHOT</b> Get Away ( <i>Warner Bros.</i> )	16
<b>QUARASHI</b> Stick 'Em Up ( <i>Time Bomb/Columbia</i> )	8
<b>FLYING TIGERS</b> Maybe ( <i>Atlantic</i> )	6
<b>REVEILLE</b> Inside Out (Can You Feel...) ( <i>Elektra/EEG</i> )	5
<b>3RD STRIKE</b> No Light ( <i>Hollywood</i> )	5
<b>FLAW</b> Whole ( <i>Republic/Universal</i> )	4
<b>DISHWALLA</b> Somewhere In The Middle ( <i>Immergent</i> )	4
<b>SWITCHED</b> Inside ( <i>Immortal/Virgin</i> )	4

## TOMMY LEE

### "Hold Me Down"

Way Early At:  
**WYSP WRIF KQRC KISS**  
**KOMP KAZR WJXQ WKQZ**

Adds March 25th

MCA  
 MUSIC CITY  
 AMERICA

### Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>SEVENDUST</b> Live Again ( <i>TVT</i> )	+151
<b>EARSHOT</b> Get Away ( <i>Warner Bros.</i> )	+131
<b>REVEILLE</b> Inside Out (Can You Feel...) ( <i>Elektra/EEG</i> )	+100
<b>DOPE</b> Slipping Away ( <i>Flip/Epic</i> )	+92
<b>DAVID DRAIMAN</b> Forsaken ( <i>Reprise</i> )	+89
<b>DROWNING POOL</b> Tear Away ( <i>Wind-up</i> )	+77
<b>HEADSTRONG</b> Adriana ( <i>RCA</i> )	+77
<b>SYSTEM OF A DOWN</b> Toxicity ( <i>American/Columbia</i> )	+69
<b>GODSMACK</b> I Stand Alone ( <i>Republic/Universal</i> )	+60
<b>COURSE OF NATURE</b> Caught In The Sun ( <i>Lava/Atlantic</i> )	+56

### Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>TOOL</b> Schism ( <i>Volcano</i> )	589
<b>PUDDLE OF MUDD</b> Control ( <i>Flawless/Geffen/Interscope</i> )	579
<b>INCUBUS</b> I Wish You Were Here ( <i>Immortal/Epic</i> )	573
<b>LINKIN PARK</b> Crawling ( <i>Warner Bros.</i> )	507
<b>DROWNING POOL</b> Bodies ( <i>Wind-up</i> )	488
<b>SALIVA</b> Your Disease ( <i>Island/IDJMG</i> )	451
<b>LINKIN PARK</b> One Step Closer ( <i>Warner Bros.</i> )	430
<b>STAIN'D</b> Fade ( <i>Flip/Elektra/EEG</i> )	416
<b>PAPA ROACH</b> Last Resort ( <i>DreamWorks</i> )	367
<b>GODSMACK</b> Awake ( <i>Republic/Universal</i> )	357
<b>FUEL</b> Hemorrhage (In My Hands) ( <i>Epic</i> )	354
<b>GODSMACK</b> Greed ( <i>Republic/Universal</i> )	354
<b>STAIN'D</b> It's Been Awhile ( <i>Flip/Elektra/EEG</i> )	319
<b>TANTRIC</b> Breakdown ( <i>Maverick/Reprise</i> )	318
<b>DISTURBED</b> Stupify ( <i>Giant/Reprise</i> )	313
<b>A PERFECT CIRCLE</b> Judith ( <i>Virgin</i> )	302
<b>DISTURBED</b> Voices ( <i>Giant/Reprise</i> )	287
<b>ALIEN ANT FARM</b> Smooth Criminal ( <i>DreamWorks</i> )	267



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March 8, 2002

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BY MEDIABASE™

America's Best Testing Active Rock Songs 12+  
For The Week Ending 3/8/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
<b>GODSMACK</b> I Stand Alone (Republic/Universal)	4.16	4.12	81%	10%	4.15	84%	11%
<b>DISTURBED</b> Down With The Sickness (Giant/Reprise)	4.05	4.06	96%	38%	4.09	97%	40%
<b>SYSTEM OF A DOWN</b> Chop Suey (American/Columbia)	3.99	4.09	94%	35%	3.97	94%	35%
<b>SYSTEM OF A DOWN</b> Toxicity (American/Columbia)	3.95	3.98	86%	17%	3.89	86%	16%
<b>ROB ZOMBIE</b> Never Gonna Stop (The Red, Red Kroovy) (Geffen/Interscope)	3.93	3.98	86%	15%	3.91	91%	18%
<b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)	3.92	3.93	97%	35%	3.79	97%	37%
<b>HOOBASTANK</b> Crawling In The Dark (Island/IDJMG)	3.92	3.87	89%	24%	3.78	89%	26%
<b>LINKIN PARK</b> In The End (Warner Bros.)	3.88	3.89	98%	47%	3.73	97%	50%
<b>TODL</b> Lateralus (Volcano)	3.88	3.98	88%	25%	3.94	90%	24%
<b>NICKELBACK</b> Too Bad (Roadrunner/IDJMG)	3.88	3.88	91%	23%	3.78	91%	25%
<b>SOIL</b> Unreal (J)	3.87	3.82	54%	6%	3.82	56%	7%
<b>DROWNING POOL</b> Tear Away (Wind-up)	3.86	3.88	64%	10%	3.76	72%	11%
<b>ADEMA</b> The Way You Like It (Arista)	3.86	3.84	77%	14%	3.64	75%	18%
<b>STAINED</b> For You (Flip/Elektra/EEG)	3.80	3.82	92%	27%	3.67	94%	31%
<b>OFFSPRING</b> Defy You (Columbia)	3.78	3.83	92%	24%	3.74	94%	22%
<b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)	3.75	3.77	98%	57%	3.66	98%	59%
<b>ILL NINO</b> What Comes Around (Roadrunner/IDJMG)	3.69	3.73	53%	12%	3.59	55%	14%
<b>DEFAULT</b> Wasting My Time (TVT)	3.67	3.73	89%	32%	3.53	89%	35%
<b>P.O.D.</b> Youth Of The Nation (Atlantic)	3.67	3.73	94%	34%	3.63	94%	34%
<b>P.O.D.</b> Alive (Atlantic)	3.64	3.67	96%	48%	3.58	97%	49%
<b>INCUBUS</b> I Wish You Were Here (Immortal/Epic)	3.60	3.66	96%	43%	3.41	96%	46%
<b>COURSE OF NATURE</b> Caught In The Sun (Lava/Atlantic)	3.59	3.54	46%	10%	3.38	45%	11%
<b>HEADSTRONG</b> Adriana (RCA)	3.57	3.48	40%	6%	3.45	39%	8%
<b>INCUBUS</b> Nice To Know You (Immortal/Epic)	3.51	3.51	89%	30%	3.29	88%	38%
<b>CREED</b> Bullets (Wind-up)	3.46	3.42	79%	23%	3.38	84%	28%
<b>CREED</b> My Sacrifice (Wind-up)	3.28	3.25	98%	59%	3.22	97%	58%
<b>CUSTOM</b> Hey Mister (ARTIST Direct)	3.14	3.26	56%	20%	2.92	56%	23%
<b>KID ROCK</b> Lonely Road Of Faith (Top Dog/Lava/Atlantic)	2.73	2.75	75%	34%	2.74	79%	38%

Total sample size is 740 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 407/523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## New & Active

- SLIPKNOT** My Plague (Roadrunner/IDJMG)  
Total Plays: 94, Total Stations: 15, Adds: 3
- DOWN** Beautifully Depressed (Elektra/EEG)  
Total Plays: 89, Total Stations: 17, Adds: 3
- 12 STONES** Broken (Wind-up)  
Total Plays: 79, Total Stations: 8, Adds: 0
- TOMMY LEE** Hold Me Down (MCA)  
Total Plays: 72, Total Stations: 8, Adds: 3
- JEREMIAH FREED** Again (Republic/Universal)  
Total Plays: 58, Total Stations: 10, Adds: 0
- FLAW** Whole (Republic/Universal)  
Total Plays: 50, Total Stations: 14, Adds: 4
- ANDREW W.K.** Party Hard (Island/IDJMG)  
Total Plays: 39, Total Stations: 6, Adds: 2
- ONESIDEZERO** Instead Laugh (Maverick/WB)  
Total Plays: 35, Total Stations: 7, Adds: 1
- 3RD STRIKE** No Light (Hollywood)  
Total Plays: 33, Total Stations: 6, Adds: 5
- LENNON** Brake Of Your Car (Arista)  
Total Plays: 32, Total Stations: 6, Adds: 0

Songs ranked by total plays

## Indicator

### Most Added

- EARSHOT** Get Away (Warner Bros.)
- FLYING TIGERS** Maybe (Atlantic)
- PRESSURE 4-5** Melt Me Down (DreamWorks)
- SLIPKNOT** My Plague (Roadrunner/IDJMG)
- QUARASHI** Stick 'Em Up (Time Bomb/Columbia)
- DROWNING POOL** Tear Away (Wind-up)
- FLAW** Whole (Republic/Universal)
- BREAKING POINT** One Of A Kind (Wind-up)
- CREED** Bullets (Wind-up)

## Reporters

<b>WQ6K/Albany, NY *</b> PD: Dave Hill 1 3RD STRIKE "Light" 2 DISHWALLA "Moodle" 3 PRESSURE 4-5 "Melt" 4 QUARASHI "Stick"	<b>KRQR/Chico, CA</b> PD/M/D: Dain Sandoval 10 EARSHOT "Get" 11 COURSE OF NATURE "Sun" 12 DOWN "Depressed" 13 KITTIE "Run" 14 FLYING TIGERS "Maybe" 15 PRESSURE 4-5 "Melt"	<b>WVBN/Flint, MI *</b> PD: Brian Beedow MD: Tony LaBrie 1 EARSHOT "Get" 2 FU MANCIU "Suzuki" 3 HEADSTRONG "Adriana" 4 JIMMY EAT WORLD "Moodle"	<b>WQXA/Harrisburg, PA *</b> PD: Claudine DeLorenzo MD: Nixon 1 EARSHOT "Get" 2 ECHOBRARY "Coober"	<b>WJJO/Madison, WI *</b> OM: Glen Gardner APD/M/D: Blake Patton 1 DOWN "Depressed" 2 FLAW "Whole" 3 FLYING TIGERS "Maybe" 4 QUARASHI "Stick"	<b>WNPL/Nashville, TN *</b> EARSHOT "Get"	<b>KORB/Quad Cities, IA-IL *</b> OM: Danny Sullivan PD/M/D: Rick Thames No Adds	<b>KURQ/San Luis Obispo, CA</b> PD/M/D: Adam Burnes 1 SEVENDUST "Again" 2 EARSHOT "Get" 3 DOPE "Awey"	<b>WLXZ/Springfield, MA *</b> PD: Scott Laudani MD: Trixie 1 DOWN "Depressed" 2 BREAKING POINT "Kind" 3 SLIPKNOT "Plague"
<b>KZRQ/Amarillo, TX</b> PD/M/D: Eric Slayter EARSHOT "Get"	<b>KILO/Colorado Springs, CO *</b> PD: Ross Ford APD: Matt Gentry MD: Hill Jordan 1 BREAKING POINT "Kind" 2 SWITCHED "Inside"	<b>KRZR/Fresno, CA *</b> OM: E. Curtis Johnson 1 EARSHOT "Get" 2 SLIPKNOT "Plague" 3 EARSHOT "Get" 4 FLAW "Whole" 5 SEVENDUST "Again"	<b>WCCC/Hartford, CT *</b> PD: Michael Picozzi APD/M/D: Mike Karolyi EARSHOT "Get"	<b>WGIR/Manchester, NH</b> MD: Meegan Collier 1 DROWNING POOL "Tear"	<b>WNOR/Norfolk, VA *</b> PD: Harvey Kojan APD/M/D: Tim Parker 1 3RD STRIKE "Light" 2 DOPE "Awey"	<b>KDOT/Reno, NV *</b> PD: Jave Patterson MD: Martina Davis 15 REVELLE "Inside" 16 EARSHOT "Get" 17 FLYING TIGERS "Maybe" 18 SLIPKNOT "Plague"	<b>KTUX/Shreveport, LA *</b> OM: Dale Baird PD/M/D: Paul Cannell 1 3RD STRIKE "Light" 2 DISHWALLA "Moodle" 3 FLYING TIGERS "Maybe" 4 QUARASHI "Stick" 5 SWITCHED "Inside"	<b>KZRO/Springfield, MO</b> OM: Dave DeFranco MD: George Spankmeister 1 FLYING TIGERS "Maybe" 2 EARSHOT "Get" 3 QUARASHI "Stick"
<b>WXXX/WAXA/Appleton-Green Bay, WI *</b> PD/M/D: Guy Dark EARSHOT "Get"	<b>WBZX/Columbus, OH *</b> PD: Hal Fish APD/M/D: Ronni Hunter No Adds	<b>WRQC/Fl. Myers, FL *</b> PD: Kyle Brooks MD: Fritz 1 EARSHOT "Get" 2 ROB ZOMBIE "Never"	<b>WAMX/Huntington, WV</b> PD/M/D: Paul Oslund SLIPKNOT "Plague"	<b>WZTA/Miami, FL *</b> OM: Gregg Steele APD/M/D: Lee Daniels 9 ANDREW W.K. "Party" 2 QUARASHI "Stick" 3 3RD STRIKE "Light"	<b>KRQC/Omaha, NE *</b> PD: Tim Sheridan MD: Jon Terry No Adds	<b>WNVE/Rochester, NY *</b> PD: Erick Anderson MD: Don Vincent No Adds	<b>WRBR/South Bend, IN</b> PD/M/D: Mark McGill 24 CREED "Bullets" 13 DROWNING POOL "Tear" 12 STONES "Shred" 15 FLYING TIGERS "Maybe" 16 QUARASHI "Stick" 17 TOMMY LEE "Hold" 18 PRESSURE 4-5 "Melt"	<b>WYZR/Tallahassee, FL</b> PD: Jeff Horn APD/M/D: B.C. 7 FLYING TIGERS "Maybe"
<b>WCHZ/Augusta, GA *</b> OM: Harley Drew PD/M/D: Chuck Williams DOPE "Awey" FLAW "Whole"	<b>KEGL/Dallas-Ft. Worth, TX *</b> PD: Duane Doherty APD: Chris Ryan MD: Cindy Scull 1 REVELLE "Inside" 2 EARSHOT "Get"	<b>WBRY/Ft. Wayne, IN *</b> OM: Jim Fox 1 ONESIDEZERO "Laugh"	<b>KQRC/Kansas City, MO *</b> PD: Neal Mirsky APD/M/D: Don Jantzen EARSHOT "Get"	<b>WLUM/Milwaukee, WI *</b> OM: Chris Moreau PD/M/D: Randy Hawke 1 DOWN "Depressed" 2 EARSHOT "Get" 3 QUARASHI "Stick"	<b>WJRR/Orlando, FL *</b> PD: Pat Lynch MD: Dickerman 5 UNWRITTEN LAW "Red"	<b>KRKO/Sacramento, CA *</b> Sen. Mgr.: Curtiss Johnson PD: Pat Martin MD: Paul Marshall No Adds	<b>WRBZ/Salisbury, MO</b> PD: Shawn Murphy APD: John Glassman MD: Mike Hunter 6 FLAW "Whole" 7 PRESSURE 4-5 "Melt" 8 BREAKING POINT "Kind"	<b>WXTB/Tampa, FL *</b> OM: Brad Hardin PD: Rick Schmidt APD: Carl Harris MD: Launa Phillips No Adds
<b>WIYY/Baltimore, MD *</b> PD: Rick Strauss APD/M/D: Rob Heckman No Adds	<b>KBPI/Denver-Boulder, CO *</b> PD: Bob Richards APD/M/D: Willie B. 8 CREED "Bullets" 7 REVELLE "Inside" 6 COURSE OF NATURE "Sun" 5 LOSTPROPHETS "Shred"	<b>WRUF/Gainesville-Ocala, FL *</b> PD: Harry Guscott MD: Ryan North 1 LOSTPROPHETS "Shred"	<b>KLFX/Killeen-Temple, TX</b> PD/M/D: Bob Fonda 1 DISHWALLA "Moodle" 2 SLIPKNOT "Plague"	<b>WLZR/Milwaukee, WI *</b> PD: Keith Hastings MD: Marlynn Mee No Adds	<b>WTKX/Pensacola, FL *</b> Dir/Prog: Joel Sampson APD/M/D: Mark "The Shark" Dya 1 EARSHOT "Get" 2 FAMILIAR 48 "Question"	<b>WKQZ/Saginaw, MI *</b> PD: Hunter Scott APD: Sean Kelly MD: Todd Kangas No Adds	<b>KHTQ/Spokane, WA *</b> OM: Ken Richards MD: Barry Bennett 1 DISHWALLA "Moodle" 2 FLYING TIGERS "Maybe" 3 PRESSURE 4-5 "Melt" 4 QUARASHI "Stick"	<b>KRTO/Tulsa, OK *</b> PD: Chris Kelly APD: Kelly Garrett No Adds
<b>WCPX/Biloxi-Gulfport, MS *</b> OM: Kenny Vest PD: Scot Fox APD: Wayne Wadins MD: Mitch Cry 15 JIMMY EAT WORLD "Moodle" 16 BREAKING POINT "Kind" 17 DISHWALLA "Moodle" 18 FLYING TIGERS "Maybe" 19 QUARASHI "Stick" 20 SWITCHED "Inside"	<b>KAZR/Des Moines, IA *</b> PD: Sean Elliott MD: Jo Michaels 1 TOMMY LEE "Hold"	<b>WZOR/Green Bay, WI</b> PD: Roxanne Steele FLAW "Whole" PRESSURE 4-5 "Melt"	<b>KOMP/Las Vegas, NV *</b> PD: John Griffin MD: Big Marty 1 TOMMY LEE "Hold"	<b>WJXD/Lansing, MI *</b> OM: Bob Olson MD: Kevin Conrad No Adds	<b>WYSP/Philadelphia, PA *</b> OM: Tim Sabean PD/M/D: Jack Paper APD: Matt Foley FLAW "Whole"	<b>KISS/San Antonio, TX *</b> OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz 1 INJECTED "Fattness" 2 TOMMY LEE "Hold" 3 APEX THEORY "Shin..."	<b>KICT/Wichita, KS *</b> MD: D.C. Carter MD: R.J. Davis 1 REVELLE "Inside" 2 STATION X "Cool"	
<b>WAAF/Boston, MA *</b> PD: Dave Douglas MD: Mike Brangiforte 1 3RD STRIKE "Light" 2 SWITCHED "Inside"	<b>WRIF/Detroit, MI *</b> OM: Doug Podell APD/M/D: Troy Hanson 1 DROWNING POOL "Tear"	<b>WKQR/Richmond, NC *</b> PD: Brian Rickman APD: Wes Adams EARSHOT "Get"	<b>KIBZ/Lincoln, NE</b> PD: E.J. Marshall APD: Sparty MD: Samantha Knight 1 FLYING TIGERS "Maybe" 2 EARSHOT "Get" 3 QUARASHI "Stick"	<b>WRAT/Monmouth-Ocean, NJ *</b> PD: Carl Craft APD/M/D: Robyn Lane 1 LOCAL H "Hot" 2 REVELLE "Inside"	<b>KJPD/Phoenix, AZ *</b> PD: J.J. Jeffries MD: Larry McFeele 1 INJECTED "Fattness"	<b>KIOZ/San Diego, CA *</b> Dir/Prog: Jim Richards PD: Shauna Moran APD/M/D: Shannon Leder 13 X-CUTIONERS "Get" 2 DROWNING POOL "Tear" 3 GRAVITY KILLS "Thru" 4 EARSHOT "Get"		
<b>WRXN/Chattanooga, TN *</b> PD: Boner MD: Dave Spain 1 DROWNING POOL "Tear" 2 EARSHOT "Get"	<b>WGBF/Evansville, IN</b> OM/PD: Mike Sanders APD/M/D: Fatboy No Adds	<b>WTPR/Greenville, SC *</b> PD/M/D: Mark Hendrix EARSHOT "Get" 1 FLYING TIGERS "Maybe" 2 JIMMY EAT WORLD "Moodle"	<b>KFMX/Lubbock, TX</b> OM: Wes Neumann 1 BREAKING POINT "Kind"	<b>WKQZ/Myrtle Beach, SC</b> PD: Brian Rickman APD/M/D: Charley 1 EARSHOT "Get" 2 V-SHAPED MIND "Monsters"	<b>KJFO/Portland, OR *</b> APD/M/D: AJ Scott 1 DROWNING POOL "Tear" 2 INJECTED "Fattness"			

\* Monitored Reporters  
74 Total Reporters

56 Total Monitored

18 Total Indicator



# Active Rock Playlists

**MARKET #5**

**KEGL/Dallas-Ft. Worth**  
Clear Channel  
(972) 991-1029  
Doherty/Ryan/Scull  
12+ Cumc 399,300



PLAYS	ARTIST/TITLE	GI (000)
31	34 STAIN'D/For You	7242
35	33 LINKIN PARK/In The End	7029
37	33 PUDDLE OF MUDD/Blurry	7029
35	32 DROWNING POOL/Bodies	6816
21	25 GODSMACK/Stand Alone	5325
20	24 TOOL/Lateralus	5112
21	24 NICKELBACK/Too Bad	5112
23	23 ROB ZOMBIE/Never Gonna Stop	4899
23	23 DEFAULT/Wasting My Time	4899
19	19 INCUBUS/Nice To Know You	4047
19	17 SYSTEM OF A DOWNS/Chop Suey	3621
15	15 KID ROCK/Lonely Road Of Faith	3195
9	15 P.O.D./Alive	3195
12	14 DROWNING POOL/Tear Away	2982
8	14 LEWIS W/DURST/Outside	2982
7	13 HOBBASTANK/Crawling In The Dark	2769
15	13 INJECTED/Faithless	2769
13	13 ADEMA/The Way You Like It	2769
12	12 CREED/Bullets	2656
12	11 DISTURBED/Down With	2343
10	11 PUDDLE OF MUDD/Control	2343
11	11 GRAVITY KILLS/One Thing	2343
7	9 ILL NINO/What Comes Around	1917
12	9 NICKELBACK/How You Remind Me	1917
7	9 SYSTEM OF A DOWNS/Toxicity	1917
10	8 GODSMACK/Greed	1704
4	8 FU MANCHU/Squash That Fly	1704
9	7 TOOL/Schism	1491
11	7 GODSMACK/Awake	1491
10	7 DISTURBED/Supfly	1491

**MARKET #6**

**WYSP/Philadelphia**  
Infinity  
(215) 625-9460  
Sabean/Palumbo  
12+ Cumc 828,700



PLAYS	ARTIST/TITLE	GI (000)
45	47 LINKIN PARK/In The End	19881
44	46 DISTURBED/Down With	19458
42	46 TOOL/Lateralus	19158
20	38 PUDDLE OF MUDD/Blurry	16074
19	20 NICKELBACK/Too Bad	8460
18	19 STAIN'D/For You	8037
13	19 INCUBUS/Nice To Know You	8037
16	19 FAMILIAR 48/The Question	8037
19	19 GODSMACK/Stand Alone	8037
21	18 HOBBASTANK/Crawling In The Dark	7614
44	17 OZZY OSBOURNE/Gets Me Through	7191
18	17 CREED/Bullets	6745
14	15 KID ROCK/Lonely Road Of Faith	6191
18	14 DEFAULT/Wasting My Time	5922
16	14 OFFSPRING/Defy You	5922
15	12 ROB ZOMBIE/Never Gonna Stop	5076
12	12 DROWNING POOL/Tear Away	5076
13	10 ADEMA/The Way You Like It	4230
13	10 SYSTEM OF A DOWNS/Toxicity	4230
9	9 ILL NINO/What Comes Around	4384
6	8 PAPA ROACH/Last Resort	3384
3	7 OZZY OSBOURNE/Dreamer	2961
1	7 LOST PROPHETS/Shinobi Vs.	2961
1	7 TOMMY LEE/Hold Me Down	2961
5	6 WEEZER/Hash Pipe	2538
5	6 LIMP BIZKIT/My Way	2538
6	6 KITTE/Run Like Hell	2538
7	6 ALIEN ANT FARM/Smooth Criminal	2538
1	6 HEADSTRONG/Adriana	2538
4	5 STONE TEMPLE PILOTS/Days Of The Week	2115

**MARKET #8**

**WAAF/Boston**  
Entercom  
(617) 779-5400  
Douglas/Brangiforte  
12+ Cumc 462,400



PLAYS	ARTIST/TITLE	GI (000)
36	42 SYSTEM OF A DOWNS/Toxicity	11760
40	37 NICKELBACK/Too Bad	10360
32	37 GODSMACK/Stand Alone	10360
26	35 DAVID DRAIMAN/Forsaken	9800
34	33 PUDDLE OF MUDD/Blurry	9240
34	33 DROWNING POOL/Tear Away	9240
26	32 STAIN'D/For You	8960
32	32 TOOL/Lateralus	8960
30	30 DOPE/Shipping Away	8400
31	28 ROB ZOMBIE/Never Gonna Stop	7840
28	28 REVEILLE/Inside Out	7840
22	26 SEVENDUST/Live Again	7280
34	24 INCUBUS/I Wish You Were Here	6720
22	22 ILL NINO/What Comes Around	6160
12	20 EARSHOT/Get Away	5600
15	19 MUSHROOMHEAD/Solitaire/Unraveling	5320
18	18 STAIN'D/For You	5040
19	18 FU MANCHU/Squash That Fly	5040
22	18 INJECTED/Faithless	5040
11	18 SOUL/Unreal	5040
12	18 KITTE/Run Like Hell	5040
27	16 ALIEN ANT FARM/Movies	4480
18	16 STATIC X/Cold	4480
14	16 HEADSTRONG/Adriana	4480
11	16 LOST PROPHETS/Shinobi Vs.	4480
11	14 SLIPKNOT/My Plague	3920
11	14 X-ECTIONERS/It's Goin' Down	3920
10	11 LINKIN PARK/In The End	3080
5	11 KID ROCK/In Wrong But You	3080

**MARKET #10**

**WRIF/Detroit**  
Greater Media  
(482) 547-0101  
Podell/Hanson  
12+ Cumc 552,600



PLAYS	ARTIST/TITLE	GI (000)
32	37 STAIN'D/For You	13468
30	34 PUDDLE OF MUDD/Blurry	12376
29	33 DEFAULT/Wasting My Time	12012
32	33 LINKIN PARK/In The End	12012
20	27 CREED/Bullets	9828
23	22 NICKELBACK/Too Bad	8008
19	22 TOMMY LEE/Hold Me Down	8008
22	20 INCUBUS/Nice To Know You	7280
19	20 GODSMACK/Stand Alone	7280
19	19 OFFSPRING/Defy You	6916
18	18 OZZY OSBOURNE/Facing Hell	6552
10	16 INJECTED/Faithless	5824
12	14 KITTE/Run Like Hell	5096
10	13 HEADSTRONG/Adriana	4732
12	13 GRAVITY KILLS/One Thing	4732
11	12 SOUL/Unreal	4732
11	12 DAVID DRAIMAN/Forsaken	4368
10	12 REVEILLE/Inside Out	4368
12	12 ROB ZOMBIE/Never Gonna Stop	4368
20	11 P.O.D./Youth Of The Nation	4004
8	11 ADEMA/The Way You Like It	4004
15	11 CREED/My Sacrifice	4004
7	9 FUEL/Hemorrhage	3276
7	9 TANTRICK/Breakdown	3276
13	8 KID ROCK/Lonely Road Of Faith	2912
6	8 GODSMACK/Awake	2912
5	7 LIMP BIZKIT/My Way	2548
7	7 P.O.D./Alive	2548
6	7 TOOL/Schism	2548

**MARKET #12**

**WZTA/Miami**  
Clear Channel  
(954) 862-2000  
Steale/Daniels  
12+ Cumc 296,100



PLAYS	ARTIST/TITLE	GI (000)
46	44 LINKIN PARK/In The End	6160
47	42 STAIN'D/For You	5880
37	37 DEFAULT/Wasting My Time	5180
34	33 PUDDLE OF MUDD/Blurry	4620
32	32 HOBBASTANK/Crawling In The Dark	4480
24	30 P.O.D./Youth Of The Nation	4200
26	29 OFFSPRING/Defy You	4060
23	23 INCUBUS/Nice To Know You	3220
19	21 SYSTEM OF A DOWNS/Chop Suey	3080
21	20 CREED/Bullets	2800
20	20 DASHBOARD/...Screaming	2800
20	20 NICKELBACK/Too Bad	2600
19	19 ADEMA/The Way You Like It	2600
14	15 P.O.D./Alive	2600
17	18 SYSTEM OF A DOWNS/Toxicity	2520
17	18 NICKELBACK/How You Remind Me	2520
17	17 X-ECTIONERS/It's Goin' Down	2380
17	17 DISTURBED/Down With	2380
16	16 ROB ZOMBIE/Never Gonna Stop	2240
10	16 SEVENDUST/Live Again	2240
16	16 GODSMACK/Stand Alone	2240
14	15 GODSMACK/Awake	2100
15	15 APEX THEORY/Shhh... (Hope Diggy)	2100
15	15 HEADSTRONG/Adriana	2100
17	15 JIMMY EAT WORLD/The Middle	2100
16	14 PUDDLE OF MUDD/Control	1960
13	13 LINKIN PARK/One Step Closer	1820
18	13 SUM 41/Fat Lip	1820
13	13 DISTURBED/Supfly	1820
7	12 STAIN'D/For You	1680

**MARKET #15**

**KUPD/Phoenix**  
Sandsky  
(480) 345-5921  
Jeffries/McFaele  
12+ Cumc 277,700



PLAYS	ARTIST/TITLE	GI (000)
39	41 LINKIN PARK/In The End	6355
34	38 PUDDLE OF MUDD/Blurry	5890
36	37 NICKELBACK/Too Bad	5735
21	24 DEFAULT/Wasting My Time	3720
19	22 GODSMACK/Stand Alone	3410
22	22 HOBBASTANK/Crawling In The Dark	3410
22	22 STAIN'D/For You	3410
21	21 INCUBUS/Nice To Know You	3255
17	17 ADEMA/The Way You Like It	2635
15	15 COURSE OF NATURE/Caught In The Sun	2325
12	15 HEADSTRONG/Adriana	2325
14	14 ROB ZOMBIE/Never Gonna Stop	2170
14	14 CREED/My Sacrifice	2170
14	14 SOUL/Unreal	2170
12	14 CREED/Bullets	2170
15	13 SEVENDUST/Live Again	2015
8	13 3 DORRS/DOWN/loser	2015
13	12 PAPA ROACH/Last Resort	1860
9	12 P.O.D./Alive	1860
18	12 EARSHOT/Get Away	1860
10	10 FUEL/Hemorrhage	1550
10	10 METALLICA/Disappearing	1550
8	10 A PERFECT CIRCLE/Judith	1550
8	9 GRAVITY KILLS/One Thing	1395
9	9 TOOL/Schism	1395
9	9 DISTURBED/Supfly	1395
9	9 NICKELBACK/How You Remind Me	1395
8	9 STAIN'D/For You	1395
9	9 PUDDLE OF MUDD/Control	1395
11	8 GODSMACK/Awake	1240

**MARKET #16**

**KXXR/Minneapolis**  
ABC  
(612) 617-4000  
Linder/Pablo  
12+ Cumc 334,400



PLAYS	ARTIST/TITLE	GI (000)
34	39 P.O.D./Youth Of The Nation	8307
35	37 PUDDLE OF MUDD/Blurry	7881
33	35 STAIN'D/For You	7455
27	32 HOBBASTANK/Crawling In The Dark	6816
24	31 DEFAULT/Wasting My Time	6603
35	29 LINKIN PARK/In The End	6390
27	29 INCUBUS/Nice To Know You	6177
21	28 ROB ZOMBIE/Never Gonna Stop	5964
28	27 DISTURBED/The Game	5751
23	27 OFFSPRING/Defy You	5751
22	21 FOOD FIGHTERS/The One	4473
33	20 NICKELBACK/Too Bad	4260
18	19 INJECTED/Incessant	4047
25	19 GODSMACK/Stand Alone	4047
11	18 LOCAL H/Half Life	3834
18	18 GRAVITY KILLS/One Thing	3834
17	18 REVEILLE/Inside Out	3834
16	15 SYSTEM OF A DOWNS/Toxicity	3195
14	14 SYSTEM OF A DOWNS/Chop Suey	2982
11	14 CREED/Bullets	2982
13	14 KID ROCK/Lonely Road Of Faith	2982
6	13 LOST PROPHETS/Shinobi Vs.	2769
6	13 MESH STL/Beieve Me	2769
9	12 HEADSTRONG/Adriana	2556
10	11 ALIEN ANT FARM/Movies	2343
9	10 DROWNING POOL/Bodies	2130
10	10 PAPA ROACH/Last Resort	2130
10	10 WEEZER/Hash Pipe	2130
7	10 DOPE/Shipping Away	2130
12	10 COURSE OF NATURE/Caught In The Sun	2130

Once again they stand alone.

## GODSMACK

"I Stand Alone"

#1 Overall

RateTheMusic.com

### Active Rock



**MARKET #20**

**WIYY/Baltimore**  
Hearst  
(410) 889-0098  
Strauss/Heckman  
12+ Cumc 426,900



PLAYS	ARTIST/TITLE	GI (000)
32	31 HOBBASTANK/Crawling In The Dark	6262
32	30 PUDDLE OF MUDD/Blurry	6060
27	30 STAIN'D/For You	6060
27	29 LINKIN PARK/In The End	5858
31	29 CREED/Bullets	5858
30	29 PUDDLE OF MUDD/Blurry	5858
30	28 NICKELBACK/Too Bad	5656
22	25 GODSMACK/Stand Alone	5050
24	23 ROB ZOMBIE/Never Gonna Stop	4646
13	22 JIMMY EAT WORLD/The Middle	4444
23	20 COURSE OF NATURE/Caught In The Sun	4040
21	20 INCUBUS/Nice To Know You	4040
18	19 PUDDLE OF MUDD/Control	3838
18	19 P.O.D./Youth Of The Nation	3636
13	17 HEADSTRONG/Adriana	3434
17	14 TOOL/Schism	2828
15	14 INCUBUS/I Wish You Were Here	2828
13	14 LINKIN PARK/Crawling	2828
13	13 SALIVA/Your Disease	2626
17	12 PUDDLE OF MUDD/Control	2424
6	12 KID ROCK/Lonely Road Of Faith	2424
13	12 STAIN'D/For You	2222
12	11 FU MANCHU/Squash That Fly	2222
12	11 ADEMA/The Way You Like It	2222
12	11 SYSTEM OF A DOWNS/Toxicity	2222
11	11 LINKIN PARK/One Step Closer	2222
10	10 P.O.D./Alive	2020
8	10 DISTURBED/Down With	2020
6	9 EARSHOT/Get Away	1818
6	9 CREED/My Sacrifice	1616

**MARKET #21**

**WXTB/Tampa**  
Clear Channel  
(813) 832-1000  
Schmidt/Harris/Phillips  
12+ Cumc 297,800



PLAYS	ARTIST/TITLE	GI (000)
44	44 PUDDLE OF MUDD/Blurry	10472
44	44 STAIN'D/For You	10472
42	42 LINKIN PARK/In The End	9996
41	42 DEFAULT/Wasting My Time	9996
41	41 DISTURBED/Down With	9758
41	41 P.O.D./Youth Of The Nation	9758
44	41 ROB ZOMBIE/Never Gonna Stop	5712
23	24 NICKELBACK/Too Bad	5712
26	22 NICKELBACK/How You Remind Me	5236
21	22 KID ROCK/Lonely Road Of Faith	5236
20	21 PUDDLE OF MUDD/Control	4998
18	20 SAI IVA/Click Click Boom	4760
19	19 A PERFECT CIRCLE/Judith	4522
20	19 ADEMA/The Way You Like It	4522
20	19 BLINK-182/Stay Together For	4284
20	18 SYSTEM OF A DOWNS/Chop Suey	4284
16	17 GODSMACK/Greed	4046
17	17 EARSHOT/Get Away	4046
17	17 CREED/Weathered	4046
16	17 GODSMACK/Stand Alone	4046
19	17 P.O.D./Alive	4046
17	17 DROWNING POOL/Tear Away	4046
14	16 DROWNING POOL/Bodies	3808
16	16 DISTURBED/Down With	3808
16	16 SEVENDUST/Praise	3808
15	16 CREED/Bullets	3808
15	15 HOBBASTANK/Crawling In The Dark	3570
14	14 CREED/My Sacrifice	3332
12	11 LINKIN PARK/One Step Closer	2618
8	11 PRIMUS/WOZZY/N.I.B.	2618

**MARKET #22**

**KBP/Denver-Boulder**  
Clear Channel  
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Richards/B  
12+ Cumc 222,500



PLAYS	ARTIST/TITLE	GI (000)
33	31 P.O.D./Alive	4495
31	29 LINKIN PARK/In The End	4205
33	29 SYSTEM OF A DOWNS/Chop Suey	4205
21	27 DISTURBED/The Game	3915
21	27 STAIN'D/For You	3915
22	24 ROB ZOMBIE/Never Gonna Stop	3480
26	22 HOBBASTANK/Crawling In The Dark	3190
20	21 GODSMACK/Stand Alone	3045
20	20 PUDDLE OF MUDD/Blurry	2900
32	19 TOOL/Lateralus	2755
31	19 P.O.D./Youth Of The Nation	2755
12	18 SYSTEM OF A DOWNS/Toxicity	2610
26	17 GUSTON/Hey Mister	2465
19	14 NICKELBACK/Too Bad	2030
13	14 APEX THEORY/Shhh... (Hope Diggy)	2030
13	14 NICKELBACK/How You Remind Me	2030
12	13 DISTURBED/Down With	1885
14	12 DROWNING POOL/Bodies	1740
12	12 TOOL/Schism	1740
16	12 GUARASHU/Slick 'E... Up	1740
15	12 INCUBUS/Nice To Know You	1740
13	12 STEREO MUD/Pam	1740
12	12 ADEMA/The Way You Like It	

## ON THE RECORD

WITH  
**Larry McFeele**  
MD, KUPD/Phoenix



If there is one rock act that I believe KUPD helped build and watched blossom, it would be Canadian bad-asses Nickelback. Our station supported each and every single that crossed our desks. You think to yourself, "It's a no-brainer. Everyone knew 'How You Remind Me' was going to be a hit from the first moment they heard it!" But let's not forget about tunes like "Leader of Men" and the song I always thought would be their breakout hit, "Old Enough." \* These guys have really come a long way. Even the most recent single, "Too Bad," has proven to be an excellent choice. The song is already successful with both the male and female audiences across numerous demos. Don't get me wrong: Nickelback are certainly more than just a bunch of numbers. Once they're on stage, you're hit with an out-of-this-world performance from brothers Chad and Mike Kroeger. \* Of course, it doesn't hurt that Roadrunner's Mark Abramson and Rob Weldon were working the records. These guys can sniff out a hit like a D.E.A. task force dog. \* Another band that KUPD is excited to watch grow are Earshot. We, along with 14 other Active Rockers, took the plunge early on this one, and it's already showing good signs. It's top five phones in its first week of unofficial airplay. Add in the fact that 90% of the listeners think that it's Maynard from Tool belting out those "Get Away" lyrics, and you have a real firestarter on your hands!

It's finally the official add week for Warner Bros.

**Earshot**, and, despite all the early activity in recent weeks, they still manage to capture the No. 1 Most Added position at Active Rock (16 adds) — and with top dogs like KEGL/Dallas, KIOZ/San Diego and KQRC/Kansas City, no less! Six Rock adds help provide a rounded picture for "Get Away" ... Iceland's **Quarashi** (Columbia) score eight Active adds for "Stick 'Em Up," led by the venerable KXXR/Minneapolis

... Five Active adds each come in for Elektra's **Reveille** and Hollywood's **3rd Strike**. **Reveille** boast adds from KBPI/Denver; KEGL; KDOT/Reno, NV; and KICT/Wichita, while **3rd Strike** land WAAF/Boston, WZTA/Miami and WNOR/Norfolk among their adds ... Fans of pure rock are lining up in support of the three-man **Flying Tigers** on Atlantic. "Maybe" is No. 1 Most Added at Rock and pulls in six Actives as well. The second-Most Added position at Rock was a three-way tie between **Dishwalla** (Immergent), **Tommy Lee** (MCA) and the previously mentioned Earshot. **Dishwalla** stage their comeback with "Somewhere in the Middle," fueled by JR Richards' distinctive vocals. WZZO/Allentown; WAQX/Syracuse; WCMF/Rochester, NY; KFRQ/McAllen; WPLR/New Haven; and KMOD/Tulsa all lay claim to first-week add support at Rock. The Active side shows early interest from WQXA/Harrisburg; WCPR/Biloxi, MS; KTUX/Shreveport, LA; and KHTQ/Spokane. Tommy Lee's "Hold Me Down" clocks in with six more Rock and three more Active Rock adds ... MCA's **Familiar 48** get five Rock stations and another Active add on "The Question." It looks like Alternative is beginning to show interest as well ... **Custom** is gearing up to hit the road in support of his upcoming debut album, *Fast*. The tour will kick off in New Haven, CT March 12, and the first leg will go through to the end of April. "Hey Mister" has been a top-five Most Requested song at both Rock and Alternative since September. **MAX PIX: EARSHOT** "Get Away" (Warner Bros.)

— Cyndee Maxwell, Active Rock/Rock Editor

## Active Rock/Rock ON THE RADIO

# active INSIGHT

ARTIST: **Reveille**

LABEL: **Elektra/EEG**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



Reveille

By its very definition, a reveille is meant to wake the troops and rouse them to action. Appropriately enough, the group known as **Reveille** blare through the speakers loud enough to rouse rock fans sleepy from the same-ol' same ol' on the radio. The five-man army are currently attacking Active Rock and Alternative airwaves behind a remixed version of "Inside Out (Can You Feel Me Now)" featuring Cold frontman Scooter Ward. Active Rock outlets WAAF/Boston and WCCC/Hartford are showing strong support, while Alternative outlets WRZX/Indianapolis and, especially, WHFS/Washington are waking up their listeners with Reveille.

Leading the group's rap-rock assault is frontman and lyricist Drew Simollardes, who mostly spits out his reason via rhyme. Guitarists Greg Sullivan and Steve Miloszewski provide the sledgehammer riffs, while bassist Carl Randolph and drummer Justin Wilson propel the whole damn thing with a rhythm section that can both groove and grind. Simollardes gets to showcase his verbal sparring skills atop the bass-propelled verses of album opener "Unborn" before unleashing the shrapnel in the chorus. "What You Got" snags you with a big ol' hook in the chorus, while the full-on devastation of "Killing Me" razes everything in sight.

Reveille first started making noise in Chelmsford, MA, a small town about 20 miles north of Boston. While still in high school, the

five members pieced together a band and recorded a demo that was sent out to labels. Soon, the group were playing a showcase at famed New York club CBGB's, eventually signing a three-album deal with Elektra. In the summer of '99 Reveille hit the scene with their debut, *Laced*, and then hit the road for over a year, sharing stages with the likes of Static-X, Machinehead and fellow Mass-holes Godsmack and Powerman 5000.

They also landed a second-stage slot on the merry metal carnival known as Ozzfest before taking to the studio in early 2001 to record their sophomore effort, *Bleed the Sky*. And with their latest release, the sky seems to be the limit. Not only are programmers beginning to feel the buzz on "Inside Out...", but the group have picked up two nominations in the upcoming Boston Music Awards. Receiving a nod for the Rising Star Award, Reveille also find themselves next to Staind, Rob Zombie, American Hi-Fi and Aerosmith for the coveted Album of the Year honors. Now that's something to toot your own horn about. For more info on the group, head over to [www.reveille.cc](http://www.reveille.cc) or [www.reveillerock.com](http://www.reveillerock.com).

## R&R Top 20 Specialty Artists

March 8, 2002

1. **QUEEN OF THE DAMNED** (Reprise/WB) "Forsaken," "Cold"
2. **DOWN** (Elektra/EEG) "Beautifully Depressed," "The Seed"
3. **BLACK LABEL SOCIETY** (Spitfire) "Bleed For Me," "Demise Of Sanity"
4. **HATEBREED** (Universal) "I Will Be Heard," "Proven"
5. **FIVE POINTE O** (Roadrunner/IDJMG) "Untitled," "Double X Minus"
6. **3RD STRIKE** (Hollywood) "Flow Heat," "No Light"
7. **KMFDM** (Metropolis) "Sturm & Drang," "Preach/Pervert"
8. **MEGADETH** (Sanctuary/SRG) "Hangar 18," "Peace Sells..."
9. **SYSTEM OF A DOWN** (American/Columbia) "Toxicity," "Prison Song"
10. **POISON THE WELL** (Trustkill) "Lazzarro," "Sticks And Stones..."
11. **CANNIBAL CORPSE** (Metal Blade) "Pit Of Zombies," "Hatchet To Head"
12. **FEAR FACTORY** (Roadrunner/IDJMG) "Frequency," "Edgecrusher (Remix)"
13. **SEVENDUST** (TVT) "T.O.A.B.," "Damaged"
14. **36 CRAZYFISTS** (Roadrunner/IDJMG) "Bury Me Where I Fall," "Turns To Ashes"
15. **LOSTPROPHETS** (Columbia) "Shinobi Vs. Dragon Ninja," "The Fake Sound..."
16. **ENTOMBED** (Koch) "I For An Eye," "Chief Rebel Angel"
17. **MUSHROOMHEAD** (Universal) "Solitaire/Unraveling," "Empty Spaces"
18. **HEADSTRONG** (RCA) "Adriana," "All Of The Above"
19. **EARSHOT** (Warner Bros.) "Get Away," "Misery"
20. **ROB ZOMBIE** (Geffen/Interscope) "Feel So Numb," "Never Gonna Stop"

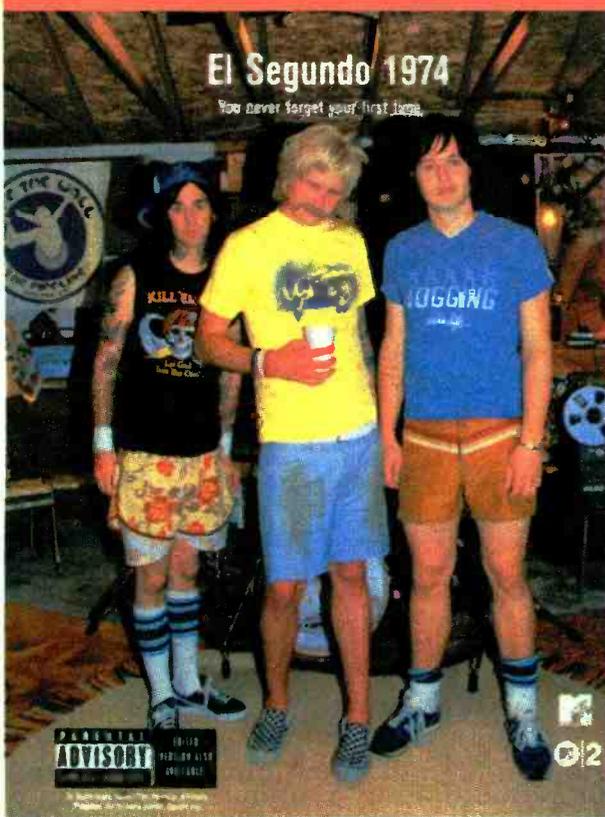
Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

## Contributing Stations/Shows

WQBK/Albany, NY  
KZRR/Albuquerque, NM  
KWHL/Anchorage, AK  
WPXC/Cape Cod, MA  
KEGL/Dallas, TX  
KBPI/Denver, CO  
KAZR/Des Moines, IA  
KLAQ/El Paso, TX  
WRQC/Ft. Myers, FL  
WKLQ/Grand Rapids  
WXQR/Greenville, NC

KIBZ/Lincoln, NE  
WTFX/Louisville, KY  
KFMX/Lubbock, TX  
KXXR/Minneapolis, MN  
WBAB/Massau-Suffolk, NY  
WJRR/Orlando, FL  
KATT/Oklahoma City, OK  
WYSP/Philadelphia, PA  
KUPD/Phoenix, AZ  
WHEB/Portsmouth, NH  
WHJY/Providence, RI

KDOT/Reno, NV  
KRXQ/Sacramento, CA  
KBER/Salt Lake City, UT  
KIOZ/San Diego, CA  
KXFX/Santa Rosa, CA  
KLPX/Tucson, AZ  
*Harddrive*  
*L.A. Lloyd's Rock 30*  
*Pile Driver*  
*Tour Bus Radio*



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Management: Rick DeVoe  
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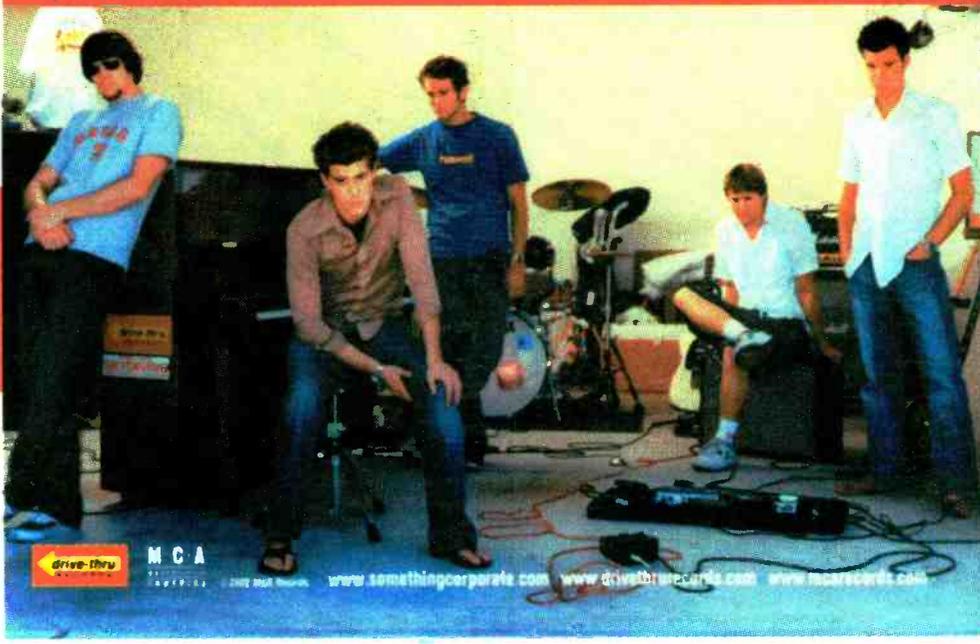


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Stations and their adds listed alphabetically by market

## Reporters

<b>WHRL/Albany, NY *</b> DM/PP/APD/MO: Lisa Biello 1 "NOREW W.K. Party" 2 SKINNEE J'S "Grown" EARSHOT "Get" QUARASHI "Stick"	<b>WEDG/Buffalo, NY *</b> PD: Lenny Diana MD: Ryan Patrick 2 QUARASHI "Stick"	<b>KTCL/Denver-Boulder, CO *</b> PD: Mike D' Connor MD: Sabrina Saunders 4 SUGARCULT "Bouncing" 4 PHANTOM PLANET "California"	<b>KPOI/Honolulu, HI *</b> PD: Mahlon Moore 1 CREED "Stand" ANDREW W.K. "Party" REVEILLE "Inside"	<b>KROQ/Los Angeles, CA *</b> VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden 1 PHANTOM PLANET "California" JIMMY EAT WORLD "Sweet" STROKES "Explain"	<b>KORX/Odessa-Midland, TX *</b> PD/MO: Michael Todd Mobley 24 CONVOY "Caught" 24 SHERYL CROW "Soak" 12 PET S-IOP BOYS "Brak" 2 SKINNEE J'S "Grown" GOB "Calling" QUARASHI "Stick" PRESSURE 4-5 "Melt" MEST "Prayer" FLYING TIGERS "Maybe" INJECTED "Faithless"	<b>KRZO/Reno, NV *</b> PD: Wendy Rollins APD/MO: Scott Santord 1 MOTH "Sound" AVALANCHES "Frontier" ROB ZOMBIE "Never"	<b>KJEE/Santa Barbara, CA</b> GM/PP: Eddie Gutierrez MD: Dakota 28 NO OOLBT "Hella" 15 PUDDLE OF MUDD "Drift" 15 SENSE FIELD "Save" PETE YORN "Strange" ROB ZOMBIE "Never" PRESSURE 4-5 "Melt"	<b>KFMA/Tucson, AZ *</b> PD: John Michael MD: Libby Carstensen 6 QUARASHI "Stick" 5 JACK JOHNSON "Flake" 5 APEX THEORY "Shih" CUSTOM "Mister"
<b>KTEG/Albuquerque, NM *</b> PD: Ellen Flaherty DROWNING POOL "Tear" ONESIDEZERO "Laugh"	<b>WAVF/Charleston, SC *</b> PD: Greg Patrick APD/MO: Danny Villalobos 1 2 SKINNEE J'S "Grown" EARSHOT "Get" LOSTPROPHETS "Shinob" TRAIN "She's"	<b>CIMX/Detroit, MI *</b> PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin OASIS "Hindu"	<b>KTBX/Houston-Galveston, TX *</b> PD/MO: Steve Robinson 3 MOTH "Sound" SIMPLE PLAN "Kid" WHITE STRIPES "Fell"	<b>WLRS/Louisville, KY *</b> Dir/Prog.: J. D. Kunes PD: Lance MD: Kyle Meredith 2 WHITE STRIPES "Fell" ANDREW W.K. "Party"	<b>WOCF/Orlando, FL *</b> PD: Alan Smith MD: Bobby Smith No Adds	<b>WDYL/Richmond, VA *</b> PD: Mike Murphy MD: Keith Dakin 34 PUDDLE OF MUDD "Drift" DROWNING POOL "Tear" HOBBASTANK "Running"	<b>WWVW/Savannah, GA</b> PD/MO: Phil Conn 11 3RD STRIKE "Light" 2 SKINNEE J'S "Grown" WHITE STRIPES "Fell"	<b>KMYZ/Tulsa, OK *</b> PD: Lynn Barstow MD: Corbin Pierce 2 EARSHOT "Get" 1 MOTH "Sound"
<b>WNNX/Atlanta, GA *</b> PD: Leslie Fram APD/MO: Chris Williams 1 QUARASHI "Stick" 311 "Amber" TENACIOUS D "Tribute"	<b>WEND/Charlotte, NC *</b> PD: Jack Daniel APD/MO: Kristen Honeycutt No Adds	<b>KNRQ/Eugene-Springfield, OR</b> PD: Chris Crowley APD/MO: Stu Allen ABANDONED POOLS "Remedy" REVEILLE "Inside" QUARASHI "Stick"	<b>WRZX/Indianapolis, IN *</b> PD: Scott Jameson MD: Michael Young TRIK TURNER "Friends"	<b>WMAD/Madison, WI *</b> PD: Pal Frawley MD: Amy Hudson 1 QUARASHI "Stick" 311 "Amber" ABANDONED POOLS "Remedy"	<b>WPLY/Philadelphia, PA *</b> PD: Jim McGuinn MD: Dan Fein 1 ANDREW W.K. "Party" 1 WEEZER "Nose" LINKIN PARK "Papercut"	<b>KCXX/Riverside, CA *</b> DM/PP: Keli Cluque APD: John DeSantis MD: Daryl James 1 REVEILLE "Inside" SEVENDUST "Again"	<b>KNDD/Seattle-Tacoma, WA *</b> PD: Phil Manning APD: Jim Keller MD: Seth Rester 7 WHITE STRIPES "Fell" QUARASHI "Stick"	<b>WHFS/Washington, DC *</b> PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 1 SEV "Same" B.R.M.C. "Love" P.O.D. "Boom"
<b>WJSE/Atlantic City, NJ *</b> PD: Al Pannello MD: Jason Ulanet 2 SKINNEE J'S "Grown" AVALANCHES "Frontier" DISHWALLA "Middle" EARSHOT "Get" FLYING TIGERS "Maybe" PRESSURE 4-5 "Melt" QUARASHI "Stick"	<b>WKQX/Chicago, IL *</b> PD: Tim Richards APD/MO: Mary Shuminas MD: Nicole Chuminatto BEN KIVELLER "Again" DASHBOARD "Screaming" KID ROCK "Faith" SUGARCULT "Bouncing"	<b>KXNA/Fayetteville, AR</b> PD: Margot Smith STATI-X "Cold" 2 SKINNEE J'S "Grown" FLYING TIGERS "Maybe" THURSDAY "Car"	<b>WPLA/Jacksonville, FL *</b> PD: Scott Petibone APD/MO: Chad Chumley 3 UNWRITTEN LAW "Red" 1 FLYING TIGERS "Maybe" BIG SKY "Design" 12 STONES "Broken" FAMILIAR 48 "Question"	<b>WMFS/Memphis, TN *</b> PD: Rob Cressman MD: Mike Killabrew 39 JIMMY EAT WORLD "Middle" 1 SOMETHING CORPORATE "Jordan" 311 "Amber" ROB ZOMBIE "Never"	<b>WZZJ/Roanoke-Lynchburg, VA *</b> PD/MO: Don Walker 22 THOMAS NEWMAN "Six" 1 WHITE STRIPES "Fell" 2 SKINNEE J'S "Grown" DISHWALLA "Middle" EARSHOT "Get" GOB "Calling" QUARASHI "Stick"	<b>KEDJ/Phoenix, AZ *</b> PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash 1 WHITE STRIPES "Fell" 2 SKINNEE J'S "Grown" MOTH "Sound"	<b>KSYR/Shreveport, LA *</b> PD/MO: Craig Cooper 1 QUARASHI "Stick" 1 DAVID DRAIMAN "Forsaken" EARSHOT "Get"	<b>WWDC/Washington, DC *</b> PD: Buddy Rizer MD: LeeAnn Curtis 1 PETE YORN "Strange" 1 WHITE STRIPES "Fell"
<b>KROX/Austin, TX *</b> PD: Melody Lee MD: Toby Ryan 1 ANDREW W.K. "Party" 1 QUARASHI "Stick"	<b>WZZN/Chicago, IL *</b> PD: Bill Gamble APD: Steve Levy MD: James VanDol AVALANCHES "Frontier" EARSHOT "Get" THURSDAY "Car"	<b>WJWX/Ft. Myers, FL *</b> PD: Lance 1 WHITE STRIPES "Fell" 1 QUARASHI "Stick"	<b>WRZK/Johnson City, TN *</b> VP/Prog. Dps.: Mark E. McKinn MD: Lance JACK JOHNSON "Flake"	<b>KMBY/Monterey-Salinas, CA *</b> DM/PP: Chris White APD: Opie Taylor 9 2 SKINNEE J'S "Grown" FLYING TIGERS "Maybe" PRESSURE 4-5 "Melt" PUDDLE OF MUDD "Drift"	<b>KWDD/Sacramento, CA *</b> PD: Ron Bunce APD: Boomer 2 DASHBOARD "Screaming" 1 AVALANCHES "Frontier" EARSHOT "Get" FLYING TIGERS "Maybe" THURSDAY "Car"	<b>KZON/Phoenix, AZ *</b> DM/PP: Tim Maranville APD/MO: Kevin Mannion DISHWALLA "Middle" FLYING TIGERS "Maybe"	<b>WWSX/Wilkes-Barre, PA *</b> PD: Chris Lloyd APD: Jay Hunter MD: Freddie 1 SLIPKNOT "Plague" ONESIDEZERO "Laugh" WHITE STRIPES "Fell"	
<b>KNXX/Baton Rouge, LA *</b> PD/MO: Randy Chase APD: Bill Jackson "Flaw" "Whole" WHITE STRIPES "Fell"	<b>WAQZ/Cincinnati, OH *</b> PD: Rick Jamie APD/MO: Shaggy No Adds	<b>WXTM/Cleveland, OH *</b> PD: Kim Monroe MD: Dorn Nardella ANDREW W.K. "Party"	<b>WNFZ/Knoxville, TN *</b> PD: Dan Bozyk APD/MO: Anthony Proffitt MD: Opie Hines 1 QUARASHI "Stick" 3RD STRIKE "Light" EARSHOT "Get"	<b>WBUX/Nashville, TN *</b> PD: Brian Krysz DROWNING POOL "Tear" QUARASHI "Stick" WHITE STRIPES "Fell"	<b>WXDX/Pittsburgh, PA *</b> PD: John Moschitta MD: Winnie 2 ANDREW W.K. "Party" 1 EARSHOT "Get" 1 FAMILIAR 48 "Question" 1 REVEILLE "Inside"	<b>WZNE/Rochester, NY *</b> No Adds	<b>WWSX/Wilkes-Barre, PA *</b> PD: Steve King MD: Meathad ABANDONED POOLS "Remedy" GOB "Calling" 2 SKINNEE J'S "Grown" REGENCY BUCK "Change"	
<b>WRAX/Birmingham, AL *</b> PD: Susan Groves APD: Hurricane Shane MD: Mark Lindsey 9 PHANTOM PLANET "California" 4 SOMETHING CORPORATE "Jordan" 1 INJECTED "Faithless" 2 SKINNEE J'S "Grown" TENACIOUS D "Tribute"	<b>WARQ/Columbia, SC *</b> OM/PP/MO: Gina Juliano 2 SKINNEE J'S "Grown" MOTH "Sound"	<b>WGRD/Grand Rapids, MI *</b> PD: Bobby Duncan 1 DISHWALLA "Middle" 1 FLYING TIGERS "Maybe" EARSHOT "Get"	<b>WWDX/Lansing, MI *</b> PD: Chili Walker 3 EARSHOT "Get" 1 DAVID DRAIMAN "Forsaken"	<b>WRRV/Newburgh, NY</b> PD: Andrew Boris 2 SKINNEE J'S "Grown" EARSHOT "Get" GRAVITY KILLS "Thing"	<b>WCYY/Portland, ME</b> PD: Herb Ivy MD: Brian James SEVENDUST "Again" MOTH "Sound" WHITE STRIPES "Fell" DROWNING POOL "Tear" EARSHOT "Get" REVEILLE "Inside" WEEZER "Nose"	<b>WYZZ/Lexington-Fayette, KY *</b> PD: B. J. Kinard MD: Suzy Boe QUARASHI "Stick" REVEILLE "Inside"	<b>WSUN/Tampa, FL *</b> DM: Chuck Beck PD: Shark 18 PUDDLE OF MUDD "Drift" 1 JACK JOHNSON "Flake" 1 EARSHOT "Get" WHITE STRIPES "Fell"	
<b>KQXR/Boise, ID *</b> PD: Jacent Jackson MD: Kallao 2 WEEZER "Nose" EARSHOT "Get" QUARASHI "Stick"	<b>WWCD/Columbus, OH *</b> PD: Andy Davis MD: Jack DeVoss 311 "Amber"	<b>WXNR/Greenville, NC *</b> PD: Jeff Sanders APD: Turner Watson EARSHOT "Get"	<b>KXTE/Las Vegas, NV *</b> PD: Dave Wellington APD/MO: Chris Ripley 1 REVEILLE "Inside" DOPE "Away" HOBBASTANK "Running" PUDDLE OF MUDD "Drift" TOOL "Parabola"	<b>WXRK/New York, NY *</b> PD: Steve Kingston MD: Mike Peer HOBBASTANK "Running" STROKES "Explain"	<b>KNRK/Portland, OR *</b> PD: Mark Hamilton APD/MO: Jayn 8 TENACIOUS D "Tribute" 1 WHITE STRIPES "Fell" 1 QUARASHI "Stick"	<b>WWRQ/Hartford, CT *</b> PD: Todd Thomas MD: Chaz Kelly 1 MEST "Prayer" 1 ANDREW W.K. "Party" 2 SKINNEE J'S "Grown" PHANTOM PLANET "California" REVEILLE "Inside"	<b>WFSM/Wilmington, NC</b> PD: Knothead 8 2 SKINNEE J'S "Grown" 8 QUARASHI "Stick" 8 EARSHOT "Get" PRESSURE 4-5 "Melt"	
<b>WBCN/Boston, MA *</b> VP/Programming: Dedipas APD/MO: Steven Strick No Adds	<b>WXXE/Dayton, OH *</b> PD: Steve Kramer MD: Boomer 5 PUDDLE OF MUDD "Drift" 1 EARSHOT "Get" STATI-X "Cold"	<b>WEEO/Hagerstown, MD</b> PD: Brad Hunter APD: Dave Roberts BUSH "Infralable" DASHBOARD "Screaming" 2 SKINNEE J'S "Grown" DISHWALLA "Middle" EARSHOT "Get"	<b>KLEC/Little Rock, AR *</b> Dir./Prog.: Larry LeBlanc MD: Peter Gunn 1 WHITE STRIPES "Fell" 1 QUARASHI "Stick" 1 SLIPKNOT "Plague"	<b>WROX/Norfolk, VA *</b> PD: Michele Diamond MD: Mike Powers 1 EARSHOT "Get" GOB "Calling" WHITE STRIPES "Fell" PETE YORN "Strange"	<b>WBRU/Providence, RI *</b> PD: Tim Schiavelli MD: Annie Shapiro 2 PETE YORN "Strange" 1 WHITE STRIPES "Fell" 1 PHANTOM PLANET "California" 1 DROWNING POOL "Tear" 1 JOHN MAYER "Such" ABANDONED POOLS "Remedy" CREED "Stand"	<b>XTRA/San Diego, CA *</b> PD: Bryan Schock MD: Chris Muckley 4 JIMMY EAT WORLD "Sweet" 2 B.R.M.C. "Love"	<b>KITS/San Francisco, CA *</b> PD: Jay Taylor MD: Aaron Axelsen 1 QUARASHI "Stick"	

### \* Monitored Reporters

86 Total Reporters

76 Total Monitored

10 Total Indicator



## New & Active

**REVEILLE** Inside Out (Can You Feel...) (Elektra/EEG)  
 Total Plays: 329, Total Stations: 37, Adds: 8

**PETE YORN** Strange Condition (Columbia)  
 Total Plays: 321, Total Stations: 26, Adds: 5

**WEEZER** Dope Nose (Geffen/Interscope)  
 Total Plays: 306, Total Stations: 10, Adds: 3

**MOTH** I See Sound (Virgin)  
 Total Plays: 302, Total Stations: 33, Adds: 6

**DASHBOARD CONFESSIONAL** Screaming Infidelities (TVT)  
 Total Plays: 289, Total Stations: 18, Adds: 4

Songs ranked by total plays

**TENACIOUS D** Tribute (Epic)  
 Total Plays: 271, Total Stations: 21, Adds: 3

**DAVID DRAIMAN** Forsaken (Reprise)  
 Total Plays: 258, Total Stations: 26, Adds: 3

**QUARASHI** Stick 'Em Up (Time Bomb/Columbia)  
 Total Plays: 238, Total Stations: 37, Adds: 21

**PUDDLE OF MUDD** Drift & Die (Flawless/Geffen/Interscope)  
 Total Plays: 236, Total Stations: 11, Adds: 5

**CREED** Stand Here With Me (Wind-up)  
 Total Plays: 217, Total Stations: 11, Adds: 2

## Indicator

### Most Added

**2 SKINNEE J'S** Grown Up (Volcano)

**EARSHOT** Get Away (Warner Bros.)

**PRESSURE 4-5** Melt Me Down (DreamWorks)

**QUARASHI** Stick 'Em Up (Time Bomb/Columbia)

**ABANDONED POOLS** Remedy (Extasy)

**THURSDAY** Understanding In A... (Victory Music, Inc.)

**WHITE STRIPES** Fell In Love With A Girl (Third Man/V2)

**FLYING TIGERS** Maybe (Atlantic)

**GOB** I Hear You Calling (Nettwerk)

**INJECTED** Faithless (Island/IDJMG)

**ROB ZOMBIE** Never Gonna Stop... (Geffen/Interscope)

**MOTH** I See Sound (Virgin)

**PETE YORN** Strange Condition (Columbia)

**REVEILLE** Inside Out (Can You Feel...) (Elektra/EEG)

**DROWNING POOL** Tear Away (Wind-up)

**GRAVITY KILLS** One Thing (Sanctuary/SRG)

**SENSE FIELD** Save Yourself (Nettwerk)

**SEVENDUST** Live Again (TVT)

**REGENCY BUCK** Free To Change Your Mind (DreamWorks)

**STATI-X** Cold (Warner Bros.)

## PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:

R&R, c/c Mike Davis:

10100 Santa Monica Blvd., 3rd Floor, Los Angeles, CA 90067

E-mail: mdavis@rronline.com

# the White Stripes



**M/2**  
heavy  
Rotation

  [www.whitestripes.com](http://www.whitestripes.com)  
[www.v2music.com](http://www.v2music.com)

**“White Blood Cells” now over 70K scanned!**

### Most Added 2 Weeks In A Row

WXRK top 5 Phones

KROQ – moved up rotation this week. . . phones!

WHFS 36x top 5 phones!

KPNT top 5 phones!

Q101 26x WZZN 30x 89X 23x

### new This Week:

KNDD	KNRK	DC101	KTBZ	WBRU	WZNE
KEDJ	WROX	WLRS	WBUZ	WJBX	WBSX
WWVV	KNXX	WZZI	WCYY	KLEC	

### already On:

Live 105	WBCN	WFNX	91X	KZON	KFMA
WAQZ	WKRL	WXRI	WPBZ	WXZZ	KWOD

JIM KERR

jimkerr@rronline.com



## An E-Mail Exchange

### □ P2s, research and e-mail as an engine of learning

I received a few e-mails from researchers about the interview I did with Coleman's Warren Kurtzman (1/18, 1/25) and Steve Casey's response to Coleman's new auditorium music test product (2/15). The wealth of information in these exchanges was quite educational to me, and none so much as my correspondence with Casey. Personally, I think that Casey didn't appreciate the new Coleman model, especially in the realm of P2s. That led to a lively exchange of e-mail that I think you may find instructive.

I sincerely hope that exchanges like the following (whether via e-mail or over the phone) occur fairly regularly in the radio world. My fear is that they don't. There are too many top-down decisions without discussion, there is not enough communication among peers, and there isn't even enough time to ask questions. So, I print the following both as an inspiration (even e-mail can be used for a Socratic exchange) and an education (even things as black-and-white as an auditorium test are not quite so black-and-white).

**From: Steve Casey**

**To: Jim Kerr**

**Sent: Thursday, Feb. 21, 2002**

**Subject: Thank you!**

Dear Jim,

I want to take a moment to thank you for printing my thoughts about the research model and the role of P1 listeners in an AMT sample.

Lately, what I've been excited about is how powerful the music research can be now with the addition of Pure Core. It took about two years to develop, and I started using it almost a year ago, beginning with Virgin in London.

**From: Jim Kerr**

**To: Steve Casey**

**Sent: Tuesday, Feb. 26, 2002**

**Subject: RE: Thank you**

I like what you've told me about Pure Core and how it can analyze the sample of listeners after the fact. Almost like a self-regulator.

Anyway, I personally feel that many people underestimate the power of heavy-usage P2s, especially in markets with competing stations going head to head. I just sent a proposal to Bob Michaels for Arbitron to do some analysis on heavy-usage P2s to see how much they contribute to the AQH of a station. My guess is that it is substantial.

**From: Steve Casey**

**To: Jim Kerr**

**Sent: Tuesday, Feb. 26, 2002**

**Subject: P2s**

Let me just lob this thought over the fence: There are two problems in your focus on P2s. The first is how unimportant they are.

When you look at Arbitron's fig-

ures, I think you'll find that P1s tend to make up about 41% of a station's audience while providing about 78% of the AQH ratings. This is the often-quoted 2-to-1 power ratio.

I think you'll also find that P2s tend to make up about 23% of a station's audience while providing about 14% of the AQH ratings. As you can see, there is a negative power ratio, even with P2s. So, even with whatever boost the P2 contribution may get from heavy radio users, P2s remain a poor target. Go for the P1s, including the P1s who are heavy radio users.

You don't even want to know about P3s: 13% of the audience and only 4% of the ratings.

The second problem with your focus on P2s is cause and effect. That is, while, of course, some P2s are heavy radio users and thus (sort of accidentally) give a station more quarter-hours than some P1s, they aren't heavy radio users *because* of anything the P2 station did. And there is nothing you can do to a station that will artificially change the balance of light P2s to heavy P2s. It is a natural curve that is a constant. Those TSL curves are why the reach-and-frequency models work.

What you can do is make more P1s. That will also create more P2s. The ratio of P1s to P2s is also pretty much a constant. And even if you could (and you can't) artificially attract more P2s who are heavy radio listeners, you'd more than pay the price in lost P1s. Because the fundamental thing that drives radio listening is that a P1 prefers you most, and a P2 doesn't prefer you most. You're expendable. Do you want to sacrifice the 78% for the 14%?

**From: Jim Kerr**

**To: Steve Casey**

**Sent: Wednesday, Feb. 27, 2002**

**Subject: P2s**

I think your percentages of P1 impact are a little high. A more realistic range (at least for the Alternative format) would be that 35% of your station's listeners are P1s, and they deliver 70% of your ratings. Ten percent doesn't seem like a big difference, but I think it is. Regardless, if you look at raw quarter-hour usage and separate listening by quintiles, you'll find that the top 20% of your radio users con-

tribute a huge percentage of your ratings. The difference between this and the P1 model is that some of those listeners in the 20% range won't be P1s.

The bottom line for me is, why ignore someone who is giving you a ton of listening, even if they happen to listen to your competitor (perhaps even slightly) more. Additionally, I would expect that if you want to grow ratings, by focusing on these "cusp"-type listeners (not P1s, but they listen a lot), you'd have a bigger upside than by concentrating on listeners who already listen to you a lot and are satisfied.

Note that I'm not saying don't serve the P1s. Quite the contrary, I'm saying serve the P1s, but don't forget that this universe of heavy-usage P2s is important to growth.

**From: Steve Casey**

**To: Jim Kerr**

**Sent: Wednesday, Feb. 27, 2002**

**Subject: RE: P2s**

It will be interesting to see what the P1-P2 breakdowns for the Alternative format are. In my work with diary analysis, I never noticed anything different about the Alternative format's distribution curve, but I wasn't looking for it.

I did go back for you and put together an average for the number of P2s within the upper quintile. The average breakdown is:

P1s: 88%

P2s: 11%

P3s: 1%

And, yes, the top quintile is *huge*. The top quintile will deliver about 65% of your ratings.

I expect Arbitron will confirm these numbers. Again, usually these values are not format-dependent. And, as you can see, the P2 percentage is hopelessly swamped by the P1 percentage.

I think there is merit in your suggestion that some P2s are important for growth of the station. Specifically, those P2s who, based on what their music tastes are, *should* be P1s but aren't yet. Perhaps you haven't gotten them to sample you enough to realize it.

With our Pure Core product, those who fit that description *will* be discovered. The analysis will move them up if they are found to have a taste in music that aligns well with the format.



GRAMMY HIGH JINKS

WKQX (Q101)/Chicago afternoon drive host Sludge made the long haul to L.A. to broadcast live from the Grammy Awards. Chaperoning young Mr. Sludge was Q101 Programming Coordinator Nicole Claps. Seen here proving their rock 'n' roll pedigrees via hand signals are (l-r) Sludge, Tantric's Hugo Ferreria and Claps.

Pure Core is partially your P1s, but any P1s who are tenuous because their tastes aren't really right are replaced by others, P2 or P-something, whose tastes *are*.

Of course, we can't go hog-wild with Pure Core only — AMTs are still a tactical tool. We want to consider today's P1s and manage burned songs, favorites, etc., to keep them P1s. But if you extend the time horizon out a bit more, Pure Core really starts coming into play, and, with it, you can be 100% certain that a station will not drift away from the optimal position.

Actually, Jim, we are not so different in our thinking. I think we both see the need to be tactical, but also to be strategic. I think that the key to the strategic thinking must include a careful analysis of the music tastes of the respondent, based on a post-survey analysis and a careful determination of the center for the format's fans, contrasted against the center for the current P1.

I think you are saying, and I agree, that growth tomorrow will come from today's P2s. But which ones? I know that you think high-TSL P2s are a key. My experience is that there are too few of them, and they are often on the wrong side of the P2-P1 divide for a good reason and can't be converted. But, with additional analysis, the P2s you are searching for — the best prospects for growing the station — *can* be found.

**From: Jim Kerr**

**To: Steve Casey**

**Sent: Thursday, Feb. 26, 2002**

**Subject: More on P2s**

The only thing is that your screener ignores P2s. Again, I understand the importance of P1s, and I especially understand the importance of finding the *right* P1s (which I applaud you for). And I also understand that the upper-quintile P2s may be only 11%, but, since they are in the upper quintile, it is fairly obvious that their impact will be far greater than 11% — perhaps as high as 20% of your AQH or even higher. I think 20% of your ratings from a fairly select group is significant. Hey, I could be wrong on the 20% though. I guess my bottom

line, assuming the 20% figure, is that you don't want to simply ignore the tastes of a fairly select group that provides one-fifth of your ratings, especially since you can assume by their heavy usage that they are consistent listeners.

Your analysis of the upper quintile also confirmed the fairly obvious (by now) statement that all P1s are not created equal, and I really applaud your Pure Core product for being able to weed out the not-as-important P1s.

**From: Steve Casey**

**To: Jim Kerr**

**Sent: Thursday, Feb. 26, 2002**

**Subject: RE: More on P2s**

Oh, no! Our AMT screener is usually 100% cume — 50% P1, and the other 50% are P1 to one of the two (or sometimes three) closest competitors. Almost all of that 50% will indeed be P2 listeners. The problem with Coleman's approach is that there is too little P1 representation, and it isn't controlled.

I've never advocated 100% P1, but you do need enough to be able to work with them, and you need to identify them. Most people — not just me — find that 50% to 60% P1 gets the job done.

But, yes, I think all of those arguments are made less important by my new analysis capabilities. But not entirely. So long as people keep the sample sizes fairly low, sample composition will remain important. In Europe and Africa most stations use a 200-250 sample size. That gives a lot more ability to compare different slices of the audience cake.

Also, with 11% of the heavy-quintile listeners being P2s, the total contribution of the P2s to the upper quintile is .11 times .65, or 7%. [P2 composition times upper-quintile contribution].

The P2 contribution across all quintiles is only 14%, so it can't be 20% just from the upper quintile. In fact, it is 7%.

Would I get nuts about the people generating 7% or 11% or even 14% of my quarter-hours? No, and neither would you — except for those whose music tastes tell us are poised for easy conversion to P1.

# R&R Alternative Top 50

March 8, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	2992	-100	340347	19	75/0
2	2	P.O.D. Youth Of The Nation (Atlantic)	2854	+15	325439	11	76/0
3	3	HOOBASTANK Crawling In The Dark (Island/IDJMG)	2578	+12	249961	19	75/0
6	4	JIMMY EAT WORLD The Middle (DreamWorks)	2451	+58	277730	16	68/2
4	5	DEFAULT Wasting My Time (TVT)	2401	-95	207553	24	68/0
5	6	LINKIN PARK In The End (Warner Bros.)	2328	-94	249744	32	76/0
7	7	STAIN'D For You (Flip/Elektra/EEG)	2283	+100	240693	10	72/0
9	8	NICKELBACK Too Bad (Roadrunner/IDJMG)	1979	+20	162120	11	72/0
11	9	BLINK-182 First Date (MCA)	1894	+172	185302	8	73/1
10	10	INCUBUS Nice To Know You (Immortal/Epic)	1894	-40	188887	12	74/0
8	11	STROKES Last Nite (RCA)	1747	-289	208308	17	68/0
12	12	TRIK TURNER Friends + Family (RCA)	1647	+30	164278	9	71/1
13	13	INCUBUS I Wish You Were Here (Immortal/Epic)	1513	-62	176418	28	72/0
16	14	UNWRITTEN LAW Seein' Red (Interscope)	1506	+186	177010	8	70/1
14	15	ADEMA The Way You Like It (Arista)	1474	-12	112516	14	65/0
15	16	SYSTEM OF A DOWN Toxicity (American/Columbia)	1439	+53	186259	9	67/0
18	17	X-ECUTIONERS It's Goin' Down (Loud/Columbia)	1405	+116	159127	8	64/0
21	18	CUSTOM Hey Mister (ARTIST Direct)	1218	+22	83293	16	55/1
17	19	SYSTEM OF A DOWN Chop Suey (American/Columbia)	1189	-109	158743	31	62/0
20	20	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1165	-78	127899	31	69/0
22	21	GODSMACK I Stand Alone (Republic/Universal)	1113	-21	85192	5	62/0
19	22	OFFSPRING Defy You (Columbia)	1082	-193	128615	14	54/0
26	23	ROB ZOMBIE Never Gonna Stop (The Red...) (Geffen/Interscope)	924	+41	93749	5	56/2
24	24	SUM 41 Motivation (Island/IDJMG)	921	-44	84509	8	60/0
27	25	INJECTED Faithless (Island/IDJMG)	894	+89	52907	8	47/1
23	26	CREED My Sacrifice (Wind-up)	880	-91	79396	19	50/0
29	27	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	831	+31	54437	9	41/0
25	28	CREED Bullets (Wind-up)	808	-122	58182	6	52/0
30	29	TOOL Lateralus (Volcano)	643	-86	44388	16	32/0
28	30	FOO FIGHTERS The One (Columbia)	590	-214	76948	11	45/0
35	31	LOSTPROPHETS Shinobi Vs. Dragon Ninja (Columbia)	578	+59	55543	5	42/1
40	32	311 Amber (Volcano)	575	+103	45782	3	42/4
31	33	STARSAILOR Good Souls (Capitol)	558	-37	50328	9	41/0
32	34	BAD RELIGION Sorrow (Epitaph)	557	-16	61168	10	34/0
34	35	SOMETHING CORPORATE If You C Jordan (Drive-Thru/MCA)	542	+8	58567	5	39/2
39	36	ABANDONED POOLS Remedy (Extasy)	540	+63	55227	4	41/2
41	37	LINKIN PARK Papercut (Warner Bros.)	535	+75	122960	6	14/1
38	38	APEX THEORY Shhh... (Hope Diggy) (DreamWorks)	515	+26	37883	6	43/1
Debut	39	SEVENDUST Live Again (TVT)	500	+239	33059	1	37/2
33	40	TANTRIC Mourning (Maverick/Reprise)	460	-92	29688	15	25/0
43	41	PHANTOM PLANET California (Daylight/Epic)	440	+33	38095	4	35/5
37	42	LENNY KRAVITZ Stillness Of Heart (Virgin)	427	-66	28577	4	35/0
42	43	LOCAL H Half Life (Palm Pictures)	424	-18	32237	7	30/0
44	44	DROWNING POOL Tear Away (Wind-up)	419	+55	32068	2	36/5
45	45	LINKIN PARK My December (Warner Bros.)	383	+23	55930	3	8/0
36	46	EDDIE VEDDER You've Got To Hide Your... (V2)	347	-169	57528	9	30/0
50	47	STATIC-X Cold (Warner Bros.)	341	+40	41670	3	30/1
48	48	JACK JOHNSON Flake (Enjoy/Universal)	332	+4	37641	3	29/4
Debut	49	WHITE STRIPES Fell In Love With A Girl (Third Man/V2)	331	+138	92370	1	35/16
49	50	SUGARCULT Bouncing Off The Walls (Ultimatum/Artemis)	331	+26	18949	2	28/2

76 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
QUARASHI Stick 'Em Up (Time Bomb/Columbia)	21
EARSHOT Get Away (Warner Bros.)	20
WHITE STRIPES Fell In Love With A Girl (Third Man/V2)	16
2 SKINNEE J'S Grown Up (Volcano)	10
REVEILLE Inside Out (Can You Feel...) (Elektra/EEG)	8
ANDREW W.K. Party Hard (Island/IDJMG)	8
FLYING TIGERS Maybe (Atlantic)	7
MOTH I See Sound (Virgin)	6

## ANDREW W.K. "PARTY HARD"

New This Week At:

WPLY WDX WXTM WMRQ  
KROX WHRL WLRS KPOI

THE ISLAND DEF JAM MUSIC GROUP  
A UNIVERSAL MUSIC COMPANY

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SEVENDUST Live Again (TVT)	+239
UNWRITTEN LAW Seein' Red (Interscope)	+186
BLINK-182 First Date (MCA)	+172
WEEZER Dope Nose (Geffen/Interscope)	+149
WHITE STRIPES Fell In Love With A Girl (Third Man/V2)	+138
MOTH I See Sound (Virgin)	+120
X-ECUTIONERS It's Goin' Down (Loud/Columbia)	+116
REVEILLE Inside Out (Can You Feel...) (Elektra/EEG)	+111
DASHBOARD CONFESSIONAL Screaming... (TVT)	+105
311 Amber (Volcano)	+103

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
P.O.D. Alive (Atlantic)	1099
DISTURBED Down With The Sickness (Giant/Reprise)	966
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	815
WEEZER Hash Pipe (Geffen/Interscope)	784
TOOL Schism (Volcano)	783
SUM 41 Fat Lip (Island/IDJMG)	730
STAIN'D Fade (Flip/Elektra/EEG)	702
ALIEN ANT FARM Smooth Criminal (DreamWorks)	671
ALIEN ANT FARM Movies (DreamWorks)	645
LINKIN PARK Crawling (Warner Bros.)	628
PAPA ROACH Last Resort (DreamWorks)	583
BLINK-182 Stay Together For The Kids (MCA)	550
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	529
FUEL Hemorrhage (In My Hands) (Epic)	514
INCUBUS Drive (Immortal/Epic)	488
SALIVA Your Disease (Island/IDJMG)	444
TANTRIC Breakdown (Maverick/Reprise)	391

# SUGARCULT

"BOUNCING OFF THE WALLS" From their album *Start Static*

The lead single from the upcoming film, National Lampoon's *Van Wilder*, and featured in Artisan Entertainment's \$20 million advertising campaign.

**On Tour Now with Unwritten Law!**

New This Week: Q101 KTCL!

DC101	91-X	KFSD	KWOD
KCXX	WROX	WMRQ	WZNE
WHRL	WGRD	KMYZ	KNXX
WARQ	KLEC	WXTW	WWDX
WZZI	WJSE	WEDG	WAQZ
WBUZ	WMAD	WKRL	KPOI

Produced, Recorded, and Mixed by Mark Trombino Album Produced by Matt Wallace Managed by Raspler Management [sugarcult.com](http://sugarcult.com)

DC101 Top 5 Phones  
KPOI Top 5 Phones  
WMAD #1 Phones  
WPBZ #3 Phones  
KEDJ #6 Phones  
WMRQ Top 10 Phones



# B.R.M.C. LOVE BURNS

**ADDED IT EARLY!!!**

**WHFS 91X KPNT**

**WZZN KAEP**

**Major market tour with  
Spiritualized starting 4/1!!**

the new song from their debut album

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*Virgin* **ABSTRACT  
DRAGON**

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## ON THE RECORD

with  
**James VanOsdol**  
MD/midday host,  
WZZN/Chicago



Right now I'm really into The Faint's "Elegantly Posed," Student Rick's "Monday Morning," The Hives' "Hate to Say I Told You So," South's "Paint the Silence" and anything on the And You Will Know Us By The Trail Of Dead album *Source Codes and Tags*. • What we're on that other stations aren't: Black Rebel Motorcycle Club. Bands like this are why most of us in Alternative radio got into Alternative radio. • We have had amazing success with both Dispatch and O.A.R. These two bands are very familiar to the 12-24 audience and sell out venues across the country. Because they're both independent, they haven't even scratched the format's radar. We realized from Day One that, in order to be meaningful to our audience, we need to think beyond whatever the big five corporations send us every week. • In this market we're the only ones on Andrew W.K., Godsmack, Dashboard Confessional and Static X. We were also proud early flag-wavers for John Mayer, Sensefield, Local H, Something Corporate and 2 Skinnee J's. And we couldn't wait on Creed's "Hide," the obvious smash from *Weathered*. • Regency Buck's "Free to Change Your Mind" improves with each subsequent listen. • Soul Hooligan's "Algebra" is something we all instantly loved in our music meeting. Dashboard Confessional is an artist who evokes a huge amount of passion. "Screaming Infidelities" is far from being an obvious radio song, but we think this could be a genuine sleeper. More cool stuff to come, I promise.

It was a cool week on the new-music front and featured one of those shootouts that I love: Two new bands with a similar buzz fighting for the No. 1 Most Added spot. To top it off, we almost had a tie! Well, **Quarashi's** "Stick 'Em Up" came out in front by one station with 21 adds, but **Earshot's** "Get Away" was right on their heels with 20 adds. Adding in early action, both songs have over 30 adds and are well on their way to big things ... **White Stripes** continue to turn heads and gain devotees. "Fell in Love..." scores 16 more adds this week ... **Volcano** closes out the double-digit Most Added songs this week with **2 Skinnee J's** and "Grown Up" ... A whole bunch of cool songs continue to make progress toward the chart as they close in on half the panel (or more), including **Reveille's** "Inside Out..." (No. 1 New & Active), **Moth's** "I See Sound" (*huge* at specialty shows) and **Phantom Planet's** "California" (heading for the top 40) ... OK, before I lose the indie record theme I've had going for three weeks now, it's worth mentioning the story behind **Thursday** on tiny Victory Records. With some heavyweight support already behind them (including KNDD/Seattle, KEDJ/Phoenix, WKQX/Chicago and WZZN/Chicago), they're definitely worth checking out. **RECORD OF THE WEEK: Drowning Pool "Tear Away"**



— Jim Kerr, Alternative Editor

# COMING RIGHT UP

ARTIST: **B.R.M.C.**

LABEL: **Virgin**

By **KATY STEPHAN**/ALTERNATIVE SPECIALTY EDITOR

If you think band names are insignificant and superficial, please skip to paragraph six while I explain that, in the realm of band-name acronyms, B.R.M.C. kicks everybody's ass.

I think we can all agree that AC/DC is the granddaddy of rock acronyms. Maybe they really did get the name from a vacuum cleaner (alternating current/direct current), but for many kids of the '70s, the name AC/DC was an introduction to some sophisticated terminology of the sexual revolution. Cool.

ELO might be cool if it didn't stand for Electric Light Orchestra. And ABC doesn't rate much higher than OK as a band name. R.E.M.? Not exactly award-winning. Now, with KMFDM, we're getting somewhere. For an extensive list of possible meanings (offered by — who else — two college-radio DJs), go to [www.sonicenvelope.com/thread2.html](http://www.sonicenvelope.com/thread2.html).

Of course, Kiss doesn't count. Despite the rumor that scandalized many a dull P.T.A. meeting, Kiss is not an acronym for Kids In Satan's Service. It's just Kiss.

If you want a groovy acronym, you must go to a groovy source. That's exactly what San Franciscans Peter Hayes, Robert Turner and Nick Jago did a few years ago when their band needed a name. They turned to *The Wild One*, a Marlon Brando film that practically invented rebellious teenagers. It parallels the real-life rampage of a motorcycle gang that terrorized a California town in 1947. In the film, Brando's gang is called the Black Rebels Motorcycle Club, or B.R.M.C. Makes P.O.D. sound kinda weak, doesn't it?

If you think band names don't count for much, you have to ask yourself this: If the music of Black Sabbath came from a band called Hootie & The Blowfish, could you admit to liking it? No, my friend. You could not.

Our heroes from Frisco found a name that evokes tough, leather-clad bad boys of a bygone



B.R.M.C.

era — a name that perfectly suits their sound. B.R.M.C. were among the first of a bevy of uber-hip bands to head for the garage, and they're often compared to both The Strokes and The White Stripes. But Noel Gallagher wanted to sign B.R.M.C. to his Brother Records imprint after hearing their 16-track demo back in 1999, before The Strokes had ever ventured out of their practice studio. (Coincidentally, B.R.M.C. bassist-vocalist Robert Turner does share something in common with Strokes guitarist Albert Hammond: They both have famous music-industry fathers — in Turner's case, Michael Been of The Call.)

B.R.M.C. are a little more loose and Velvet-y than some other students of the lo-fi school, more Haight-Ashbury afternoon than New York minute, and they achieve jangly, bad-ass perfection without sounding like they're trying too hard.

"Screaming Gun," "Whatever Happened..." and "Red Eyes and Tears" have been steadily burning on specialty shows for months, subversively transcending the system. While other bands' overhyped singles have come and gone, B.R.M.C. have been keeping the airwaves cool. The rest of the world may be hopping on the retro-rock bus, but B.R.M.C.'s driving.

Oh yeah, about whole name thing. It's completely uncool to call S.F. Frisco, but if you're hip enough to be a B.R.M.C. fan, you can almost pull it off.



## 2 SKINNEE J'S / GROWN UP

20 Adds Out of The Box!

Q101 21x WZZN 25x  
KEDJ KPNT WMRQ

WRAX WHRL KMBY WARQ WZZI WJSE WWVV  
WAVF KXNA WXSJ WSFM KQRX WRRV WEEQ

#4 MOST ADDED

Album "Volumizer" In Stores March 19 Tour Starts March 19

Video Directed by & Starring Andy Dick





America's Best Testing Alternative Songs  
 12+ For The Week Ending 3/8/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
LINKIN PARK In The End (Warner Bros.)	4.30	4.34	99%	40%	4.30	99%	42%
PUDDLE ... Blurry (Flawless/Geffen/Interscope)	4.21	4.30	97%	29%	4.18	97%	32%
HOBASTANK Crawling In The Dark (Island/IDJMG)	4.20	4.26	91%	18%	4.14	93%	20%
JIMMY EAT WORLD The Middle (DreamWorks)	4.17	4.18	85%	18%	4.10	87%	19%
INCUBUS I Wish You Were Here (Immortal/Epic)	4.12	4.18	97%	31%	4.09	99%	33%
NICKELBACK Too Bad (Roadrunner/IDJMG)	4.09	4.07	90%	17%	4.03	91%	18%
STAINED For You (Flip/Elektra/EEG)	4.06	4.07	87%	19%	4.06	91%	20%
ADEMA The Way You Like It (Arista)	4.04	4.01	75%	11%	4.04	77%	12%
DEFAULT Wasting My Time (TVT)	4.04	4.15	89%	25%	4.03	94%	28%
INCUBUS Nice To Know You (Immortal/Epic)	4.02	4.07	91%	22%	3.97	93%	22%
UNWRITTEN LAW Seein' Red (Interscope)	4.00	4.03	49%	6%	3.97	50%	7%
SYSTEM ... Chop Suey (American/Columbia)	3.99	4.02	93%	36%	4.02	94%	35%
NICKELBACK ...Remind Me (Roadrunner/IDJMG)	3.97	3.99	99%	57%	3.98	100%	57%
P.O.D. Youth Of The Nation (Atlantic)	3.97	4.03	98%	31%	3.92	98%	33%
OFFSPRING Defy You (Columbia)	3.95	3.99	89%	19%	3.86	91%	21%
P.O.D. Alive (Atlantic)	3.91	3.95	98%	46%	3.90	99%	48%
DISTURBED Down With The... (Giant/Reprise)	3.89	3.90	93%	38%	3.88	96%	40%
BLINK-182 First Date (MCA)	3.87	3.91	88%	21%	3.75	87%	22%
FOO FIGHTERS The One (Columbia)	3.87	3.89	86%	19%	3.84	90%	22%
SYSTEM OF A DOWN Toxicity (American/Columbia)	3.86	3.90	83%	16%	3.82	87%	17%
GODSMACK I Stand Alone (Republic/Universal)	3.83	3.85	68%	11%	3.82	73%	12%
TOOL Latent (Volcano)	3.82	3.72	76%	22%	3.84	83%	25%
SUM 41 Motivation (Island/IDJMG)	3.73	3.80	80%	19%	3.59	78%	20%
X-ECUTIONERS It's Goin' Down (Loud/Columbia)	3.71	3.89	54%	9%	3.64	58%	11%
STROKES Last Nite (RCA)	3.59	3.57	81%	29%	3.45	84%	33%
CUSTOM Hey Mister (ARTIST Direct)	3.57	3.68	56%	14%	3.61	60%	13%
EDDIE VEDDER You've Got To Hide Your... (V2)	3.53	3.55	60%	15%	3.51	69%	18%
TRIK TURNER Friends And Family (RCA)	3.47	3.51	46%	13%	3.39	49%	15%
CREED Bullets (Wind-up)	3.40	3.37	68%	19%	3.40	73%	20%
CREED My Sacrifice (Wind-up)	3.38	3.47	99%	62%	3.31	99%	66%

Total sample size is 792 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Data passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.



**Top 20 Specialty Artists**  
 March 8, 2002

1. WHITE STRIPES (Third Man/V2) "Fell In Love..."
2. B.R.M.C. (Virgin) "Love Burns"
3. QUARASHI (Time Bomb/Columbia) "Stick 'Em Up"
4. ANDREW WK (Island/IDJMG) "Party Hard"
5. REVEREND HORTON HEAT (Artemis) "Galaxy 500"
6. DEADSY (Elementree/DreamWorks) "The Key to Gramercy Park"
7. LAWRENCE ARMS (Fat Wreck Chords) "Brickwall Views"
8. HIVES (Burning Heart/Epitaph) "Hate to Say I Told You So"
9. EELS (DreamWorks) "Rotten World Blues"
10. SOUL HOOLIGAN (Maverick/WB) "Algebra"
11. MOTH (Virgin) "I See Sound"
12. HAVEN (Import) "Let It Live"
13. LOST PROPHETS (Columbia) "Shinobi vs..."
14. ELBOW (V2) "Newborn"
15. KMFDM (Metropolis) "Boots"
16. 2 SKINNY J'S (Volcano) "Grown Up"
17. LO FIDELITY ALLSTARS (Skint/Columbia) "Sleeping Faster"
18. GORILLAZ (Immortal/Virgin) "Gorillaz on my Mind"
19. THURSDAY (Victory) "Understanding in a Car Crash"
20. NOFX (Epitaph) "Olympia"

Ranked by total number of shows reporting artist.

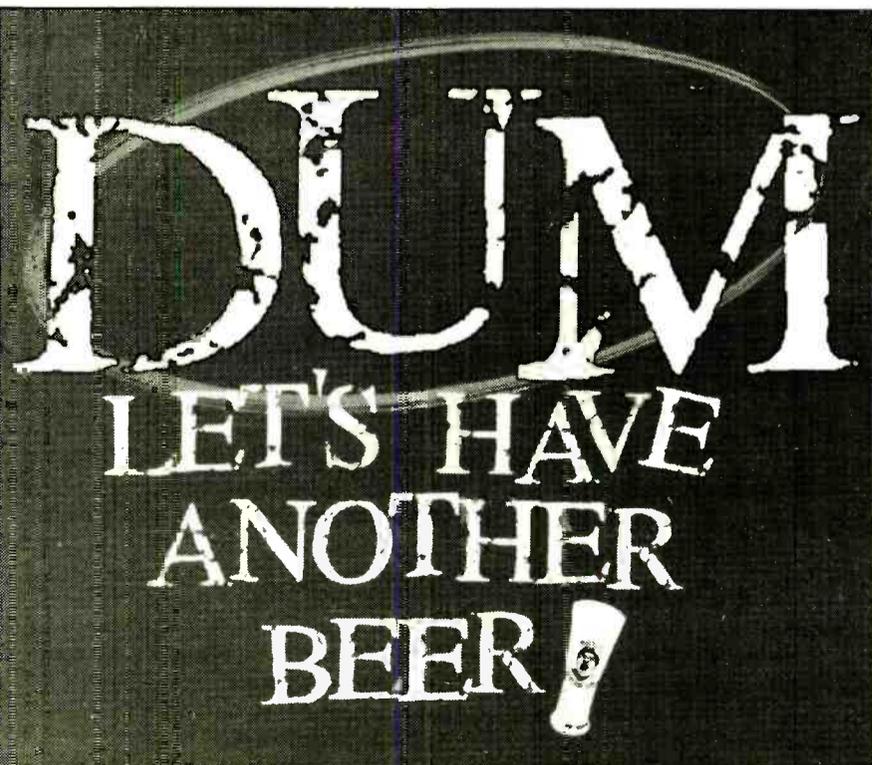
**Record Of The Week**

Artist: THE CHURCH  
 LP: AFTER EVERYTHING NOW THIS  
 Label: THIRSTY EAR/COOKING VINYL



Let us pray. We thank thee for the many years you have kept The Church together (22), the bounty of recordings they've produced (15 full-lengths) and the immeasurable joy they have brought us (even if we don't count the impure memories attached to the make-out hit of 1988, "Under the Milky Way"). It's truly a miracle that The Church are still delivering us from our musical trials. Great multitudes of bands that formed in 1980 have fallen to the temptations of the flesh. But, lo, a gorgeous new Church album is manifest! Verily, a 10-song balm for our weary souls. We gratefully add it to the canon, and to its luscious, hypnotic grooves we say, "Amen."

— Katy Stephan, Alternative Specialty Editor



**1776: National Anthem**  
**2002: World Party Anthem**

**An Infectious Rock-Anthem**  
**Beer Drinking Party Song by**

**DUM**

**Impacting Alt Specialty and College**

**NOW**

800.647.1315 charts@radio.media.com  
 (email us your playlist each week)



# Alternative Playlists

**MARKET #1**

**WXRK/New York**  
Infinity  
(212) 314-9230  
Kingston/Woody/Peer  
12+ Cumulative 2,463,300



PLAYS	ARTIST/TITLE	GI (000)
40	PO D./Youth Of The Nation	49666
39	LINKIN PARK/Papercut	48412
38	STAIN'D/For You	48412
43	PUDDLE OF MUDD/Blurry	47138
37	SYSTEM OF A DOWN/Toxicity	47138
38	DISTURBED/Down With	45664
37	LINKIN PARK/In The End	43316
27	CREED/Stand Here With Me	33124
27	PO D./Alive	33124
26	UNWRITTEN LAW/Seen/Red	30576
24	TOOL/Schism	30576
21	LINKIN PARK/Runaway	30576
22	INCUBUS/ Nice To Know You	30576
22	PUDDLE OF MUDD/Drift & Die	28028
21	JIMMY EAT WORLD/The Middle	28028
18	WHITE STRIPES/Fall In Love	28028
15	FOO FIGHTERS/The One	26754
21	INCUBUS/ Nice To Know You	26754
19	PO D./Alive	26754
21	OFFSPRING/Duty You	26754
18	ALIEN ANT FARM/Smooth Criminal	22932
19	PAPA ROACH/Last Resort	21858
17	STROKES/Last Nite	20384
16	BLINK-182/Stay Together For	20384
22	HOBBASTANK/Crawling In The Dark	20384
19	BLINK-182/First Date	19110
15	NICKELBACK/How You Remind Me	19110
15	WEEZER/Hash Pipe	19110
14	ROB ZOMBIE/Never Gonna Stop	17836
14	CREED/My Sacrifice	17836

**MARKET #2**

**KROQ/Los Angeles**  
Infinity  
(323) 930-1067  
Weatherly/Sandblom/Worden  
12+ Cumulative 1,550,800



PLAYS	ARTIST/TITLE	GI (000)
42	STROKES/Last Nite	38861
39	PO D./Youth Of The Nation	38007
42	JIMMY EAT WORLD/The Middle	36153
38	PUDDLE OF MUDD/Blurry	34299
28	NO DOUBT/Hella Good	29664
30	SYSTEM OF A DOWN/Chop Suey	28737
28	LINKIN PARK/Papercut	26883
22	HOBBASTANK/Crawling In The Dark	26883
30	WEEZER/Dope Nose	26883
16	HOBBASTANK/Running Away	24102
25	COLDPLAY/Trouble	24102
25	X-CUTIONERS/It's Goin' Down	23175
23	INCUBUS/ Nice To Know You	22248
23	BAD RELIGION/Sorrow	22248
29	LINKIN PARK/My December	21321
16	WHITE STRIPES/Fall In Love	21321
27	UNWRITTEN LAW/Seen/Red	21321
22	OFFSPRING/Duty You	19467
21	SYSTEM OF A DOWN/Toxicity	19467
21	JACK JOHNSON/Whatever You Will Go	18540
19	TOOL/Schism	17613
12	ROB ZOMBIE/Never Gonna Stop	15759
17	EDDIE VEDDER/You've Got To	15759
17	PAPA ROACH/Last Resort	15759
18	NICKELBACK/How You Remind Me	14832
15	SENSE FIELD/Save Yourself	14832
15	LINKIN PARK/In The End	13905
20	PO D./Alive	12978
18	TRIK TURNER/Friends + Family	11124
18	SOME THING CORPORATE/If You C Jordan	11124

**MARKET #3**

**WKQX/Chicago**  
Emmis  
(312) 527-8348  
Richards/Shuminas  
12+ Cumulative 766,800



PLAYS	ARTIST/TITLE	GI (000)
46	HOBBASTANK/Crawling In The Dark	15322
45	JIMMY EAT WORLD/The Middle	14670
48	PO D./Youth Of The Nation	14018
44	PUDDLE OF MUDD/Blurry	14018
36	INCUBUS/ Nice To Know You	13366
39	PHANTOM PLANET/California	12388
32	NICKELBACK/Too Bad	12388
26	311/Amber	12388
35	TRIK TURNER/Friends + Family	10758
27	UNWRITTEN LAW/Seen/Red	9780
28	LOCAL H/Half Life	9780
27	CREED/Bullets	8476
17	WHITE STRIPES/Fall In Love	8476
22	COURSE OF NATURE/Caught In The Sun	8150
27	BLINK-182/First Date	7924
21	SOME THING CORPORATE/If You C Jordan	7498
22	2 SKINNEE J'S/Grown Up	7172
15	ABANDONED POOLS/Remedy	6520
22	X-CUTIONERS/It's Goin' Down	6520
11	MEST/Mother's Prayer	6520
27	PETE YORN/Strange Condition	6194
20	LINKIN PARK/Papercut	5868
24	SYSTEM OF A DOWN/Toxicity	5868
16	WEEZER/Hash Pipe	5868
18	SYSTEM OF A DOWN/Chop Suey	5542
18	STARSAILOR/Good Souls	5216
31	DE FAULT/Wasting My Time	5216
16	TOOL/Schism	5216
13	DISTURBED/Down With	5216

**MARKET #3**

**WZZN/Chicago**  
ABC  
(312) 984-9923  
Gambler/Levy/VanOsdo  
12+ Cumulative 311,300



PLAYS	ARTIST/TITLE	GI (000)
73	JIMMY EAT WORLD/The Middle	12596
66	LINKIN PARK/In The End	12408
66	PUDDLE OF MUDD/Blurry	12408
48	PO D./Youth Of The Nation	12032
35	BLINK-182/First Date	10152
69	DEFAULT/Wasting My Time	9964
24	LINKIN PARK/Papercut	7896
68	SENSE FIELD/Save Yourself	7896
54	TRIK TURNER/Friends + Family	7708
37	STROKES/Last Nite	7332
41	HOBBASTANK/Crawling In The Dark	6768
26	UNWRITTEN LAW/Seen/Red	6768
33	CREED/My Sacrifice	6204
33	CREED/Hide	6204
31	STAIN'D/For You	6016
29	EDDIE VEDDER/You've Got To	5828
36	INCUBUS/ Nice To Know You	5640
19	WHITE STRIPES/Fall In Love	5640
20	DISPATCH/Open Up	5452
29	2 SKINNEE J'S/Grown Up	5076
27	PETE YORN/Strange Condition	5076
15	MEST/Mother's Prayer	5076
25	PETE YORN/Strange Condition	5076
13	JOHN MAYER/No Such Thing	4760
29	TOOL/Schism	3700
19	SUM 41/Fat Lip	3572
15	NICKELBACK/How You Remind Me	3572
18	X-CUTIONERS/It's Goin' Down	3384
14	INCUBUS/Drive	3196

**MARKET #4**

**KITS/San Francisco**  
Infinity  
(415) 402-6700  
Taylor/Axelsson  
12+ Cumulative 611,100



PLAYS	ARTIST/TITLE	GI (000)
53	STROKES/Last Nite	11750
47	PUDDLE OF MUDD/Blurry	10575
42	JIMMY EAT WORLD/The Middle	9870
46	INCUBUS/ Nice To Know You	9635
37	OFFSPRING/Duty You	8695
27	PO D./Youth Of The Nation	8695
31	SYSTEM OF A DOWN/Chop Suey	7285
28	311/Amber	7285
21	TOOL/Schism	7285
16	X-CUTIONERS/It's Goin' Down	6110
23	STAIN'D/For You	5405
48	LINKIN PARK/In The End	5405
21	DISTURBED/Down With	5405
23	PAPA ROACH/Last Resort	5405
11	UNWRITTEN LAW/Seen/Red	5170
1	WEEZER/Dope Nose	5170
19	PO D./Alive	4935
21	NICKELBACK/How You Remind Me	4935
18	STAIN'D/It's Been Awhile	4465
26	EDDIE VEDDER/You've Got To	4465
12	HOBBASTANK/Crawling In The Dark	4230
21	SYSTEM OF A DOWN/Toxicity	3995
12	LINKIN PARK/Papercut	3995
14	PUDDLE OF MUDD/Control	3525
15	INCUBUS/ Nice To Know You	3525
14	NICKELBACK/Too Bad	3290
11	ROB ZOMBIE/Never Gonna Stop	2985
8	LINKIN PARK/Crawling	2985
20	BLINK-182/Stay Together For	2350
5	WHITE STRIPES/Fall In Love	2350

**MARKET #5**

**KDGE/Dallas-Ft. Worth**  
Clear Channel  
(972) 770-7777  
Doherty/Ayo  
12+ Cumulative 465,100



PLAYS	ARTIST/TITLE	GI (000)
56	PUDDLE OF MUDD/Blurry	10752
54	JIMMY EAT WORLD/The Middle	10368
52	DEFAULT/Wasting My Time	9984
48	BLINK-182/Stay Together For	9792
50	LINKIN PARK/In The End	9216
38	TRIK TURNER/Friends + Family	7296
34	STAIN'D/For You	7104
37	UNWRITTEN LAW/Seen/Red	7104
36	COURSE OF NATURE/Caught In The Sun	6912
35	PO D./Youth Of The Nation	6720
31	LINKIN PARK/My December	5952
27	NICKELBACK/Too Bad	5184
25	CUSTOM/Hey Mister	4992
24	STARSAILOR/Good Souls	4608
24	INJECTED/Fatless	4608
24	SOME THING CORPORATE/If You C Jordan	4608
17	DASHBOARD...Screaming	4416
17	U2/Elevation	4416
23	ABANDONED POOLS/Remedy	4416
10	WEEZER/Dope Nose	4166
19	U2/Beautiful Day	4166
22	LENNY KRAVITZ/Slithiness Of Heart	4224
20	3 DOORS DOWN/Duck And Run	4224
19	SUM 41/In Too Deep	4224
18	CREED/My Sacrifice	4032
19	SUM 41/Fat Lip	3840
24	COLDPLAY/Trouble	3840
16	NICKELBACK/How You Remind Me	3840
20	WEEZER/Hash Pipe	3840
14	BLINK-182/First Date	3148

**MARKET #6**

**WPLY/Philadelphia**  
Radio One  
(610) 565-8900  
McGuinn/Fein  
12+ Cumulative 584,900



PLAYS	ARTIST/TITLE	GI (000)
44	PUDDLE OF MUDD/Blurry	9328
42	JIMMY EAT WORLD/The Middle	8904
41	LINKIN PARK/In The End	8692
41	PO D./Youth Of The Nation	8268
25	INCUBUS/ Nice To Know You	7844
44	DEFAULT/Wasting My Time	7844
40	STAIN'D/For You	7632
27	X-CUTIONERS/It's Goin' Down	7208
28	FOO FIGHTERS/The One	6784
26	ALIEN ANT FARM/Movies	6572
25	BLINK-182/First Date	6148
28	INCUBUS/ Nice To Know You	5936
29	NICKELBACK/Too Bad	5512
26	HOBBASTANK/Crawling In The Dark	5300
25	TRIK TURNER/Friends + Family	5300
24	OFFSPRING/Duty You	5088
25	PUDDLE OF MUDD/Control	4664
17	DISTURBED/Down With	4240
19	UNWRITTEN LAW/Seen/Red	4028
20	SYSTEM OF A DOWN/Chop Suey	4028
19	ADEMA/The Way You Like It	4028
15	SUM 41/Motivation	4028
17	FAMILIAR 48/The Question	3816
18	STARSAILOR/Good Souls	3604
17	NICKELBACK/How You Remind Me	3604
16	AVAI ANCHES/Frontier	3392
14	WEEZER/Hash Pipe	3160
13	SYSTEM OF A DOWN/Toxicity	3160
16	DASHBOARD...Screaming	3160
15	ROB ZOMBIE/Never Gonna Stop	3160

**The FLAKES are piling up.**

**Jack Johnson "Flake"**

**38\* - 33\* BDS**

**New at:**  
**KFMZ, WPBZ, WSUN, WRZK and more**



**MARKET #7**

**WWDC/Washington, DC**  
Clear Channel  
(301) 587-7100  
Rizer/Curtis  
12+ Cumulative 756,400



PLAYS	ARTIST/TITLE	GI (000)
42	JIMMY EAT WORLD/The Middle	14220
38	LINKIN PARK/In The End	13588
41	PO D./Youth Of The Nation	12956
28	HOBBASTANK/Crawling In The Dark	10428
23	DEFAULT/Wasting My Time	9480
26	STROKES/Last Nite	9480
18	PO D./Youth Of The Nation	8848
25	REMY ZERO/Save Me	5688
21	NICKELBACK/How You Remind Me	5688
17	PAPA ROACH/Last Resort	5372
17	INCUBUS/ Nice To Know You	5372
6	3 DOORS DOWN/Duck And Run	5056
15	311/You Wouldn't Believe	5056
19	FUEL/Hemorrhage	5056
15	JOHN MAYER/No Such Thing	4740
12	CARBON LEAF/The Boxer	4740
15	COLOR/No One	4740
13	LIMP BIZKIT/Take A Look...	4424
16	WEEZER/Hash Pipe	4424
12	SUM 41/Motivation	4424
10	STAIN'D/It's Been Awhile	4424
2	CREED/Stand Here With Me	4424
13	NICKELBACK/Too Bad	4424
14	CAKE/Short Skirt/Long...	4108
14	BLINK-182/The Rock Show	4108
12	MOBY/HGWEN STEFANI/Southside	4108
13	CALLING/Wherever You Will Go	4108
11	CUSTOM/Hey Mister	3792
12	3 DOORS DOWN/Loser	3792
26	CREED/My Sacrifice	3792

**MARKET #8**

**WBEN/Boston**  
Infinity  
(617) 266-1111  
Oedipus/Strick  
12+ Cumulative 594,100



PLAYS	ARTIST/TITLE	GI (000)
42	PUDDLE OF MUDD/Blurry	10752
41	STROKES/Last Nite	10240
39	PO D./Youth Of The Nation	10240
34	SYSTEM OF A DOWN/Toxicity	8704
24	TRIK TURNER/Friends + Family	8704
33	STAIN'D/For You	7936
26	LINKIN PARK/In The End	6400
22	HOBBASTANK/Crawling In The Dark	6144
20	CUSTOM/Hey Mister	5632
23	INCUBUS/ Nice To Know You	5632
31	EDDIE VEDDER/You've Got To	5376
22	JIMMY EAT WORLD/The Middle	5120
20	TOOL/Schism	5120
15	INCUBUS/ Nice To Know You	5120
15	ADEMA/The Way You Like It	5120
20	BLINK-182/Stay Together For	5120
8	PEARL JAM/2000	4864
19	PEARL JAM/Am Patriot	4864
23	TOOL/Lateralus	4864
19	DISTURBED/Down With	4864
15	BLINK-182/First Date	4352
16	ABANDONED POOLS/Remedy	4096
15	UNWRITTEN LAW/Seen/Red	4096
9	PETE YORN/Strange Condition	4096
16	LOCAL H/Half Life	4096
15	BAD RELIGION/Sorrow	3840
15	SUM 41/Motivation	3840
15	NICKELBACK/Too Bad	3584
15	SYSTEM OF A DOWN/Chop Suey	3072
8	TENACIOUS D/Tribute	3072

**MARKET #8**

**WFNX/Boston**  
MCC  
(781) 595-6200  
Cruze/Mays  
12+ Cumulative 197,200



PLAYS	ARTIST/TITLE	GI (000)
39	DEFAULT/Wasting My Time	3198
39	SYSTEM OF A DOWN/Toxicity	3198
40	OFFSPRING/Duty You	3116
38	GODSMACK/Stand Alone	3116
37	HOBBASTANK/Crawling In The Dark	3034
37	ILL NINO/What Comes Around	3034
33	STAIN'D/For You	2706
42	PUDDLE OF MUDD/Blurry	2296
35	PO D./Youth Of The Nation	2050
21	DROWNING POOL/Tear Away	2050
34	TOOL/Lateralus	1968
22	ROB ZOMBIE/Never Gonna Stop	1968
23	X-CUTIONERS/It's Goin' Down	1886
25	LOSTPROPHETS/Shinobi Vs.	1804
4	PO D./Boom	1804
21	ADEMA/The Way You Like It	1722
21	SYSTEM OF A DOWN/Chop Suey	1722
20	DISTURBED/The Game	1640
21	ALIEN ANT FARM/Movies	1640
19	UNWRITTEN LAW/Seen/Red	1558
18	PAPA ROACH/Last Resort	1476
13	DVD DRAINMAN/Forsaken	1394
17	NICKELBACK/Too Bad	1394
17	DISTURBED/Down With	1394
16	PO D./Alive	1312
19	LINKIN PARK/In The End	1312
16	WEEZER/Hash Pipe	1312
15	JIMMY EAT WORLD/The Middle	1230
11	TOOL/Schism	1230
14	CUSTOM/Hey Mister	1148

**MARKET #9**

**KTBB/Houston-Galveston**  
Clear Channel  
(713) 968-1000  
Robison  
12+ Cumulative 410,500



PLAYS
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# Triple A Playlists

March 8, 2002 R&R • 103

**MARKET #3**  
**WXRT/Chicago**  
Infinity  
(773) 777-1700  
Winer/Farnada  
12+ Cumé 484,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
24	26	SHERYL CROW/Soak Up The Sun	7225
24	25	JOHN MAYER/No Such Thing	7225
18	24	TRAVIS/Side	6936
22	22	PETE YORN/Strange Condition	6358
21	21	TRAIN/She's On Fire	6069
21	16	JEWEL/Standing Still	4624
11	15	CRACKER/When You're Falling	4335
13	13	MIDNIGHT OIL/Golden Age	3757
9	13	CHRIS ISAAK/American Boy	3757
9	13	JACK JOHNSON/Flake	3757
4	13	BIG HEAD TODD.../Julianne	3757
12	12	COLDPLAY/Trouble	3468
12	12	STROKES/Last Nite	3468
10	12	ZERO 7/Destiny	3468
8	11	WIDE SPREAD PANIC/This Part Of Town	3179
10	11	CHRIS ISAAK/Let Me Down Easy	3179
11	11	JOHN MELLENCAMP/Cuttin' Heads	3179
10	11	GARBAGE/Breaking Up The Girl	3179
10	10	PSYCHEDELIC FURS/Ave	2890
12	10	WEZELER/Island In The Sun	2890
14	10	INDIGO GIRLS/Moment Of...	2890
12	9	WILLIAM TOPLLEY/Back To Believing	2601
10	9	JOHN HATTI/Everybody's Having Fun	2601
8	9	RUFUS WAINWRIGHT/Cigarettes...	2601
6	9	RYAN ADAMS/New York, New York	2601
4	9	KASY CHAMBERS/Barcade	2601
8	9	BETTER THAN EZRA/Let's Be Ordinary	2601
8	8	JOHN HATTI/My Old Friend	2312
8	8	EDDIE VEDDER/You've Got To...	2312
7	8	BONNIE RAITT/Can't Help You Now	2312

**MARKET #4**  
**KFOG/San Francisco**  
Susquehanna  
(415) 543-1045  
Benson/Jones  
12+ Cumé 563,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
32	30	CALLING/Wherever You Will Go	8730
34	26	COLDPLAY/Trouble	7566
32	22	JOHN MAYER/No Such Thing	6402
21	20	ALANIS MORISSETTE/Hands Clean	5820
26	19	RYAN ADAMS/New York, New York	5529
12	16	NICKELBACK/How You Remind Me	4656
20	16	TRAIN/Drops Of Jupiter...	4656
18	14	JACK JOHNSON/Bubble Toes	4656
18	14	NEIL YOUNG/Let's Roll	4074
12	12	DAVE MATTHEWS BAND/The Space Between	3482
12	12	DAVE MATTHEWS BAND/Everyday	3482
20	12	CHRIS ISAAK/Let Me Down Easy	3482
3	11	SHERYL CROW/Soak Up The Sun	3201
10	10	MIDNIGHT OIL/Golden Age	2910
10	10	NATALIE MERCHANT/Build A Levee	2910
8	10	MARK KNOPFLER/What It Is	2910
10	10	PETE YORN/Line On A Chain	2910
10	10	DAVID GRAY/Baby	2910
10	10	BLUES TRAVELER/Back In The Day	2910
12	10	ROBERT BRADLEY'S.../Train	2910
14	10	INCUBUS/Drive	2910
11	9	TRAIN/She's On Fire	2619
11	9	MOBY F/GWEN STEFANI/Southside	2619
11	9	LIFEHOUSE/Hanging By A Moment	2619
9	9	JOSH JOPLIN/Group Camea One	2619
9	9	U2/In A Little While	2328
8	9	SANTANA I.E. Cherry/Wishing It Was	2328
14	8	EDDIE VEDDER/You've Got To...	2328
11	8	AFRO-CELTP/GABRIEL/When You're Falling	2328
13	8	INDIGO GIRLS/Moment Of...	2328

**MARKET #8**  
**WBOS/Boston**  
Greater Media  
(617) 822-9600  
Hermann/Williams  
12+ Cumé 376,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
31	35	JOHN MAYER/No Such Thing	4970
32	32	DAVE MATTHEWS BAND/Everyday	4514
32	32	ALANIS MORISSETTE/Hands Clean	4514
33	31	SHERYL CROW/Soak Up The Sun	4402
17	25	PETE YORN/Strange Condition	3550
16	18	COLDPLAY/Trouble	2556
32	17	RYAN ADAMS/New York, New York	2414
17	17	EDDIE VEDDER/You've Got To...	2414
17	17	INDIGO GIRLS/Moment Of...	2414
15	17	TRAIN/She's On Fire	2414
15	16	JACK JOHNSON/Bubble Toes	2272
15	16	GREASE/Dummy Sacrifice	2272
16	16	RYAN ADAMS/Answering Bell	2272
16	16	U2/In A Little While	2272
16	15	CHRIS ISAAK/Let Me Down Easy	2130
12	14	TRAVIS/Side	1988
10	12	NEIL YOUNG/Let's Roll	1420
10	12	STARSAILOR/Good Souls	1420
10	12	WILLIAM TOPLLEY/Back To Believing	1420
5	10	MIDNIGHT OIL/Golden Age	1420
7	9	AFRO-CELTP/GABRIEL/When You're Falling	1278
9	9	SENSE FIELD/Save Yourself	1278
12	9	KASY CHAMBERS/Not Pretty Enough	1278
8	9	JOHN MAYER/No Such Thing	1278
7	9	JOHN MELLENCAMP/Peaceful World	1278
12	9	BOB SCHNEIDER/Big Blue Sea	1278
12	8	GARBAGE/Breaking Up The Girl	1136
8	8	CALLING/Wherever You Will Go	1136
8	8	LENNY KRAVITZ/Stillness Of Heart	1136
1	8	LISA LOEB/Someone You	1136

**MARKET #8**  
**WRRV/Boston**  
NorthEast  
(978) 374-4733  
Doody/Marshall  
12+ Cumé 171,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
20	23	STARSAILOR/Good Souls	1656
22	22	PETE YORN/Strange Condition	1584
22	22	SHERYL CROW/Soak Up The Sun	1584
21	22	CHRIS ISAAK/Let Me Down Easy	1584
12	21	BONNIE RAITT/Can't Help You Now	1512
22	21	INDIGO GIRLS/Moment Of...	1512
21	20	U2/In A Little While	1440
14	17	RAUL MALO/Every Little	1224
16	16	DAVE MATTHEWS BAND/Everyday	1154
17	15	ALANIS MORISSETTE/Hands Clean	1080
16	13	JACK JOHNSON/Bubble Toes	936
6	13	ZERO 7/Destiny	936
10	13	BRUCE COCKBURN/My Beat	936
11	13	STROKES/Last Nite	936
13	13	WILLIAM TOPLLEY/Back To Believing	936
15	12	LISA LOEB/Someone You	864
5	12	BIG HEAD TODD.../Wishing Well	864
12	12	MICK JAGGER/Visions Of Paradise	864
10	12	CRACKER/Shine	864
14	12	TRAIN/She's On Fire	864
13	12	RYAN ADAMS/Answering Bell	792
9	11	LUCE/Good Day	792
11	11	ROBERT BRADLEY'S.../Train	792
10	10	JONATHAN BROOKE/Out Of Your Mind	720
10	10	LENNY KRAVITZ/Stillness Of Heart	720
11	10	MIDNIGHT OIL/Golden Age	720
10	10	34 BELOW/Empty Sunday	720
10	9	SUZANNE VEGA/Last Year's Troubles	648
9	9	WEZELER/Island In The Sun	648
6	9	GREAT BIG SEA/Sea Of No Cares	648

**MARKET #14**  
**KMTT/Seattle-Tacoma**  
Entercom  
(206) 233-1037  
Mays/Stewart  
12+ Cumé 220,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
25	25	ALANIS MORISSETTE/Hands Clean	2950
19	22	DAVE MATTHEWS BAND/Everyday	2596
24	21	CHRIS ISAAK/Let Me Down Easy	2478
16	21	U2/In A Little While	2478
22	20	PETE YORN/Strange Condition	2360
19	19	INDIGO GIRLS/Moment Of...	2242
19	18	DAVID GRAY/Sail Away	2124
9	15	COLDPLAY/Trouble	1770
5	12	BONNIE RAITT/Can't Help You Now	1416
11	12	TRAIN/She's On Fire	1416
12	11	PHANTOM PLANE/California	1416
10	12	WILLIAM TOPLLEY/Back To Believing	1416
12	11	SHERYL CROW/Soak Up The Sun	1298
10	11	SUZANNE VEGA/Last Year's Troubles	1298
9	11	NATALIE MERCHANT/Build A Levee	1298
9	11	MIK JAGGER/Visions Of Paradise	1298
10	11	ROBERT BRADLEY'S.../Train	1298
11	11	JEWEL/Standing Still	1298
12	10	JOE RAMONE/What A Wonderful...	1180
10	10	STARSAILOR/Good Souls	1180
10	9	BRUCE COCKBURN/My Beat	1062
10	9	CITIZEN COPEL/There's Love	1062
3	9	EDDIE VEDDER/You've Got To...	1062
9	9	RYAN ADAMS/Answering Bell	1062
6	9	OIDO/Thankyou	1062
6	8	JOHN MELLENCAMP/Peaceful World	944
11	8	LENNY KRAVITZ/Stillness Of Heart	944
8	8	STAIN'D/I've Been Awfully	944
7	7	MARK KNOPFLER/What It Is	826
11	7	TRAVIS/Side	826

**MARKET #16**  
**KTCZ/Minneapolis**  
Clear Channel  
(612) 339-0000  
MacLeish/Wolf  
12+ Cumé 314,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
31	36	CALLING/Wherever You Will Go	5544
36	36	EDDIE VEDDER/You've Got To...	5544
32	35	COLDPLAY/Trouble	5390
34	34	NICKELBACK/How You Remind Me	5236
24	28	JOHN MAYER/No Such Thing	4312
25	28	U2/In A Little While	4312
28	28	LENNY KRAVITZ/Stillness Of Heart	4312
32	28	DAVE MATTHEWS BAND/Everyday	4312
17	28	DAVID GRAY/Sail Away	4312
21	24	SHERYL CROW/Soak Up The Sun	3696
22	22	PETE YORN/Strange Condition	3388
15	22	BONNIE RAITT/Can't Help You Now	3388
21	21	CHRIS ISAAK/Let Me Down Easy	3234
21	21	BOB SCHNEIDER/Big Blue Sea	3234
15	21	TRAIN/She's On Fire	3234
22	20	ALANIS MORISSETTE/Hands Clean	3080
11	14	STAIN'D/I've Been Awfully	2156
11	14	JOSH JOPLIN/Group Camea One	2156
6	14	LIFEHOUSE/Hanging By A Moment	2156
14	14	INCUBUS/Drive	2156
11	14	AFRO-CELTP/GABRIEL/When You're Falling	2156
9	13	MOBY F/GWEN STEFANI/Southside	2002
25	13	JOHN MELLENCAMP/Peaceful World	2002
12	12	CREED/My Sacrifice	1848
12	12	WEZELER/Island In The Sun	1848
6	12	DAVID GRAY/Please Forgive Me	1848
14	12	FIVE FOR FIGHTING/Superman (It's...)	1848
11	12	DIDD/Thankyou	1848
6	12	JACK JOHNSON/Flake	1848
8	12	3 DOORS DOWN/Be Like That	1848

**MARKET #17**  
**KXST/San Diego**  
Compass  
(619) 678-0102  
Shaeib  
12- Cumé 124,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
28	30	CHRIS ISAAK/Let Me Down Easy	1710
27	27	DAVE MATTHEWS BAND/Everyday	1539
26	25	U2/In A Little While	1425
27	23	ALANIS MORISSETTE/Hands Clean	1311
13	20	JACK JOHNSON/Flake	1140
7	20	PETE YORN/Strange Condition	1140
15	14	LENNY KRAVITZ/Stillness Of Heart	798
15	14	INDIGO GIRLS/Moment Of...	798
14	14	EDDIE VEDDER/You've Got To...	798
16	13	RYAN ADAMS/Answering Bell	741
15	13	CALLING/Wherever You Will Go	741
12	13	FIVE FOR FIGHTING/Superman (It's...)	741
18	13	JACK JOHNSON/Bubble Toes	741
6	12	SHERYL CROW/Soak Up The Sun	684
12	12	TRAIN/Drops Of Jupiter...	684
11	12	LENNY KRAVITZ/Stillness Of Heart	684
9	10	RYAN ADAMS/New York, New York	570
7	9	ROBERT BRADLEY'S.../Train	513
10	9	MICK JAGGER/Visions Of Paradise	513
8	9	JOHN MELLENCAMP/Peaceful World	456
9	8	COLDPLAY/When You're Falling	456
4	8	NATALIE MERCHANT/Build A Levee	456
2	8	BARENAKED LADIES/Pinch Me	456
3	8	DAVID GRAY/Sail Away	456
7	7	EVERCLEAR/Wonderful	399
6	7	R.E.M./Imitation Of Life	399
6	7	LIFEHOUSE/Hanging By A Moment	399
5	7	MOBY F/GWEN STEFANI/Southside	399
4	7	STARSAILOR/Good Souls	399
8	7	JEWEL/Standing Still	399

**MARKET #20**  
**WRNR/Baltimore**  
Empire  
(410) 626-0103  
Peterson/Cortright  
12+ Cumé 62,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
26	24	CHRIS ISAAK/Let Me Down Easy	1080
25	22	TRAVIS/Side	990
25	21	JOHN MAYER/No Such Thing	945
23	18	U2/In A Little While	810
26	15	CAKE/Short Skirt/Long...	765
12	16	STARSAILOR/Good Souls	720
26	15	GARBAGE/Breaking Up The Girl	675
11	13	ROBERT BRADLEY'S.../Train	585
12	13	MICK JAGGER/Visions Of Paradise	585
13	13	SUZANNE VEGA/Last Year's Troubles	585
12	12	CRACKER/Shine	540
13	12	WILLIAM TOPLLEY/Back To Believing	540
14	12	BEN FOLDS/Still Fighting It	540
10	12	EDDIE VEDDER/You've Got To...	540
12	11	PETE YORN/Strange Condition	495
7	11	JOE RAMONE/What A Wonderful...	495
12	11	DAVE MATTHEWS BAND/The Space Between	495
12	11	DAVE MATTHEWS BAND/Everyday	495
11	11	MICK KNOPFLER/What It Is	495
8	10	LENNY KRAVITZ/Stillness Of Heart	450
9	9	CAKE/Short Skirt/Long...	405
6	8	JACK JOHNSON/Flake	405
10	8	HARRISON & HOLAND/Horse To The Water	360
2	8	NATALIE MERCHANT/Build A Levee	360
5	7	RAUL MALO/Every Little	315
7	7	CITIZEN COPEL/There's Love	315
3	7	BIG HEAD TODD.../Wishing Well	315
6	7	LLAMA/Too Much Too Soon	315
5	6	NEIL YOUNG/Let's Roll	270
4	6	JOHN HATTI/My Old Friend	270

**MARKET #22**  
**KBCO/Denver-Boulder**  
Clear Channel  
(303) 444-5600  
Arbough/Keeler  
12+ Cumé 327,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
27	32	CALLING/Wherever You Will Go	6368
29	32	BLUES TRAVELER/Back In The Day	6368
21	32	U2/Beautiful Day	6368
31	29	NICKELBACK/How You Remind Me	6169
26	29	DAVE MATTHEWS BAND/Everyday	5771
17	20	CHRIS ISAAK/Let Me Down Easy	3990
20	18	MICK JAGGER/Visions Of Paradise	3990
19	18	JEWEL/Standing Still	3682
17	18	PETE YORN/Strange Condition	3383
14	18	JACK JOHNSON/Flake	3383
9	16	ALANIS MORISSETTE/Hands Clean	3184
9	16	BIG HEAD TODD.../Wishing Well	3184
16	16	SHERYL CROW/Soak Up The Sun	3184
16	15	WEZELER/Island In The Sun	2985
15	15	TRAIN/Drops Of Jupiter...	2985
13	15	DAVID GRAY/Sail Away	2985
12	15	JOHN MELLENCAMP/Peaceful World	2985
22	14	AFRO-CELTP/GABRIEL/When You're Falling	2786
15	14	MARK KNOPFLER/What It Is	2786
20	14	DAVID GRAY/Please Forgive Me	2786
12	13	STING/Fragile	2587
21	13	JOHN MAYER/No Such Thing	2587
12	12	BONNIE RAITT/Can't Help You Now	2388
12	12	COLDPLAY/Trouble	2388
12	11	INDIGO GIRLS/Moment Of...	2189
8	11	MIDNIGHT OIL/Golden Age	2189



JOHN SCHOENBERGER

jschoenberger@rronline.com

## New Blood

□ KBXR/Columbia, MO PD Lana Trezise is bringing new energy to the Triple A format

Not only is Triple A radio trying to attract younger adults, the format is also proving to be a great place to give bright new programmers a chance to shine. KBXR/Columbia, MO PD Lana Trezise moved to Columbia in 1993 to go to the University of Missouri when she was just 18. She majored in journalism, and by the time she decided that was no longer her area of interest, she was already working in radio.

"I had started working for the college station simply because they had a lot of cool records I wanted to hear," she says. "I had no idea I would do this professionally. I had grown up in a town that was so rural, there wasn't a local radio station for miles."



Lana Trezise

While still in college, Trezise was encouraged to send an aircheck to KBXR, and about six months later then-PD Keefer hired her as a part-timer. "I kept showing up for work, they kept giving me more to do, and one thing led to another," she says. "Before I knew it, I was doing the morning show, and I hadn't even graduated from college."

When Keefer left about three years ago, Trezise became MD and, later, Asst. PD for the station. "When he left, they actually offered me the PD position," she says. "I was certainly flattered, but I felt I was much too young and inexperienced. I didn't want to screw up a station that I happened to really love."

"That's when Kevin Redding got the shot, who's now over at our sister CHR station. I paid attention and picked up a lot from him, but I was still a little reluctant when they offered it to me again this past fall. Then I figured, why not? Needless to say, it's been a ride so far."

**"I hope we come across as thoughtful about world events as we are about our musical mix."**

### Evolution

When KBXR signed on a little over eight years ago, it was much looser musically — heavies probably only got about 8-10 spins a week. When Keefer came in, he tightened things

up quite a bit, with good results. Then, about three years ago, Redding focused the station even more, which gave the currents the kind of meaningful spins they get now.

"About two years ago we still had the weaker signal and discovered that we had PIs and nothing else," Trezise says. "We needed to increase the cume. We decided to make the station very cume-friendly. We stacked our clocks and coded our songs as to whether they were exclusive to our station or whether they were shared."

"We got the signal boost at the beginning of that book, and, in conjunction with that, the company gave us a big marketing push. According to Arbitron, it worked. We had an 8.8 12+. It was really stupendous."

The station stayed on that narrow musical road, but when Trezise took over programming last fall, the local Alternative station had gone dark, so she had a chance to relax things a bit. "I wasn't afraid to open up the gold and play a few older songs if they fit the sound," she says. "I was also open to fitting in newer, younger bands if they had the right song."

"Of course, we continue to strive to remain on top of the releases that are natural for us to play. But I've come to realize that what seems tight to us in the industry is still pretty loose in the perception of the public."

Today Trezise and her staff play three or four current songs per hour. They're very careful to back-or front-sell new music thoroughly.

Even though they've streamlined the station considerably since the beginning, they still try to keep an adventurous spirit. Throughout its various incarnations — first it was "106.1 FM, Where The Music Comes First"; then it was "102.3 FM, Columbia's Adult Rock"; and now it's "102.3 FM, Columbia's Quality Rock" — 'BXR has maintained a certain stationality and attitude.

"Most of our DJs have been here since the beginning," Trezise says. "Simon, who's English, does afternoons for us, and I've been doing mornings with Mo for a long time. Joe Sweatman, our midday guy, also has tenure here. So, with the exception of nights, we've all been around for a while, which has helped to keep us

consistent. Considering our market size, I have an incredibly talented air-staff, and I rely on them a lot."

### New Parameters

After that great book a couple of years ago, 'BXR had to fight to keep its position in the market. In the fall 2001 Arbitron sweep, the station bounced back in a big way: It jumped to No. 4 12+, going from 3.9-7.3; captured first place 25-34, climbing 5.9-13.3; and it's No. 3 25-54, moving 4.6-9.2.

According to Trezise, many of the things that had already been put into place began to pay off for the station. "Sept. 11 happened, and I got promoted a week later," she says. "A few weeks later we got reporting status in R&R, which makes a huge difference for a station like ours. And then, as I mentioned, the Alternative station, along with a few others, went dark. So I was set up for something good right from the beginning."



Columbia's Quality Rock

Serious questions needed to be addressed, though, such as "How do we retool our morning show with these new concerns in mind?" and "What music should we now consider, since our most direct competition is gone?"

Trezise obviously needed to be more sensitive to news events and mindful of how she addressed them on the air. "I hope we come across as thoughtful about world events as we are about our musical mix," she says. "I have always strived to include pertinent news stories in my morning show, and their power has only been heightened by the tragic events of 9/11. I feel that Triple A radio, which reaches an active adult audience, is in one of the best positions to take advantage of that."

### Music Decisions

There were also some important



JOHN MAYER IN DA HOUSE

One of music's fastest-rising stars, John Mayer, played a private, intimate concert for WBOS/Boston listeners recently. Pictured here are (l-r) WBOS PD Chris Herrmann, Mayer, WBOS MD Michele Williams and Columbia's Brad Davidson.

**"I've come to realize that what seems tight to us in the industry is still pretty loose in the perception of the public."**

decisions to make concerning music. Trezise knew that there was a younger segment of adult listeners that the station could attract, but she was careful not to stray too far from the mission of presenting a broad variety of music in an intelligent fashion.

"We probably added about 20 alternative titles to the library that came from the early '90s," she says. "We figured that we weren't stepping out too far, because they were already very familiar songs in the market."

On the new music side, the station increased the number of new songs it played to accommodate the right crossover choices. However, Trezise wanted to make sure that all the new music that was added got its fair shot on the air.

"I have always subscribed to the idea that you have to play new music enough so that it's really heard by the audience," she says. "With that in mind, we are probably still considered a tight radio station. But we did add a light category for the first time, which offers 10-14 spins a week. That gives us the chance to put some interesting music on the air and see how it reacts."

### Staying Local

Being local has meaning on a few levels for KBXR. The station is part of a seven-station group called the Premier Marketing Group. The group has four stations in Columbia: KBXR, KPLA (AC), KOQL (CHR/Pop) and KFRU-AM (N/T). In nearby Jefferson City, it has three: KLIK-AM (N/T), KLIK (Country) and KJMO (Classic Rock). Each station strongly identifies with the city it's licensed to.

"I am lucky in that I don't share my audience very much with any of my sister stations, which allows me the freedom to steer 'BXR in any direction I feel is right," says Trezise. "Sure, I have a cluster reality to deal with, but we have the great fortune of being locally owned and operated. The own-

ers have a good balance between being realistic and being businessmen. I can truly say that they don't ask for anything we can't deliver."

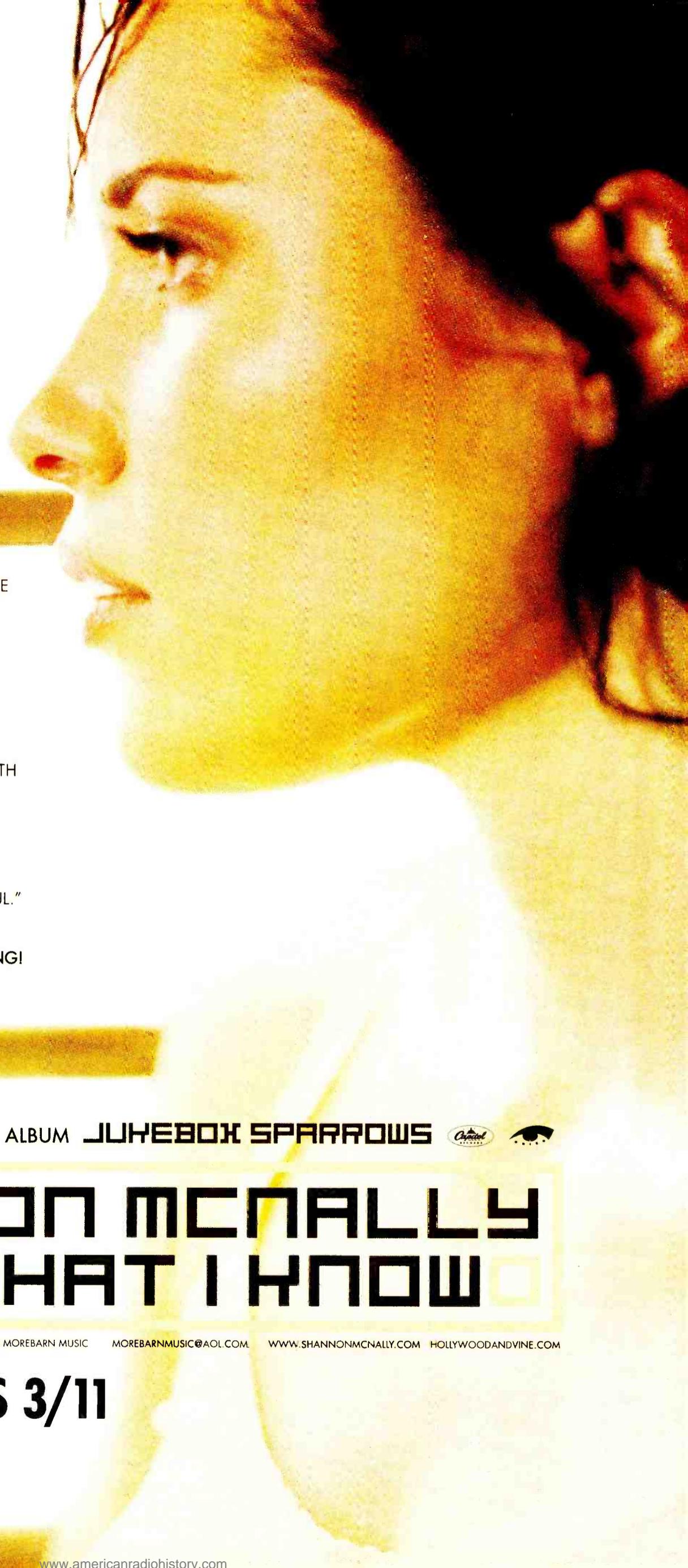
Trezise is also very proud of the fact that 'BXR is the only commercial Triple A station in the state. "We get a lot of people who come to town from Kansas City and St. Louis who've never heard anything like us before," she says. "They like the freshness and adventurousness, compared to the Classic Rock radio they're used to hearing. Many actually end up going home and tuning us in via the Internet."

As part of its commitment to localism, 'BXR makes an effort to support the local music scene. "We'll play something from a local band on our new music show or get behind a local gig, but it's limited as to how far we can go with that," Trezise says. "I do what I can without compromising the integrity of the station. I think most people listen to us to learn about what's happening across the country or around the world."

One genre that works well in Trezise's area is the "No Depression" or alt-country sound. She can get behind a certain number of those bands without much worry. She says, "The leading edge of our audience, the tastemakers, is very aware of this scene and which bands are influential — not only something like the next Wilco project, which is a big deal here, but also the next Josh Rouse or Jay Farrar or Caitlin Cary.

"I can also accomplish a similar thing with bands like Radiohead or The Strokes. I like it when a record comes along that we can champion. It says, 'Hey, we're not a big, stupid, corporate Rock station with our head up our ass. We're paying attention to music you really care about.'"

You can contact Lana Trezise at 573-449-1520 or lana@bxr.com. Check out the station's website at www.bxr.com.



"SONG STORIES AND EARTHY SLICES OF LIFE  
WITH MELLOW, SOULFUL INTIMACY"  
- ROLLING STONE ★★ ★ 1/2

"EARTHY, SMOKE-RINGED VOCALS  
THAT WEAVE TALES OF DEVOTION,  
DEDICATION AND UNBRIDLED PASSION"  
- VH1.COM

"SHANNON MCNALLY CREATES TUNES  
WITH LYRICS THAT INTIMATELY CONNECT WITH  
LISTENERS FAR AND WIDE."  
- DETAILS

"MCNALLY POSSESSES  
ENOUGH MUSICAL BREADTH  
AND EMOTIONAL DEPTH TO ENSURE  
THAT SHE'LL BE AROUND FOR THE LONG HAUL."  
- BILLBOARD MAGAZINE

WATCH FOR SHANNON ON TOUR THIS SPRING!  
LATE SHOW WITH DAVID LETTERMAN  
MARCH 26, 2002

THE NEW SINGLE FROM THE DEBUT ALBUM **JUKEBOX SPARROWS**



# SHANNON MCNALLY

## NOW THAT I KNOW

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### GOING FOR ADDS 3/11

# R&R Triple A Top 30



March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	584	+8	35601	7	24/0
2	2	DAVE MATTHEWS BAND Everyday (RCA)	562	-1	37338	18	24/0
3	3	CHRIS ISAAK Let Me Down Easy (Reprise)	504	-14	34106	8	26/0
5	4	PETE YORN Strange Condition (Columbia)	479	+50	34648	10	27/1
4	5	U2 In A Little While (Interscope)	455	-12	28495	8	24/0
6	6	CALLING Wherever You Will Go (RCA)	430	+6	31678	22	16/0
16	7	SHERYL CROW Soak Up The Sun (A&M/Interscope)	386	+113	32823	2	24/0
8	8	EDDIE VEDDER You've Got To Hide Your... (V2)	371	+24	26845	8	23/1
7	9	JOHN MAYER No Such Thing (Aware/Columbia)	341	-8	29620	27	22/0
9	10	TRAIN She's On Fire (Columbia)	338	0	25074	7	24/0
10	11	TRAVIS Side (Epic)	321	-16	20433	15	18/1
11	12	COLDPLAY Trouble (Nettwerk/Capitol)	318	+9	30277	19	22/0
12	13	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	300	+5	24214	17	11/0
13	14	INDIGO GIRLS Moment Of Forgiveness (Epic)	282	-11	21820	7	21/0
14	15	JEWEL Standing Still (Atlantic)	274	-13	18478	20	17/0
15	16	CREED My Sacrifice (Wind-up)	271	-9	12424	17	12/0
17	17	STARSAILOR Good Souls (Capitol)	261	+12	15074	6	20/0
22	18	JACK JOHNSON Flake (Enjoy/Universal)	242	+34	17281	3	18/0
26	19	BONNIE RAITT I Can't Help You Now (Capitol)	239	+80	18616	2	21/0
19	20	MICK JAGGER Visions Of Paradise (Virgin)	220	-17	14552	7	20/0
18	21	WILLIAM TOPLEY Back To Believing (Lost Highway/IDJMG)	214	-24	14862	13	16/0
20	22	RYAN ADAMS Answering Bell (Lost Highway/IDJMG)	208	-15	14721	5	18/0
24	23	LENNY KRAVITZ Stillness Of Heart (Virgin)	199	+13	12310	3	20/1
23	24	ROBERT BRADLEY'S BLACKWATER... Train (Vanguard)	195	+3	12751	5	18/0
Debut	25	NATALIE MERCHANT Build A Levee (Elektra/EEG)	177	+61	14675	1	20/1
25	26	MIDNIGHT OIL Golden Age (Liquid 8)	169	+9	15855	3	18/2
21	27	GARBAGE Breaking Up The Girl (Almo Sounds/Interscope)	164	-46	9941	7	16/0
27	28	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	154	-1	4444	3	6/0
28	29	DEFAULT Wasting My Time (TVT)	137	-3	4253	3	8/0
29	30	JOHNNY A. Oh Yeah (Favored Nations/Red Ink)	129	-1	14457	3	9/0

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
DISHWALLA Somewhere In The Middle (Immergent)	7
PATTI SMITH When Doves Cry (Arista)	5
SHEILA NICHOLLS Faith (Hollywood)	4
JIMMY EAT WORLD The Middle (DreamWorks)	3
MIDNIGHT OIL Golden Age (Liquid 8)	2
BOB MOULD SoundOnSound (Granary/Red Ink)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHERYL CROW Soak Up The Sun (A&M/Interscope)	+113
BONNIE RAITT I Can't Help You Now (Capitol)	+80
NATALIE MERCHANT Build A Levee (Elektra/EEG)	+61
PETE YORN Strange Condition (Columbia)	+50
JIMMY EAT WORLD The Middle (DreamWorks)	+42
BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	+35
JACK JOHNSON Flake (Enjoy/Universal)	+34
EDDIE VEDDER You've Got To Hide Your... (V2)	+24
DIDO Thankyou (Arista)	+21
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	+19
COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	+19

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	235
RYAN ADAMS New York... (Lost Highway/IDJMG)	216
LIFEHOUSE Hanging By A Moment (DreamWorks)	199
FIVE FOR FIGHTING Superman (It's...) (Aware/Columbia)	190
LENNY KRAVITZ Dig In (Virgin)	185
INCUBUS Drive (Immortal/Epic)	175
DAVID GRAY Babylon (ATO/RCA)	159
AFRO-CELT... F/P. GABRIEL When... (Real World/Virgin)	159
JOHN MELLENCAMP Peaceful World (Columbia)	158
U2 Beautiful Day (Interscope)	157
DAVE MATTHEWS BAND The Space Between (RCA)	154
WEEZER Island In The Sun (Geffen/Interscope)	146
COLDPLAY Yellow (Nettwerk/Capitol)	137
MOBY F/GWEN STEFANI Southside (V2)	136
STAINED It's Been Awhile (Flip/Elektra/EEG)	128
DAVID GRAY Sail Away (ATO/RCA)	123
U2 Stuck In A Moment... (Interscope)	121
JOSH JOPLIN GROUP Camera One (Artemis)	115
PETE YORN Life On A Chain (Columbia)	107
3 DOORS DOWN Be Like That (Republic/Universal)	105

27 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 2/24/02-3/2/02. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

## New & Active

<b>CRACKER</b> Shine (Backporch/Virgin) Total Plays: 123, Total Stations: 13, Adds: 1	<b>JIMMY EAT WORLD</b> The Middle (DreamWorks) Total Plays: 105, Total Stations: 6, Adds: 3
<b>BIG HEAD TODD &amp; THE MONSTERS</b> Wishing Well (Big) Total Plays: 121, Total Stations: 11, Adds: 0	<b>SENSE FIELD</b> Save Yourself (Nettwerk) Total Plays: 100, Total Stations: 5, Adds: 0
<b>STROKES</b> Last Nite (RCA) Total Plays: 113, Total Stations: 6, Adds: 0	<b>LLAMA</b> Too Much Too Soon (MCA) Total Plays: 97, Total Stations: 9, Adds: 0
<b>JACK JOHNSON</b> Bubble Toes (Enjoy/Universal) Total Plays: 109, Total Stations: 6, Adds: 0	<b>PHANTOM PLANET</b> California (Daylight/Epic) Total Plays: 80, Total Stations: 11, Adds: 1
<b>LISA LOEB</b> Someone You Should Know (Geffen/Interscope) Total Plays: 108, Total Stations: 13, Adds: 1	<b>LIFEHOUSE</b> Breathing (DreamWorks) Total Plays: 76, Total Stations: 3, Adds: 0

Songs ranked by total plays



sheila nicholls  
faith

faith /'fāth/: A Firm Belief:  
WXPN WDET WKOC WAPS WRNX  
KRSH KTHX KTAO KMTN and more!

"Treat your listeners to an inspiring new song from Sheila Nicholls, an artist who has something to say... First week out and we're getting great listener reaction"  
- Bruce Warren/WXPN



March 8, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	CHRIS ISAAK Let Me Down Easy (Reprise)	345	+18	8747	8	21/0
2	2	RYAN ADAMS Answering Bell (Lost Highway/IDJMG)	315	+20	7403	6	21/0
4	3	WILLIAM TOPLEY Back To Believing (Lost Highway/IDJMG)	254	-1	3829	18	17/0
3	4	PETE YORN Strange Condition (Columbia)	247	-16	1558	13	14/0
8	5	INDIGO GIRLS Moment Of Forgiveness (Epic)	240	+21	6089	7	19/0
9	6	ROBERT BRADLEY'S BLACKWATER... Train (Vanguard)	235	+17	5402	7	19/0
7	7	ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	229	+5	3452	6	14/0
6	8	STARSAILOR Good Souls (Capitol)	228	-4	6526	11	18/0
5	9	KASEY CHAMBERS Not Pretty Enough (Warner Bros.)	225	-14	7206	5	18/0
11	10	NATALIE MERCHANT Build A Levee (Elektra/EEG)	204	+27	5612	2	20/0
29	11	SHERYL CROW Soak Up The Sun (A&M/Interscope)	199	+90	4083	2	18/1
12	12	MIDNIGHT OIL Golden Age (Liquid 8)	186	+10	3707	7	18/0
Debut	13	BONNIE RAITT I Can't Help You Now (Capitol)	181	+117	4130	1	19/1
17	14	WILLIE NELSON Maria (Shut Up And Kiss Me) (Lost Highway/IDJMG)	177	+13	4611	6	16/0
13	15	U2 In A Little While (Interscope)	174	0	2322	11	11/1
10	16	SUZANNE VEGA Last Year's Troubles (A&M/Interscope)	174	-11	4031	8	16/0
14	17	BRUCE COCKBURN My Beat (True North/Rounder)	169	-4	3827	12	16/0
20	18	ZERO 7 Destiny (Quango/Palm)	167	+14	4988	3	16/1
19	19	CRACKER Shine (Backporch/Virgin)	164	+3	3654	5	16/0
23	20	TRAIN She's On Fire (Columbia)	157	+22	2019	5	11/0
21	21	JACK JOHNSON Flake (Enjoy/Universal)	151	-2	4859	3	16/1
18	22	DAVE MATTHEWS BAND Everyday (RCA)	143	-19	994	21	8/0
Debut	23	BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	139	+50	1226	1	15/0
22	24	EDDIE VEDDER You've Got To Hide Your... (V2)	138	-4	1821	8	10/0
25	25	BILLY BRAGG NPWA (Elektra/EEG)	134	+15	5391	2	14/0
15	26	JOHN MAYER No Such Thing (Aware/Columbia)	133	-37	2120	33	9/0
27	27	LENNY KRAVITZ Stillness Of Heart (Virgin)	120	+9	1489	2	10/0
26	28	BEN FOLDS Still Fighting It (Epic)	115	+2	695	13	9/1
Debut	29	JOSH ROUSE Feeling No Pain (Rykodisc)	113	+14	3103	1	12/2
24	30	MICK JAGGER Visions Of Paradise (Virgin)	110	-14	2275	7	11/0

21 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 2/24-Saturday 3/2.

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## Most Added

ARTIST TITLE LABEL(S)	ADDS
PATTI SMITH When Doves Cry (Arista)	12
OISHWALLA Somewhere In The Middle (Immergent)	6
SHEILA NICHOLLS Faith (Hollywood)	5
CHIEFTAINS Redemption Song (RCA)	4
JOSH CLAYTON-FELT Building Atlantis (DreamWorks)	3
BOB MOULD Sound On Sound (Granary/Red Ink)	3
STEVE FORBERT Starstruck (Rykodisc)	3
JOSH ROUSE Feeling No Pain (Rykodisc)	2
CHARLIE MUSSELWHITE Blues Overtook Me (Telarc)	2
ROBBEN FORD Don't Deny Your Love (Concord)	2
ENTRAIN Anyway (Dolphin Safe)	2
SHANNON MCNALLY Now That I Know (Capitol)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BONNIE RAITT I Can't Help You Now (Capitol)	+117
SHERYL CROW Soak Up The Sun (A&M/Interscope)	+90
BIG HEAD TODD & THE MONSTERS Wishing Well (Big)	+50
JOSH CLAYTON-FELT Building Atlantis (DreamWorks)	+43
PATTI SMITH When Doves Cry (Arista)	+31
NATALIE MERCHANT Build A Levee (Elektra/EEG)	+27
ROBBEN FORD Don't Deny Your Love (Concord)	+23
TRAIN She's On Fire (Columbia)	+22
INDIGO GIRLS Moment Of Forgiveness (Epic)	+21
RYAN ADAMS Answering Bell (Lost Highway/IDJMG)	+20
GREAT BIG SEA Sea Of No Cares (Rounder)	+20
CHRIS ISAAK Let Me Down Easy (Reprise)	+18
ROBERT BRADLEY'S BLACKWATER... Train (Vanguard)	+17
SHANNON MCNALLY Now That I Know (Capitol)	+16
BELA FLECK A Moment So Close (Columbia)	+16
BILLY BRAGG NPWA (Elektra/EEG)	+15
CHARLIE MUSSELWHITE Blues Overtook Me (Telarc)	+15
ZERO 7 Destiny (Quango/Palm)	+14
JOSH ROUSE Feeling No Pain (Rykodisc)	+14

## Reporters

<p><b>WAPR/Akron, OH</b>                      PD/M: Bill Gruber                      1 JOSH CLAYTON-FELT "Adams"                      1 OISHWALLA "Middle"                      1 SHEILA NICHOLLS "Faith"                      1 ROBBEN FORD "Dove"</p>	<p><b>WXRT/Chicago, IL *</b>                      PD: Norm Winer                      APD/M: John Farneda                      5 PATTI SMITH "Doves"</p>	<p><b>WMMW/Madison, WI *</b>                      PD: Rosemary Welch                      APD/M: Chris Griffin                      PATTI SMITH "Doves"                      BOB MOULD "Sound"                      ENTRAIN "Anyway"</p>	<p><b>WYEP/Pittsburgh, PA</b>                      PD: Rosemary Welch                      APD/M: Chris Griffin                      PATTI SMITH "Doves"                      BOB MOULD "Sound"                      ENTRAIN "Anyway"</p>	<p><b>KOTR/San Luis Obispo, CA</b>                      PD: Drew Ross                      MD: Greg Phifer                      5 PATTI SMITH "Doves"                      4 JOE BONAMASSA "Shape"                      4 BOTTLE ROCKETS "Mercurio"                      4 KELLER WILLIAMS "Speaker"                      4 OMAR AND THE HOWLERS "Muddy"                      4 BELA FLECK "Zona"</p>			
<p><b>KTZO/Albuquerque, NM *</b>                      PD: Scott Souhrada                      MD: Don Kelley                      No Adds</p>	<p><b>KBXR/Columbia, MO</b>                      PD/MD: Lana Terzise                      PATTI SMITH "Doves"</p>	<p><b>WMPS/Memphis, TN</b>                      PD/MD: Alexandra Inzer                      No Adds</p>	<p><b>WCLZ/Portland, ME</b>                      PD: Herb Ivy                      MD: Brian James                      No Adds</p>	<p><b>KBAC/Santa Fe, NM</b>                      GM/PD: Ira Gordon                      6 AVALANCHES "Frontier"                      6 JOSH CLAYTON-FELT "Adams"                      6 STAN RIDGWAY "Hogbeard"                      5 OISHWALLA "Middle"                      4 PATTI SMITH "Doves"</p>			
<p><b>KGSR/Austin, TX *</b>                      MD: Susan Castle                      3 PATTI SMITH "Doves"                      3 BONNIE RAITT "Gavin"                      4 JOSH ROUSE "Pan"                      4 STEPHEN BRULTON "Call"                      1 SARA HICKMAN "Name"                      CHIEFTAINS "Redemption"                      ANGELIQUE KIDJOU "Twoy"</p>	<p><b>WDET/Detroit, MI</b>                      PD: Judy Adams                      MD: Martin Bandyke                      AM: Chuck Horn                      3 PATTI SMITH "Doves"                      3 ROBBEN FORD "Dove"                      3 JOSH CLAYTON-FELT "Adams"                      3 SHEILA NICHOLLS "Faith"                      3 BETH NIELSEN CHAPMAN "Turt"</p>	<p><b>KTCZ/Minneapolis, MN *</b>                      PD: Lauren MacLeash                      APD/MD: Mike Wolf                      1 CRACKER "Shine"</p>	<p><b>KINK/Portland, OR *</b>                      PD: Dennis Constantine                      MD: Kevin Welch                      No Adds</p>	<p><b>KTAD/Santa Fe, NM</b>                      PD: John Hayes                      MD: Michael Dean                      5 CHARLIE MUSSELWHITE "Blues"                      CHIEFTAINS "Redemption"                      JOSH ROUSE "Pan"                      SHEILA NICHOLLS "Faith"                      BOB MOULD "Sound"</p>			
<p><b>WFRN/Baltimore, MD *</b>                      OM: Jon Peterson                      PD: Alex Cortright                      MD: Damian Einstein                      PATTI SMITH "Doves"                      STEVE FORBERT "Starstruck"                      FELT "Dove"                      FOUNTAINS OF WAYNE "Beter"</p>	<p><b>WVOD/Elizabeth City, NC</b>                      PD: Matt Cooper                      MD: Tad Abbey                      No Adds</p>	<p><b>KPIG/Monterey, CA</b>                      PD/MD: Laura Ellen Hopper                      6 BONNIE RAITT "Gavin"                      5 JOHN PRINE "Loretta"                      4 CHUCK WEISS "Tony"                      4 STEPHEN BRULTON "Call"                      3 NEIL HALLSTEAD "Raman"                      2 STEVE RAY VAUGHAN "Night"</p>	<p><b>WOST/Poughkeepsie, NY</b>                      PD: Greg Gattine                      APD: Christine Martinez                      MD: Roger Manell                      OISHWALLA "Middle"                      KASEY CHAMBERS "Barnacles"                      PATTI SMITH "Doves"                      LISALDEB "Know"</p>	<p><b>KRSH/Santa Rosa, CA *</b>                      PD: Bill Bowker                      MD: Pam Long                      7 LITTLE CHARLIE "Real"                      1 TOM WATTS "Home"                      1 ASIE PAYTON "Love"                      DISHWALLA "Middle"                      LOS MOCCOSIS "Caligero"                      SHEILA NICHOLLS "Faith"</p>			
<p><b>KRVB/Boise, ID *</b>                      PD/MD: Brandon Dawson                      LISALDEB "Know"</p>	<p><b>WNCW/Greenville, SC</b>                      PD: Mark Keate                      APD: Kim Clark                      16 SHANNON MCNALLY "Now"                      GREG BROWN "Exiled"                      CHIEFTAINS "Redemption"                      STEVE FORBERT "Starstruck"                      PATTI SMITH "Doves"                      STAR ROOMBOYS "Tears"                      GARRISON STARR "Sky"</p>	<p><b>KTEE/Monterey, CA</b>                      PD: Linda Roberts                      MD: Carl Widing                      BEN FOLDS "Sini"</p>	<p><b>KTHX/Reno, NV *</b>                      PD: Harry Reynolds                      MD: Dave Herold                      GREG BROWN "Telling"                      BETH NIELSEN CHAPMAN "Turt"                      DISHWALLA "Middle"                      SHEILA NICHOLLS "Faith"                      PATTI SMITH "Doves"</p>	<p><b>KMTT/Seattle-Tacoma, WA *</b>                      GM/PD: Chris Mays                      APD/MD: Shawn Stewart                      No Adds</p>			
<p><b>WBOS/Boston, MA *</b>                      PD: Chris Herrmann                      MD: Michele Williams                      3 LENNY KRAVITZ "Heart"</p>	<p><b>WTTN/Indianapolis, IN *</b>                      PD: Jim Ziegler                      APD/MD: Marie McCallister                      2 MIDNIGHT OIL "Golden"                      MICK JAGGER "Jag"</p>	<p><b>WRIT/Nashville, TN *</b>                      OM/PD: David Hall                      APD/MD: Keith Coes                      JOE BONAMASSA "Miss"                      BOB MOULD "Sound"</p>	<p><b>KENZ/Salt Lake City, UT *</b>                      OM/PD: Bruce Jones                      MD: Karl Bushman                      18 JIMMY EAT WORLD "Middle"                      ASANDRO POOLS "Remedy"                      DISHWALLA "Middle"</p>	<p><b>KAEP/Spokane, WA *</b>                      PD: Scott Rusk                      MD: Karl Bushman                      28 JIMMY EAT WORLD "Middle"                      1 FLYING TIGERS "Maybe"                      DISHWALLA "Middle"</p>			
<p><b>WBRV/Boston, MA *</b>                      PD: Joanne Doady                      MD: Dana Marshall                      1 DISHWALLA "Middle"                      1 THEY MIGHT BE GIANTS "Kiss"</p>	<p><b>WKXI/Knoxville, TN *</b>                      PD: Shane Cox                      MD: Sarah McClune                      No Adds</p>	<p><b>WFUV/New York, NY</b>                      PD: Chuck Singleton                      MD: Rita Houston                      AM: Russ Borris                      PATTI SMITH "Doves"                      STEVE FORBERT "Starstruck"                      COLDPLAY "Sisters"                      CAITLIN CARY "Looking"                      CHIEFTAINS "Redemption"</p>	<p><b>KXST/San Diego, CA *</b>                      PD/MD: Dana Shaieb                      2 TRAVIS "Sue"</p>	<p><b>WRNF/Springfield, MA *</b>                      GM/PD: Tom Davis                      MD: Donnie Moorhouse                      8 GARY STER "America"                      JOSH CLAYTON-FELT "Adams"                      DISHWALLA "Middle"                      SHEILA NICHOLLS "Faith"</p>			
<p><b>CKEY/Buttalo, NY *</b>                      PD/MD: Rob White                      REMY SHAND "Message"</p>	<p><b>KMTN/Jackson, WY</b>                      PD/MD: Mark Fishman                      DISHWALLA "Middle"                      ELBOW "Newborn"                      PATTI SMITH "Doves"                      SHEILA NICHOLLS "Faith"                      CARBON LAF "Boys"                      JOSH ROUSE "Pan"</p>	<p><b>WKOC/Norfolk, VA *</b>                      PD: Paul Shugre                      MD: Kristen Crot                      3 DISHWALLA "Middle"                      SHEILA NICHOLLS "Faith"</p>	<p><b>KFDG/San Francisco, CA *</b>                      PD: Dave Benson                      APD/MD: Haley Jones                      No Adds</p>	<p><b>WVNY/Cape Cod, MA</b>                      PD/MD: Barbara Dacey                      SHANNON MCNALLY "Now"                      JACK JOHNSON "Flake"                      U2 "Little"</p>	<p><b>WFPK/Louisville, KY</b>                      PD: Dan Reed                      APD: Stacy Owen                      BOB MOULD "Sound"                      PATTI SMITH "Doves"                      WHITE STRIPES "Tupel"                      RUFUS WAINWRIGHT "Universe"</p>	<p><b>KCTY/Omaha, NE *</b>                      PD: Max Baumgardner                      MD: Christopher Dean                      NATALIE MERCHANT "Levee"</p>	<p><b>WXPB/Philadelphia, PA</b>                      PD: Bruce Warren                      APD/MD: Helen Leitch                      SHEILA NICHOLLS "Faith"                      DISHWALLA "Middle"                      OISHWALLA "Middle"                      ENTRAIN "Anyway"                      STEVE FORBERT "Starstruck"                      F. BURNISDE "Broken"                      CHINWY "Dove"                      PATTI SMITH "Doves"</p>
<p><b>WJOD/Chattanooga, TN *</b>                      GM/PD/MD: Danny Howard                      20 SHY "Ear World"                      1 EDDIE VEDDER "Jade"                      1 PHANTOM PLANET "California"</p>	<p><b>KTBC/Kansas City, MO</b>                      PD: Jon Hart                      MD: Byron Johnson                      12 PATTI SMITH "Doves"                      12 CHIEFTAINS "Redemption"                      NEIL HALLSTEAD "Raman"                      DISHWALLA "Middle"                      ZERO 7 "Destiny"                      CHARLIE MUSSELWHITE "Blues"                      TOMMY CASTRO "Somebody"</p>	<p><b>WXPB/Philadelphia, PA</b>                      PD: Bruce Warren                      APD/MD: Helen Leitch                      SHEILA NICHOLLS "Faith"                      DISHWALLA "Middle"                      OISHWALLA "Middle"                      ENTRAIN "Anyway"                      STEVE FORBERT "Starstruck"                      F. BURNISDE "Broken"                      CHINWY "Dove"                      PATTI SMITH "Doves"</p>	<p><b>48 Total Reporters</b></p>	<p><b>27 Total Monitored</b></p>			
			<p><b>21 Total Indicator</b></p>				

## National Programming

Added This Week

**World Cafe**  
 Ali Castelinni 215-898-6677

CASSANDRA WILSON The Weight  
 GURF MORLIX Torn In Two  
 GREG BROWN Milk Of The Moon  
 JOSH CLAYTON-FELT Building Atlantis  
 MICHELLE SHOCKED Peachfuzz  
 MEDESKI, MARTIN & WOOD Uninvisible

**Acoustic Cafe**  
 Rob Reinhart 734-761-2043

CHIEFTAINS Redemption Song  
 EMM GRYNER Pour Some Sugar On Me  
 JONATHAN RICHMAN Stop Your Sobbing

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

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## ON THE RECORD

With  
**Jon Hart**  
PD, KTBG/Kansas City



The most passionate audience I've ever seen was at a mid-'90s Indigo Girls show at Starlight Theater in Kansas City. It was a big crowd, they knew all of the words to every song, and I couldn't imagine what radio station any of them listened to. As of last August, KTBG has been trying to fill that void. • The Indigo Girls' new CD, *Become You*, marks the return of producer Peter Collins, who worked with them on *Rites of Passage* and *Swamp Ophelia*. Conceived as an acoustic project, it's more organic and lacks the edgier elements of *Shaming of the Sun* or *Come on Social*. It feels like the truest reflection of Amy Ray and Emily Saliers' talent that we've seen in years. • The songwriting is evenly split between the two, with Amy's "Moment of Forgiveness" getting the nod as the first emphasis track. The title track is Amy's call for racial tolerance in her beloved South, but, serious as it is, it has an incredibly catchy chorus. Adding to her canon of songs that map the landscape of the heart, Emily contributes "Deconstruction," "Collecting You" and "You've Got to Show," which features a Stan Getz-inspired sax solo. • Completists get your wallets ready, as there are three different bonus discs — available through Amazon.com, Borders stores and the Coalition of Independent Retail Music Stores — that feature different mixes, live versions and songs from Amy's solo CD. • Hopefully, when the Indigo Girls come through Kansas City on this tour (hint, hint), some of that passionate audience will have learned the lyrics from the radio!

**D**ishwalla (No. 1 monitored with seven adds and No. 2 Indicator with six adds) and **Patti Smith** (No. 2 monitored with five adds and No. 1 Indicator with 12 adds) lead in the Most Added category this week ... **Sheila Nicholls** is also strong this week with nine total adds, followed by **Bob Mould**, **The Chieftains**, **Josh Clayton-Felt**, **Josh Rouse** and **Charlie Musselwhite** ... **Midnight Oil** closed some important holes ... On the monitored airplay chart, **Alanis Morissette** holds the top slot for the third week, **Pete Dinklage** moves 5\*-4\*, and **Sheryl Crow** leaps from 16\*-7\* (with an increase of 113 spins!), while **The Calling** (6\*), **Eddie Vedder** (8\*) and **Train** (10\*) round out the top 10 bulleted records ... **Jack Johnson** moves 22\*-18\*, **Bonnie Raitt** jumps 26\*-19\* (with an increase of 80 spins!), and **Lenny Kravitz** (23\*) and **Robert Bradley's Blackwater Surprise** (24\*) hang tough as **Natalie Merchant** debuts at 25\* ... Keep an eye on **Cracker**, **Big Head Todd And The Monsters**, **Jimmy Eat World**, **Sense Field** and **Llama** ... On the Indicator airplay chart **Chris Isaak** is 1\* again, **Indigo Girls** move 8\*-5\*, **RBBS** jump 9\*-6\*, and **Merchant** moves into the top 10 at 10\* ... **Sheryl Crow** catapults 29\*-11\*, while **Raitt** debuts at 13\* ... **Big Head Todd** and **Rouse** also debut.



— John Schoenberger, Triple A Editor

## AAA ARTIST OF THE WEEK

ARTIST: **Zero 7**

LABEL: **Quango/Palm**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



Zero 7

Comprising two studio wizards — Henry Binns and Sam Hardaker — **Zero 7** have taken the chilled-out, '70s-inspired sound of bands such as Air and Portishead to a whole new level. By infusing classic soul, CTI-style jazz and romantic soundtrack music with a modern groove, they've produced an album of songs that are at once both nostalgic and innovative.

The two hail from the Camden area of North London and began their friendship in the mid-'80s. "When we met, I was a soul boy, and Sam was more into hip-hop," says Binns. They soon decided that they wanted to learn about music production and ultimately served their apprenticeships together at Mickey Most's legendary RAK studio, where they worked with such diverse acts as Robert Plant and The Pet Shop Boys.

A hint of Binns and Hardaker's coalescing style was heard in their acclaimed remix of Radiohead's "Climbing Up the Walls" and, later, their treatment of Terry Callier's "Love Theme From Spartacus." But the full breath of their musical vision wasn't clear until the release of *Simple Things* on the Quango label. First released in the U.K., the disc sold very well and won the acclaimed Technics Mercury Prize for Album of the Year in 2001. As the buzz crossed the Atlantic Ocean to America, imports of the album sold tens of thousands of copies here, leading to a recent domestic release on Palm Pictures.

Although Binns and Hardaker are the creative force of the project — they played all the keys and wrote or co-wrote almost all the material, in addition to handling the production chores — the involvement of several other musicians helped make the collection as special as it is. Sia Furler contributed sizzling vocals on the lead single, "Destiny," as well as "Distrac-

tions." Moez vibed out on "I Have Seen" and the title track, while Sophie Barker's vocals on "In the Waiting Line" and "Spinning" added soulful spice. The contributions of Jeremy Stacey and Miggi Barradas (drums), Pete Trotman (bass), Allan Simpson and Dedi Madden (guitar), Dan Litman (flute), Graeme Stewart (trumpet), The Brilliant Strings and others created the dreamy mood.

"We never recorded any of it with the whole band playing at one time," says Hardaker. "We recorded a string section and live drums, but everyone else came by one at a time and left their little bit with us. That kind of demystifies any romantic idea of us sitting in the studio all playing along harmoniously together." In spite of that, there's cohesion and a feeling of spontaneity to the entire endeavor, especially the instrumental tracks.

One may think that such a studio-driven project would have difficulty crossing over to the stage, but the opposite has been the case. Gathering musicians from the album, as well as other friends, Zero 7 have performed live as a group of anywhere from 11 to 20 people to sellout crowds across the U.K. and throughout Europe. In December of 2001 the ensemble played three critically acclaimed showcases in the U.S., and plans for a more extensive American tour are in the works.

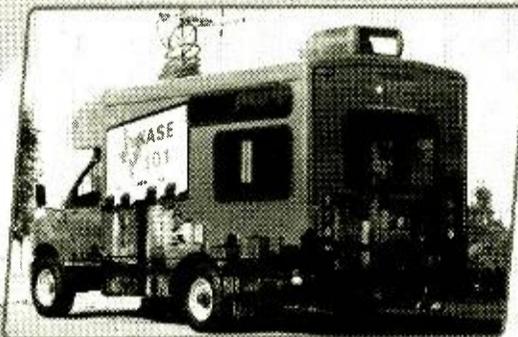
As *NME* described it, "Zero 7 is a lush and luxuriant antidote to uptown, uptight music. An extravaganza of cosmic soul music, dizzying string passages, folkly vocals and the brightest and most unabashed celebration of the laid-back life."

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**RICK WELKE**  
rwelke@rronline.com

# A Christian-Radio Myth Is Shattered

CHR station surges in sales and core-demo ratings

The opinion is often repeated that a commercial Christian CHR can't make money. The story is that the format can never really impact the youth culture the way mainstream CHR has. But KMRX (Live 101.5)/Tulsa is proving that that long-standing notion is a myth — and doing it on a shoestring budget.

KMRX PD **Chad Bonham** takes us back to the beginning: "Clear Channel had just decided to end a three-year foray into the Alternative world when I took over as PD. After a brief splash with that format, the experiment quickly went south, and the station found itself unable to stretch beyond a 2.6 rating among its core demo of 18-34-year-olds.



**Chad Bonham**

"We were broadcasting a three-hour progressive Christian-music show on Sunday nights, and our success had apparently caught management's attention. To everyone's surprise, the switch from the previous format was made, on Feb. 4, 2001. That winter book found KMRX registering a 1.7 18-34. We quickly rebounded to a 2.8 in the spring ratings and have since scored a 4.2 in the fall 2001 book, tying us for ninth overall in the Tulsa market."

## Slow And Steady Growth

Bonham admits that he had never programmed a full-time radio station before KMRX, but that didn't alter the vision he had for making the progressively minded format work. "Everything changed, initially," he says. "The previous staff was already stripped down to bare bones, so we

moved in our morning show host, Seth Andrews, and we recently added co-host Julie Clemons. David Groves has been the midday talent for the entire year.

"We have had some turnover in our afternoon slot and currently have a veteran talent in Gwen Freeman. Our evenings are filled with *Name Brand Radio*, hosted by David and me. It's an exclusive rock program geared toward 12-24 males. *Name Brand Radio* was actually the show that we did for four years before KMRX switched formats. We've also added some key sales staff and have had a change in our operations manager position; it's now C.C. Matthews, who oversees all six Clear Channel/Tulsa stations."

As the myth goes, Christian pop or rock music can't be accompanied by a financially successful frequency. However, even with the odds — and the lack of format sales research — against it, KMRX has put its best foot forward. "When we started, we had no numbers to help sell our station," Bonham says. "We basically started from scratch. So, initially, our sales staff went after the obvious targets — churches, youth groups, concert promoters and Christian-owned businesses.

"It was a slow and tedious process, but within our first three or four months things quickly picked up. Most of the sales opportunities were based on clients looking specifically to target the younger listener. Others involved themselves with their ad dollars simply because they wanted to support the station and what it represents as an alternative choice for the youth culture.

"By the summer book we started to register some gains in the ratings. The fall book was huge, allowing our sales staff to sell the passionate loyalty of our listeners and also our measurable growth. Before, we generally counted on Christian businesses, but now we are seeing mainstream businesses getting involved. Car dealerships, restaurants, community events and medical facilities have all begun advertising with us.

"Since hitting the airwaves in February of last year, we've seen steady sales growth. Already in 2002 we are pacing at 200% of our sales from the previous year."

## Success With Few Resources

The station's success has come without a normal format-switch marketing plan. Truthfully, KMRX didn't even have a marketing budget to work with. "We inherited a station that had zero marketing dollars," Bonham says. "Budgets were frozen for 2001, and, therefore, we have that same amount for our second year. Grass-roots and on-air promotions have been our sole means of marketing the station.

"We have had to be very creative with our fundamental marketing schemes. That includes community events and concert appearances. We make sure to show up at as many events as humanly possible. We MC concerts and host charity events — it doesn't even have to be something we organized ourselves. We have a desperate need to be seen, so we go the extra mile to get out there. We also developed our own concert series and have already hosted two shows that have brought in a combined 2,500 people.

"Last fall we organized a weekly campaign to get in front of Tulsa's youth population: We created the Live Tour, in which we bring pizza



**CHAPMAN HITS THE GRAMMYS**

Steven Curtis Chapman was nominated for Best Pop/Contemporary Gospel Album for *Declaration* at last week's Grammy Awards. Walking the red carpet are (l-r) Chapman's son, Caleb; Chapman; and Matchbox Twenty frontman Rob Thomas.

and soft drinks to a different youth group every week. We plug the station, play games, give away prizes and make sure to make a lasting impression on everyone in attendance.

"With on-air promotions, we use our promotional spots to brand our station's mission. We tell our story through the best vehicle we have, our own airwaves. We also create promotional opportunities through giveaways, concerts and other events, like See You at the Pole, a Super Bowl Party and Walk for Life. Unused spot inventory can mean missed self-promotional opportunities if you're not thinking outside the box."

**"We have a desperate need to be seen, so we go the extra mile to get out there."**

So what's the next step for KMRX? Bonham looks to the future. "We want to continue our sales growth," he says. "We would like to double our previous year's sales and continue to shine among the cluster of Clear Channel stations here in Tulsa. We need to keep doing what we're doing, plus work a little harder to get national and local promoters to see how valuable we can be in their concert promotions.

"We also need to tell our story better. We've had a great first year. Too many people in our market still don't know what we can offer them through our advertising and promotional outlets. It's coming around, but we have a long way to go."

## Tips For The Troops

Even with all of Live 101.5's success, the station has learned the hard way that resources are not readily made available to a format that is still

shunned in many circles. It hasn't been easy, but the staffers have discovered the value of doing things in the correct manner and for the right reasons.

"You can do more with less," says Bonham. "Contrary to popular belief, we haven't simply been riding the Clear Channel wave to success. As I mentioned, we inherited a station with no marketing and a very small operating budget. Therefore, we have relied heavily on two things: talented people and hard work coupled with passion.

"To be a leader, you have to act like a leader. We decided from the start that we were going to do our own thing, no matter what else was going on in our market — or in the rest of the country, for that matter. You have to know your own market's environment. You can't make decisions based on what the charts say or what other stations in your town are playing. Know who you want to reach, and go after them with no apologies."

Now that Bonham and his staff have good research at their fingertips, they have realized that they are on to something in how to reach a young audience. "Don't be afraid to cater to teens and young adults," Bonham says. "Research is continuing to show that the 12-17, 12-24 and 18-34 demos are more viable than ever. There are lots of sales opportunities there.

"The flip side is, just because your format caters to youth doesn't mean older listeners won't support the station. If you look at the average CHR or Rock station, it usually has a strong contingent of 25-54-year-old listeners. People over 34 want to be hip too.

"If we are truly going to take this industry to its highest potential, Christian CHR must be taken more seriously. We can't continue to pretend that there's only one format that represents the tastes of all Christian listeners. Mainstream radio has thrived off the concept of diversity. Christian radio will never reach the same type of penetration until we embrace that idea and prove it by supporting all formats with more resources."

## KMRX By The Numbers

The table below shows KMRX (Live 101.5)/Tulsa's ratings before its format switch and as of the last ratings period. The first figure is Arbitron AQH share, and the second number reflects TSL (TSL for the 12-24 demo was not available).

Demo	Fall 2000	Fall 2001
12+ (Mon.-Sun.)	1.1/4:00	1.9/7:45
12-17 (Mon.-Sun.)	1.3/5:00	4.3 (No. 6t)/12:15
12-24 (Mon.-Sun.)	1.1	4.2 (No. 8t)
18-34 (Mon.-Sun.)	2.6/5:00	4.2 (No. 9t)/12:15
25-54 (Mon.-Sun.)	1.4/5:30	2.1/9:30
Men 12-24 (Mon.-Sun.)	1.3	4.1 (No. 8t)
Men 18-34 (Mon.-Sun.)	3.4/7:30	5.4 (No. 6t)/14:15
Men 25-54 (Mon.-Sun.)	2.1/9:15	2.5/11:30
Women 12-24 (Mon.-Sun.)	1.1	4.2 (No. 8t)
Women 18-34 (Mon.-Sun.)	1.6/2:45	3.0 (No. 12t)/9:30
Women 25-54 (Mon.-Sun.)	0.7/2:15	1.6/7:15

Ties are noted with a t.

**CHR Top 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	JARS OF CLAY I Need You (Essential)	956	+29	12
2	2	NEWSBOYS It Is You (Sparrow)	944	+107	10
4	3	PLUS ONE Camouflage (Atlantic)	794	+96	10
3	4	OUT OF EDEN Different Now (Gotee)	740	-6	16
5	5	JENNIFER KNAPP w/MAC POWELL Sing Alleluia (Essential) 719	719	+92	12
7	6	REBECCA ST. JAMES Breathe (Forefront)	702	+81	10
6	7	JAKE Army Of Love (Reunion)	687	+65	14
11	8	STEVEN CURTIS CHAPMAN See The Glory (Sparrow)	602	+43	8
13	9	TRUE VIBE You Are The Way (Essential)	599	+96	7
9	10	SHAUN GROVES After The Music Fades (Rocketown)	588	+8	13
14	11	SKILLET One Real Thing (Ardent)	501	+30	4
22	12	CAEDMON'S CALL Before There Was Time (Essential)	496	+101	6
17	13	NATALIE LARUE, T-BONE & DJ MAJ King Of... (Flicker)	488	+75	5
10	14	JENNIFER KNAPP Breathe On Me (Gotee)	487	-81	19
20	15	MERCY ME I Can Only Imagine (INO)	442	+39	7
27	16	GINNY OWENS I Am (Rocketown)	425	+89	3
12	17	ZOE GIRL With All Of My Heart (Sparrow)	422	-85	22
8	18	DOWNHERE Larger Than Life (Word)	413	-171	16
21	19	LIFEHOUSE Breathing (DreamWorks)	406	+8	8
19	20	FFH Open Up The Sky (Essential)	402	-3	12
25	21	RACHAEL LAMPA Savior Song (Word)	395	+43	2
24	22	P.O.D. Youth Of The Nation (Atlantic)	390	+24	5
28	23	PAUL ALAN Leaving Lonely (Aluminum)	388	+81	2
29	24	BY THE TREE Invade My Soul (Fervent)	372	+73	4
16	25	WAITING Wonderfully Made (Inpop)	369	-60	11
15	26	THIRD DAY Come Together (Essential)	345	-114	25
23	27	JOY WILLIAMS No Less (Reunion)	334	-39	16
18	28	TAIT Loss For Words (Forefront)	320	-89	23
-	29	KINDRED 3 Blessed Day (Red Hill)	317	+45	5
-	30	<b>Debut</b> NICOLE C. MULLEN Talk About It (Word)	300	+99	1

31 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 2/24-Saturday 3/2. © 2002 Radio & Records.

**AC Top 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
3	1	NEWSBOYS It Is You (Sparrow)	1501	+7	10
4	2	AVALON I Don't Want To Go (Sparrow)	1399	+4	8
1	3	MERCY ME I Can Only Imagine (INO)	1389	-164	19
5	4	JARS OF CLAY I Need You (Essential)	1380	-3	13
2	5	STEVEN CURTIS CHAPMAN God Is God (Sparrow)	1366	-181	16
6	6	JENNIFER KNAPP w/MAC POWELL Sing Alleluia (Essential)	1314	-30	14
9	7	TRUE VIBE You Are The Way (Essential)	1196	+47	10
8	8	CAEDMON'S CALL Before There Was Time (Essential)	1185	+19	10
11	9	ANOINTED One Fine Day (Word)	1019	+14	7
12	10	PLUS ONE Forever (Atlantic)	1000	+50	6
7	11	SHAUN GROVES After The Music Fades (Rocketown)	959	-281	17
14	12	RACHAEL LAMPA No Greater Love (Word)	903	+139	5
15	13	POINT OF GRACE You Will Never Walk Alone (Word)	854	+97	4
13	14	REBECCA ST. JAMES Breathe (Forefront)	819	-38	10
10	15	FFH Open Up The Sky (Essential)	748	-262	18
17	16	GINNY OWENS I Am (Rocketown)	733	+52	5
20	17	MICHAEL W. SMITH Breathe (Reunion)	664	+69	6
22	18	BROTHER'S KEEPER Take Me To The Cross (Ardent)	621	+81	5
25	19	MARK SCHULTZ Back In His Arms Again (Word)	548	+130	2
18	20	KATINAS You Are (Gotee)	539	-120	20
21	21	NICOLE C. MULLEN Talk About It (Word)	539	-12	5
16	22	ZOE GIRL With All Of My Heart (Sparrow)	511	-180	21
19	23	THIRD DAY Show Me Your Glory (Essential)	494	-146	25
23	24	JOY WILLIAMS Touch Of Faith (Reunion)	414	-117	19
24	25	4HIM Psalm 112 (Word)	340	-170	23
28	26	OUT OF THE GREY Brave (Rocketown)	331	+8	3
27	27	CECE WINANS For Love Alone (Wellspring/Sparrow)	326	-56	12
26	28	DOWNHERE Great Are You (Word)	305	-107	8
29	29	MICHELLE TUMES King Of My Heart (Sparrow)	286	-23	3
-	30	<b>Debut</b> GO FISH You're My Little Girl (Inpop)	269	+33	1

54 AC reporters. Songs ranked by total plays for the airplay week of Sunday 2/24-Saturday 3/2. © 2002 Radio & Records.

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March 8, 2002

**Rock Top 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
	1	<b>P.O.D.</b> Youth Of The Nation (Atlantic)	422	-38	13
4	2	<b>BENJAMIN GATE</b> Lay It Down (Forefront)	320	+41	7
3	3	<b>LADS</b> Creator (Cross Drive)	294	+12	11
5	4	<b>JUSTIFIDE</b> Our Little Secret (Culdesac/Ardent)	292	+45	8
2	5	<b>TOBY MAC</b> Yours (Forefront)	288	-44	14
7	6	<b>MONDAY MORNING</b> Amazed (Independent)	274	+46	8
9	7	<b>RELIENT K</b> Those Words Are Not Enough (Gotee)	234	+22	5
12	8	<b>SQUIRT</b> No Turning Back (Absolute)	201	+6	8
10	9	<b>TAIT</b> Spy (Forefront)	198	-9	9
13	10	<b>PLANET SHAKERS</b> Phenomena (Crowne)	197	+3	8
6	11	<b>ESO</b> To Confront (Bettie Rocket)	192	-51	11
23	12	<b>LIFEHOUSE</b> Breathing (DreamWorks)	192	+58	6
<b>Debut</b>	13	<b>PILLAR</b> Fireproof (Flicker)	192	+173	1
8	14	<b>STAVESACRE</b> Keep Waiting (Tooth & Nail)	188	-25	10
29	15	<b>JARS OF CLAY</b> I Need You (Essential)	175	+88	3
<b>Debut</b>	16	<b>THIRD DAY</b> Get On (Essential)	171	+111	1
11	17	<b>EVERYDAY SUNDAY</b> Just A Story (Independent)	160	-40	7
20	18	<b>STEVE</b> My Ever, My All (Forefront)	156	+5	7
19	19	<b>THOUSAND FOOT KRUTCH</b> Supafly (OGE)	152	0	4
16	20	<b>COMMON CHILDREN</b> Entertaining Angels (Galaxy 21)	150	-24	22
17	21	<b>ROD LAVER</b> The Kind That Could (BEC)	145	-28	15
15	22	<b>AUDIO ADRENALINE</b> Lonely Man (Forefront)	144	-38	16
14	23	<b>SKILLET</b> Vapor (Ardent)	144	-41	16
<b>Debut</b>	24	<b>FIVE IRON FRENZY</b> Spartan (5 Minute Walk)	134	+101	1
22	25	<b>SPOKEN</b> This Path (Metro One)	130	-7	6
24	26	<b>SUPERCHICK</b> Big Star Machine (Inpop)	119	-11	21
25	27	<b>SEVENTH DAY SLUMBER</b> My Struggle (Mercy Street)	117	+5	4
26	28	<b>JENNIFER KNAPP</b> Breathe On Me (Gotee)	116	+5	8
13	29	<b>FIVE IRON FRENZY</b> Far Far Away (5 Minute Walk)	109	-48	19
<b>Debut</b>	30	<b>EAST WEST</b> She Cries (Floodgate)	106	+40	1

47 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 2/24-Saturday 3/2. © 2002 Radio & Records.

**Reporters**

**CHR**

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|---|--|---|
| KLYT/Albuquerque, NM<br>WHMX/Bangor, ME<br>KWOE/Cedar Rapids, IA<br>WCFL/Chicago, IL<br>WONU/Chicago, IL<br>KYIX/Chico, CA<br>WUFM/Columbus, OH<br>KZZQ/Des Moines, IA<br>WJLF/Gainesville, FL<br>WORQ/Green Bay, WI<br>KAIM/Honolulu, HI | WAYK/Kalamazoo, MI<br>WYLV/Knoxville, TN<br>WJTL/Lancaster, PA<br>WLGH/Lansing, MI<br>WNCB/Minneapolis, MN<br>WAYM/Nashville, TN<br>KOKF/Oklahoma City, OK<br>KSFBSan Francisco, CA<br>KLFF/San Luis Obispo, CA<br>KCMS/Seattle-Tacoma, WA<br>KTSL/Spokane, WA | KADI/Springfield, MO<br>WBVM/Tampa, FL<br>WYSZ/Toledo, OH<br>KTWY/Tri-Cities, WA<br>KMRX/Tulsa, OK<br>KDUV/Visalia, CA<br>WCLQ/Wausau, WI<br><br>AIR1/Network<br>KNMI/Network |
|---|--|---|

31 Reporters

**AC**

- |   |   |  |
|---|---|--|
| KAEZ/Amarillo, TX<br>KAFC/Anchorage, AK<br>WFSH/Atlanta, GA<br>WVFX/Atlanta, GA<br>WQCK/Baton Rouge, LA<br>KTSY/Boise, ID<br>WCVK/Bowling Green, KY<br>WBGL/Champaign, IL<br>WRCM/Charlotte, NC<br>WBDX/Chattanooga, TN<br>WZFS/Chicago, IL<br>WAKW/Cincinnati, OH<br>WFHM/Cleveland, OH<br>KBIQ/Colorado Springs, CO<br>WMHK/Columbia, SC<br>WCVO/Columbus, OH<br>KLTJ/Dallas, TX<br>WCTL/Erie, PA<br>KYTT/Eugene, OR<br>KLRC/Fayetteville, AR | WPSM/Ft. Walton Beach, FL<br>WLAB/Ft. Wayne, IN<br>WCSG/Grand Rapids, MI<br>WBFJ/Greensboro, NC<br>KSBH/Houston-Galveston, TX<br>WTCR/Huntington, WV<br>WGBB/Jacksonville, FL<br>WCQR/Johnson City, TN<br>KOBK/Joplin, MO<br>KFSH/Los Angeles, CA<br>WJLE/Louisville, KY<br>KOFB/Lubbock, TX<br>WMCU/Miami, FL<br>WBSN/New Orleans, LA<br>KLGH/Oklahoma City, OK<br>WPOZ/Orlando, FL<br>WZZD/Philadelphia, PA<br>WFIS/Portland, OR<br>KSLT/Rapid City, SD<br>WRXT/Roanoke, VA | WXPZ/Salisbury, DE<br>WJIS/Sarasota, FL<br>WHPZ/South Bend, IN<br>WIBI/Springfield, IL<br>KWND/Springfield, MO<br>KHCR/St. Louis, MO<br>KTLI/Wichita, KS<br>WGRC/Williamsport, PA<br>WXHL/Wilmington, DE<br>WPER/Winchester, VA<br><br>HIS RADIO/Network<br>SALEM/Network<br>KLOVE/Network<br>KJIL/Network |
|---|---|--|

54 Reporters

**Rock**

- |   |  |  |
|---|--|--|
| WDCD/Albany, NY<br>WWEV/Atlanta, GA<br>WCVK/Bowling Green, KY<br>WVOF/Bridgeport, CT<br>WBNY/Buffalo, NY<br>WCFL/Chicago, IL<br>WONC/Chicago, IL<br>KYIX/Chico, CA<br>WUFM/Columbus, OH<br>KTPW/Dallas, TX<br>WSNL/Flint, MI<br>WKLQ/Grand Rapids, MI<br>WORQ/Green Bay, WI<br>WRGX/Green Bay, WI<br>WROQ/Greenville, SC<br>WBOP/Harrisonburg, VA<br>KSBH/Houston-Galveston, TX | WNCM/Jacksonville, FL<br>WYLV/Knoxville, TN<br>WLGH/Lansing, MI<br>KSLI/Lincoln, NE<br>WDML/Marion, IL<br>WMKL/Miami, FL<br>WCWP/Nassau-Suffolk, NY<br>WVCP/Nashville, TN<br>WCNI/New London, CT<br>KOKF/Oklahoma City, OK<br>WZZD/Philadelphia, PA<br>WMSJ/Portland, ME<br>KPSU/Portland, OR<br>WITR/Rochester, NY<br>KSFBSan Francisco, CA<br>KWND/Springfield, MO<br>WTRK/Saginaw, MI | WJIS/Sarasota, FL<br>KCLC/St. Louis, MO<br>KYM/CSt. Louis, MO<br>WBVM/Tampa, FL<br>WTRX/Toccoa Falls, GA<br>WYSZ/Toledo, OH<br>KMOD/Tulsa, OK<br>KMRX/Tulsa, OK<br>WCLQ/Wausau, WI<br>KZZD/Wichita, KS<br>WEXC/Youngstown, OH<br><br>KNMI/Network<br>ZJAM/Syndicated |
|---|--|--|

47 Reporters

**Specialty Programming**

**Rhythmic**

RANK	ARTIST TITLE LABEL(S)
1	<b>OUT OF EDEN</b> Different Now (Gotee)
2	<b>ILL HARMONICS</b> Take Two (Uprok)
3	<b>TOBY MAC &amp; KIRK FRANKLIN</b> J Train (Forefront)
4	<b>T-BONE</b> Turn This Up (Flicker)
5	<b>JOHN REUBEN</b> Gather In (Gotee)
6	<b>TUNNEL RATS</b> Bow Down (Uprok)
7	<b>DJ MAJ &amp; PIGEON JOHN</b> Deception (Gotee)
8	<b>DEEP SPACE 5</b> Stick This In Your Ear (Uprok)
9	<b>NICOLE C. MULLEN</b> Talk About It (Word)
10	<b>PLUS ONE</b> Camouflage (Atlantic)
11	<b>ELLE ROC</b> Blindfolded (BRx2)
12	<b>NATALIE LARUE, T-BONE &amp; DJ MAJ</b> King Of My Life (Flicker)
13	<b>KNOWDAVERBS</b> If I Were Mayor (Gotee)
14	<b>CLOUD2GROUND</b> Slow Down (N'Soul)
15	<b>MARS ILL</b> Rap Fans (Uprok)
16	<b>NEW BREED</b> Stop The Music (Uprok)
17	<b>ELLE ROC</b> Significance (BRx2)
18	<b>PREISTHOOD</b> Luv For My Thugs (Metro One)
19	<b>SMOOTH</b> Smooth Be Tha Name (Metro One)
20	<b>TRIN-I-TEE 5:7</b> It's Alright (B-Rite)

**Specialty Programming**

**Loud**

RANK	ARTIST TITLE LABEL(S)
1	<b>BROKEN</b> Cage (Mercy Street)
2	<b>ESO CHARIS</b> The Narrowing List (Solid State)
3	<b>GRYP</b> Lessons Of Distance (W)
4	<b>THESE 5 DOWN</b> Revelation War (Absolute)
5	<b>ESO</b> To Confront (Bettie Rocket)
6	<b>REAL</b> Let It Be (Mercy Street)
7	<b>SPOKEN</b> This Path (Metro One)
8	<b>BIOGENESIS</b> Fat Man From China (Rowe)
9	<b>DISCIPLE</b> Coal (Rugged)
10	<b>EAST WEST</b> Wake (Floodgate)

## NATIONAL

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**Teddy Astin**

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Fax 404-298-0005  
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Suite 142  
Stone Mountain, Georgia 30083

Email: [tap@atlcom.net](mailto:tap@atlcom.net) • Website: [www.toughact.net](http://www.toughact.net)

## SOUTH

**Wanted: MD/AT.** Christian rock/rhythmic station. T&R to: Colin Cruz, Light Force Radio, 327 Wilson Road, Humble TX 77338. EOE (03/08)

### Do you possess the 3 C's? Credibility/Courage/Confidence

Clear Channel Radio-Jacksonville is seeking our next Director of Sales. Our current DOS has been promoted to VP/GM position in another market.

Qualified candidates must have 3 highly successful years in cluster sales/cross platform sales. Three highly successful years in coaching/leading.

**Are you ready?  
Do you have what it takes?**

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David F. Manning  
11700 Central Parkway  
Jacksonville, FL 32224

Or email to: [dmanning@ccjax.com](mailto:dmanning@ccjax.com)  
No phone calls, please.

**Clear Channel Worldwide is an equal opportunity employer.**

### Director of Engineering Radio Disney

ABC/Disney is looking for a technical manager for our Radio Disney stations. The Director of Engineering will be responsible for managing the technical conversions for Radio Disney stations upon acquisition by ABC. Also, be responsible for ongoing management of field engineering, FCC compliance, capital budgeting and coordination with other Disney entities.

The candidate should have thorough knowledge of AM directional antenna construction and operation, digital audio systems and FCC compliance. Moderate travel will be necessary. Position is based to be in Dallas, TX. Fax resumes to: 972-386-8622. EOE

### NEW URBAN AC IN TOP 50 MARKET NEEDS STAFF.

We are ACTIVELY looking to kick off this station with the best air talent. If you are seeking the opportunity to display your talents and passion for R&B music, please express your package to the address below. Radio & Records, 10100 Santa Monica Blvd., #1033, 3rd Floor, Los Angeles, CA 90067. EOE

## MIDWEST

Midwest Communications, seeks passionate, aggressive fulltime news talent. T&R's quickly to: Tom Weaver, 557 Scott Street, Wausau, WI 54403. (EOE)

### MORNING SHOW

Morning sidekick/news position open at Hot AC in Michigan. Must be fun, community minded, and willing to go the extra mile. Radio & Records, 10100 Santa Monica Blvd., #1030, 3rd Floor, Los Angeles, CA 90067. EOE

### Lansing's New Rock 92.1 The Edge needs a Mid-day personality NOW!!!

Are you ready to inform the masses? We have Michigan State University, Great Sushi and a great staff. What can you do for us? Prove it! The money sucks... but the opportunity real. Plus, MD stripes are possible for the right candidate. Tape, resume and whatever you need to send to prove yourself worthy to: WWDX, attn: Chili Walker, 2495 N. Cedar St, Holt, MI 48842. EOE

## WEST

### Brooke Communications Inc. has an opening for a seasoned News/Play by Play announcer.

Minimum 2 years experience required. Winning Programs & a great Family owned company make this job one of the best news/sports gigs in the state. Compensation package D.O.E.

Submit Tape and Resume to BCI P.O. Box 5180, Roseburg OR 97470. Attention Mike Carter. EOE

**OPPORTUNITY KNOCKS**  
in the pages of  
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CALL: 310-553-4330

### R&R Opportunities Advertising

1x \$150/inch      2x \$125/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. ([www.rronline.com](http://www.rronline.com)).

### Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

### Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

## POSITIONS SOUGHT

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I have worked in broadcast and production for the past 10 years. A B.A. in Communication Design and have worked at KCBQ, KXGL, KSON, KCSC. I have done promotions, programming, production, producing, engineering and more. What can I do for you? Scott 619-561-9237 or [scottgrizzle@hotmail.com](mailto:scottgrizzle@hotmail.com)

Indiana country music AT Cool Edit/Saw experience. Music Director experience. Program Director aspirations. Contact: DAVE LEE [martin@abcs.com](mailto:martin@abcs.com). (03/08)

Sports Director/PBP/Sales experience available. JOE: 1 (888) 327-4996. (03/08)

Must be discreet. Some Major market on air experience. Promotions Dir/voice talent in top 100 market for 3 1/2 years. I have vision, resources, management skills, sales experience too! Reply to [a-z123@excite.com](mailto:a-z123@excite.com). (03/08)

I am currently looking and available. 28 years of radio experience (On-air, programming, sports, web site experience). MIKE: (979) 251-8863 [riggs@alpha1.net](mailto:riggs@alpha1.net) Air check at: <http://quicksitebuilder.cnet.com/bravefalcon1>. (03/08)

Major college sports pbp experience with over \$2 1/2 million of radio sales. Will relocate my extremely popular pbp to be closer to family. RANDY: (805) 963-7824 x204. (03/08)

Production Director overloaded? Outsource creative needs, using your station's image voice. Reply for demo and client list. Greg Williams/Lighthouse Productions. [LHouseProd@aol.com](mailto:LHouseProd@aol.com). (03/08)

## Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

## Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

## Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail to: [kmumaw@rronline.com](mailto:kmumaw@rronline.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., Third Floor, Los Angeles, California 90067.

## AIR CHECKS

## VOICEOVER SERVICES

## VOICEOVER SERVICES

### AUDIO & VIDEO AIRCHECKS

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 + CURRENT #260, WMZQ/Jack Armstrong, KHS/Gary Spears, KVIL/Terry King, WAPE/Zoo, KHKS/Dominic, Z100/Rich Davis, KRTH, CHUM, \$10.00 cassette  
 + PERSONALITY PLUS #P-169, KSJO/Lamont & Tonelli, WRQX/Jack Diamond, Z100/Elvis Duran & Z Zoo, WKZ/Jack Murphy, \$10.00 cassette  
 + PERSONALITY PLUS #P-168, KLUV/Ron Chapman, WXKS/Matt Siegel, WBMX/John Lander, WIOQ/Chio Christie, Diego & Wendy, \$10.00  
 + ALL COUNTRY #CY-113, WYRK, KSCS, KPLX, WXTU, WCTK, \$10.00  
 + ALL AC #AC-94, KVIL, KEMX, KFMB-FM, KOIT, WASH, \$10.00  
 + ALL CHR #CHR-86, K3BT, KXXM, KTFM, KHKS, KRBY, WZMX, WKSS, \$10.00  
 + PROFILE #S-454, WASHINGTON! CHR AC, AOR Gold Ctry UC, \$10.00  
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 + SWEEPER VAULT #SV-33, Sweeper & Legal ID samples, all formats, Cassette, \$12.50  
 + #O-24 (ALL OLDIES), -CHN-30 (CHR NIGHTS), +MR-9 (Alt. Rock), +#F-27 (ALL FE. MALE), +#JO-1 (RHY. OLDIES), +T-8 (TALK) at \$10.00 each  
 + CLASSIC #C-253, WIBG/Don Wade - 1971, WFIL/Dr. Don Rose - 1971, KCBO/Jim Mitchell - 1966, KRLA/Dick Biondi - 1966 & more, \$13.50  
 VIDEO #88, Toronto's CISS/Tarzan Dan, Boston's WOSX/Ralphie Marino, DC's WRQX/Jack Diamond, Philly's WIOQ/Chio, Vegas' KLUC/Chet Buchanan & Zoo, XM Sat/Kane, 2 killer hours on VHS \$30, DVD copy \$40.  
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## FEATURES

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## Monitored Airplay Overview: March 8, 2002

### CHR/POP

LW	TW	ARTIST	SON	Label
1	1	LINKIN PARK	In The End	(Warner Bros.)
2	2	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
3	3	NO DOUBT	Hey Baby	(Interscope)
4	4	KYLIE MINOGUE	Can't Get You Out Of My Head	(Capitol)
7	5	JENNIFER LOPEZ	Ain't It Funny	(Epic)
9	6	JARULE F/ASHANTI	Always On Time	(Murder Inc./Def Jam/IDJMG)
5	7	CRAIG DAVID	7 Days	(Wildstar/Atlantic)
6	8	CALLING	Wherever You Will Go	(RCA)
10	9	LEANN RIMES	Can't Fight The Moonlight	(Curb)
8	10	USHER	U Got It Bad	(LaFace/Arista)
12	11	CREED	My Sacrifice	(Wind-up)
13	12	'N SYNC	Girlfriend	(Jive)
11	13	PINK	Get The Party Started	(Arista)
15	14	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
18	15	ENRIQUE IGLESIAS	Escape	(Interscope)
14	16	SHAKIRA	Whenever Wherever	(Epic)
16	17	MARY J. BLIGE	Family Affair	(MCA)
25	18	PINK	Don't Let Me Get Me	(Arista)
19	19	MARY J. BLIGE	No More Drama	(MCA)
20	20	ALANIS MORISSETTE	Hands Clean	(Maverick/Reprise)
21	21	BRANDY	What About Us?	(Atlantic)
22	22	MICHELLE BRANCH	All You Wanted	(Maverick/WB)
17	23	CITY HIGH	Caramel	(Interscope)
23	24	IIO	Rapture	(Tastes So Sweet) (Universal)
29	25	LUDACRIS	Roll Out	(My Business) (Def Jam South/IDJMG)
31	26	DARREN HAYES	Insatiable	(Columbia)
36	27	SHAKIRA	Underneath Your Clothes	(Epic)
24	28	NELLY #1	Priority/Capitol	
26	29	JA RULE	Livin' It Up	(Murder Inc./Def Jam/IDJMG)
39	30	VANESSA CARLTON	A Thousand Miles	(A&M/Interscope)

#### #1 MOST ADDED

LENNY KRAVITZ Stillness Of Heart (Virgin)

#### #1 MOST INCREASED PLAYS

PINK Don't Let Me Get Me (Arista)

#### TOP 5 NEW & ACTIVE

- PETEY PABLO Raise Up (Jive)
- RES They-Say Vision (MCA)
- AARON CARTER I'm All About You (Jive)
- BAHA MEN Move It Like This (S-Curve/Capitol)
- TANTRIC Mourning (Maverick/Reprise)

CHR/POP begins on Page 35.

### CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	JENNIFER LOPEZ	Ain't It Funny	(Epic)
2	2	JARULE F/ASHANTI	Always On Time	(Murder Inc./Def Jam/IDJMG)
3	3	FAT JOE F/ASHANTI	What's Luv?	(Terror Squad/Atlantic)
7	4	TWEET	Oops (Oh My)	(Gold Mind/Elektra/EEG)
12	5	ASHANTI	Foolish	(Murder Inc./Def Jam/IDJMG)
6	6	OUTKAST	The Whole World	(LaFace/Arista)
4	7	LUDACRIS	Roll Out	(My Business) (Def Jam South/IDJMG)
5	8	BRANDY	What About Us?	(Atlantic)
10	9	USHER	U Don't Have To Call	(LaFace/Arista)
9	10	J. DUPRI F/LUDACRIS	Welcome To Atlanta	(So So Def/Columbia)
8	11	USHER	U Got It Bad	(LaFace/Arista)
13	12	FABOLOUS	Young'n	(Holla Back) (Desert Storm/Elektra/EEG)
11	13	BUSTA RHYMES	Break Ya Neck	(J)
19	14	'N SYNC	Girlfriend	(Jive)
14	15	NO DOUBT	Hey Baby	(Interscope)
16	16	MOBB DEEP F/112	Hey Luv	(Anything) (Loud/Columbia)
22	17	FAITH EVANS	I Love You	(Bad Boy/Arista)
15	18	FAT JOE	We Thuggin'	(Terror Squad/Atlantic)
20	19	AMANDA PEREZ	Never	(Universal)
21	20	AALIYAH	More Than A Woman	(BlackGround)
24	21	KYLIE MINOGUE	Can't Get You Out Of My Head	(Capitol)
23	22	GLENN LEWIS	Don't You Forget It	(Epic)
17	23	MR. CHEEKS	Lights, Camera, Action	(Universal)
18	24	ALICIA KEYS	A Woman's Worth	(J)
28	25	KEKE WYATT	Nothing In This World	(MCA)
44	26	P. DIDDY F/USHER & LOON	I Need A Girl...	(Bad Boy/Arista)
32	27	LUDACRIS	Saturday	(Oooh! Oooh!) (Def Jam South/IDJMG)
35	28	BUSTA RHYMES	Pass The Courvoisier	(Part II) (J)
25	29	CRAIG DAVID	7 Days	(Wildstar/Atlantic)
26	30	MYSTIKAL	Bouncin' Back	(Bumpin' Me...) (Jive)

#### #1 MOST ADDED

MARY J. BLIGE Rainy Dayz (MCA)

#### #1 MOST INCREASED PLAYS

ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)

#### TOP 5 NEW & ACTIVE

- B2K Uh Huh (Epic)
- IIO Rapture (Tastes So Sweet) (Universal)
- COREY F/LIL' ROMEO Hush Lil' Lady (Motown/Universal)
- NO GOOD Ballin' Boy (ARTIST Direct)
- RUFF ENDZ Someone To Love You (Epic)

CHR/RHYTHMIC begins on Page 47.

### URBAN

LW	TW	ARTIST	SON	Label
1	1	TWEET	Oops (Oh My)	(Gold Mind/Elektra/EEG)
2	2	BRANDY	What About Us?	(Atlantic)
4	3	FAITH EVANS	I Love You	(Bad Boy/Arista)
8	4	USHER	U Don't Have To Call	(LaFace/Arista)
3	5	KEKE WYATT	Nothing In This World	(MCA)
6	6	JENNIFER LOPEZ	Ain't It Funny	(Epic)
7	7	MR. CHEEKS	Lights, Camera, Action	(Universal)
5	8	JARULE F/ASHANTI	Always On Time	(Murder Inc./Def Jam/IDJMG)
9	9	MICHAEL JACKSON	Butterflies	(Epic)
12	10	GLENN LEWIS	Don't You Forget It	(Epic)
17	11	ASHANTI	Foolish	(Murder Inc./Def Jam/IDJMG)
13	12	AALIYAH	More Than A Woman	(BlackGround)
10	13	OUTKAST	The Whole World	(LaFace/Arista)
14	14	JAHEIM	Anything	(Divine Mill/WB)
11	15	MYSTIKAL	Bouncin' Back	(Bumpin' Me...) (Jive)
21	16	FAT JOE F/ASHANTI	What's Luv?	(Terror Squad/Atlantic)
15	17	MISSY ELLIOTT	Take Away	(Gold Mind/EastWest/EEG)
18	18	J. DUPRI F/LUDACRIS	Welcome To Atlanta	(So So Def/Columbia)
23	19	SHARISSA	Any Other Night	(Motown)
16	20	MARY J. BLIGE	No More Drama	(MCA)
24	21	BEANIE SIGEL & FREEWAY	Roc The Mic	(Roc-A-Fella/IDJMG)
26	22	AVANT	Makin' Good Love	(Magic Johnson/MCA)
20	23	FABOLOUS	Young'n	(Holla Back) (Desert Storm/Elektra/EEG)
37	24	BUSTA RHYMES	Pass The Courvoisier	(Part II) (J)
22	25	ALICIA KEYS	A Woman's Worth	(J)
25	26	LUDACRIS	Roll Out	(My Business) (Def Jam South/IDJMG)
35	27	LUDACRIS	Saturday	(Oooh! Oooh!) (Def Jam South/IDJMG)
30	28	MAXWELL	This Woman's Work	(Columbia)
32	29	LIL BOW WOW	Take Ya Home	(So So Def/Columbia)
36	30	NAPPY ROOTS	Awnaw	(Atlantic)

#### #1 MOST ADDED

MUSIQ Half Crazy (Def Soul/IDJMG)

#### #1 MOST INCREASED PLAYS

ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)

#### TOP 5 NEW & ACTIVE

- MARY J. BLIGE Rainy Dayz (MCA)
- MS. JADE Feel The Girl (Beatclub/Interscope)
- NO GOOD Ballin' Boy (ARTIST Direct)
- PRETTY WILLIE Roll Wit Me (Republic/Universal)
- REMY SHAND Take A Message (Motown)

URBAN begins on Page 53.

### AC

LW	TW	ARTIST	SON	Label
1	1	ENRIQUE IGLESIAS	Hero	(Interscope)
5	2	CELINE DION	A New Day Has Come	(Epic)
2	3	LONESTAR	I'm Already There	(BNA)
3	4	FIVE FOR FIGHTING	Superman	(It's Not Easy) (Aware/Columbia)
6	5	MATCHBOX TWENTY	If You're Gone	(Lava/Atlantic)
4	6	ENYA	Only Time	(Reprise)
7	7	BACKSTREET BOYS	Drowning	(Jive)
9	8	LEE ANN WOMACK	I Hope You Dance	(MCA/Universal)
8	9	DIDO	Thankyou	(Arista)
10	10	J. BRICKMAN/REBECCA L. HOWARD	Simple Things	(Windham Hill)
11	11	FAITH HILL	There You'll Be	(Warner Bros.)
12	12	O-TOWN	All Or Nothing	(J)
13	13	TRAIN	Drops Of Jupiter	(Tell Me) (Columbia)
15	14	ELTON JOHN	This Train Don't Stop There...	(Rocket/Universal)
16	15	CHER	Song For The Lonely	(Warner Bros.)
17	16	DARREN HAYES	Insatiable	(Columbia)
19	17	MARC ANTHONY	I Need You	(Columbia)
21	18	JO DEE MESSINA	Bring On The Rain	(Curb)
20	19	BRIAN MCKNIGHT	Still	(Motown/Universal)
18	20	JEWEL	Standing Still	(Atlantic)
—	21	MICHAEL BOLTON	Only A Woman Like You	(Jive)
23	22	ENYA	Wild Child	(Reprise)
22	23	BARRY MANILOW	Turn The Radio Up	(Concord)
25	24	LEANN RIMES	Can't Fight The Moonlight	(Curb)
30	25	CHRIS ISAAK	Let Me Down Easy	(Reprise)
26	26	ALICIA KEYS	Fallin' (J)	
24	27	BRITNEY SPEARS	I'm Not A Girl, Not Yet...	(Jive)
27	28	DIANA KRALL	The Look Of Love	(Verve/VMG)
28	29	DAKOTA MOON	Looking For A Place To Land	(Elektra/EEG)
—	30	DANIEL DEBOURG	I Need An Angel	(DreamWorks)

#### #1 MOST ADDED

MICHAEL BOLTON Only A Woman Like You (Jive)

#### #1 MOST INCREASED PLAYS

MICHAEL BOLTON Only A Woman Like You (Jive)

#### TOP 5 NEW & ACTIVE

- MARILYN SCOTT Don't Let Love Get Away (Prana)
- JONATHA BROOKE I'll Try (Walt Disney/Hollywood)
- EVA CASSIDY Fields Of Gold (Blix Street)
- LINDA EDER Until I Don't Love You Anymore/Until I Don't... (Atlantic)
- CHRIS BOTTI F/SHAWN COLVIN All Would Envy (Columbia)

AC begins on Page 72.

### HOT AC

LW	TW	ARTIST	SON	Label
1	1	CALLING	Wherever You Will Go	(RCA)
2	2	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
3	3	CREED	My Sacrifice	(Wind-up)
4	4	JEWEL	Standing Still	(Atlantic)
5	5	ALANIS MORISSETTE	Hands Clean	(Maverick/Reprise)
6	6	FIVE FOR FIGHTING	Superman	(It's Not Easy) (Aware/Columbia)
7	7	TRAIN	Drops Of Jupiter	(Tell Me) (Columbia)
10	8	NATALIE IMBRUGLIA	Wrong Impression	(RCA)
9	9	DAVE MATTHEWS BAND	Everyday	(RCA)
8	10	LIFEHOUSE	Hanging By A Moment	(DreamWorks)
11	11	NO DOUBT	Hey Baby	(Interscope)
12	12	MICHELLE BRANCH	All You Wanted	(Maverick/WB)
16	13	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
14	14	STAIN'D	It's Been Awhile	(Flip/Elektra/EEG)
13	15	LENNY KRAVITZ	Dig In	(Virgin)
19	16	CHRIS ISAAK	Let Me Down Easy	(Reprise)
17	17	LIFEHOUSE	Breathing	(DreamWorks)
20	18	PINK	Get The Party Started	(Arista)
18	19	ENRIQUE IGLESIAS	Hero	(Interscope)
25	20	SHERYL CROW	Soak Up The Sun	(A&M/Interscope)
21	21	LEANN RIMES	Can't Fight The Moonlight	(Curb)
23	22	LINKIN PARK	In The End	(Warner Bros.)
24	23	JOHN MAYER	No Such Thing	(Aware/Columbia)
27	24	EDDIE VEDDER	You've Got To Hide Your... (V2)	
28	25	DEFAULT	Wasting My Time	(TVT)
29	26	CELINE DION	A New Day Has Come	(Epic)
—	27	VANESSA CARLTON	A Thousand Miles	(A&M/Interscope)
—	28	DARREN HAYES	Insatiable	(Columbia)
—	29	SENSE FIELD	Save Yourself	(Nettwerk)
—	30	SHAKIRA	Whenever Wherever	(Epic)

#### #1 MOST ADDED

LENNY KRAVITZ Stillness Of Heart (Virgin)

#### #1 MOST INCREASED PLAYS

SHERYL CROW Soak Up The Sun (A&M/Interscope)

#### TOP 5 NEW & ACTIVE

- TRAIN She's On Fire (Columbia)
- PETE YORN Strange Condition (Columbia)
- NELLY FURTADO ...On The Radio (Remember...) (DreamWorks)
- REMY ZERO Save Me (Elektra/EEG)
- JIMMY EAT WORLD The Middle (DreamWorks)

AC begins on Page 72.

### ROCK

LW	TW	ARTIST	SON	Label
1	1	PUDDLE OF MUDD	Blurry	(Flawless/Geffen/Interscope)
2	2	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)
3	3	DEFAULT	Wasting My Time	(TVT)
4	4	CREED	My Sacrifice	(Wind-up)
5	5	NICKELBACK	Too Bad	(Roadrunner/IDJMG)
7	6	COURSE OF NATURE	Caught In The Sun	(Lava/Atlantic)
6	7	STAIN'D	For You	(Flip/Elektra/EEG)
8	8	LINKIN PARK	In The End	(Warner Bros.)
11	9	GODSMACK	I Stand Alone	(Republic/Universal)
10	10	CREED	Bullets	(Wind-up)
12	11	KID ROCK	Lonely Road Of Faith	(Top Dog/Lava/Atlantic)
9	12	OZZY OSBOURNE	Dreamer	(Epic)
15	13	INCUBUS	Nice To Know You	(Immortal/Epic)
14	14	PUDDLE OF MUDD	Control	(Flawless/Geffen/Interscope)
13	15	P.O.D.	Alive	(Atlantic)
17	16	P.O.D.	Youth Of The Nation	(Atlantic)
18	17	FU MANCHU	Squash That Fly	(Mammoth)
16	18	HOOBASTANK	Crawling In The Dark	(Island/IDJMG)
23	19	HEADSTRONG	Adriana	(RCA)
20	20	ROB ZOMBIE	Never Gonna Stop	(The Red...) (Geffen/Interscope)
24	21	LENNY KRAVITZ	Stillness Of Heart	(Virgin)
21	22	OFFSPRING	Defy You	(Columbia)
26	23	INJECTED	Faithless	(Island/IDJMG)
27	24	TRAIN	She's On Fire	(Columbia)
25	25	NEIL YOUNG	Let's Roll	(Reprise)
28	26	EDDIE VEDDER	You've Got To Hide Your... (V2)	
19	27	TANTRIC	Mourning	(Maverick/Reprise)
—	28	JEREMIAH FREED	Again	(Republic/Universal)
22	29	FOO FIGHTERS	The One	(Columbia)
29	30	GRAVITY KILLS	One Thing	(Sanctuary/SRG)

#### #1 MOST ADDED

FLYING TIGERS Maybe (Atlantic)

#### #1 MOST INCREASED PLAYS

JEREMIAH FREED Again (Republic/Universal)

#### TOP 5 NEW & ACTIVE

- OOPE Slipping Away (Flip/Epic)
- SEVENDUST Live Again (TVT)
- FAMILIAR 48 The Question (MCA)
- DROWNING POOL Tear Away (Wind-up)
- DAVID DRAIMAN Forsaken (Reprise)

ROCK begins on Page 85.



## Monitored Airplay Overview: March 8, 2002

### URBAN AC

LW	TW	ARTIST	SON	Label
1	1	MICHAEL JACKSON	Butterflies (Epic)	
5	2	GLENN LEWIS	Don't You Forget It (Epic)	
3	3	ALICIA KEYS	A Woman's Worth (J)	
2	4	MAXWELL	Lifetime (Columbia)	
6	5	ANN NESBY F/AL GREEN	Put It On Paper (Universal)	
9	6	LUTHER VANDROSS	I'd Rather (J)	
4	7	USHER	I Got It Bad (LaFace/Arista)	
7	8	ANGIE STONE	Brotha (J)	
10	9	MAXWELL	This Woman's Work (Columbia)	
8	10	BONEY JAMES	Something Inside (Warner Bros.)	
14	11	GERALD LEVERT	What Makes It Good To... (EastWest/EEG)	
13	12	JILL SCOTT	He Loves Me (Hidden Beach/Epic)	
17	13	FAITH EVANS	I Love You (Bad Boy/Arista)	
11	14	GINUWINE	Differences (Epic)	
12	15	JOE	Let's Stay Home Tonight (Jive)	
18	16	JAHEIM	Anything (Divine Mill/WB)	
16	17	KEKE WYATT	Nothing In This World (MCA)	
19	18	BABYFACE	I Keep Callin' (Arista)	
20	19	ISLEY BROTHERS	Secret Lover (DreamWorks)	
22	20	REMY SHAND	Take A Message (Motown)	
23	21	SHARISA	Any Other Night (Motown)	
24	22	BRIAN MCKNIGHT	What's It Gonna Be (Motown)	
21	23	MONTELL JORDAN	You Must Have Been (Def Soul/IDJMG)	
25	24	PROPHET JONES	Cry Together (University/Motown)	
27	25	SADE	Somebody Already Broke My... (Epic)	
—	26	JOE	What If A Woman (Jive)	
30	27	R. KELLY	The World's Greatest (Interscope/Jive)	
—	28	ANGIE STONE	Wish I Didn't Miss You (J)	
28	29	KIRK FRANKLIN	911 (Gospo Centric/Jive)	
—	30	LATHAN	Fortunate (Motown)	

#### #1 MOST ADDED

BRIAN MCKNIGHT What's It Gonna Be (Motown)

#### #1 MOST INCREASED PLAYS

GLENN LEWIS Don't You Forget It (Epic)

#### TOP 5 NEW & ACTIVE

- PHIL PERRY I Can't Wait (Til Morning...) (Peak)
- RUFF ENDZ Someone To Love You (Epic)
- GINUWINE Tribute To A Woman (Epic)
- BEBE WINANS Do You Know Him (Motown)
- COOLY'S HOT BOX Make Me Happy (Higher Octave)

URBAN begins on Page 53.

### COUNTRY

LW	TW	ARTIST	SON	Label
1	1	TIM MCGRAW	The Cowboy In Me (Curb)	
2	2	BROOKS & DUNN	Long Goodbye (Arista)	
3	3	JO DEE MESSINA W/TIM MCGRAW	Bring On The Rain (Curb)	
4	4	MARTINA MCBRIDE	Blessed (RCA)	
8	5	CHRIS CAGLE	I Breathe In, I Breathe Out (Capitol)	
7	6	KENNY CHESNEY	Young (BNA)	
6	7	STEVE HDLY	Good Morning Beautiful (Curb)	
9	8	DIXIE CHICKS	Some Days You Gotta Dance (Monument)	
11	9	TDBY KEITH	My List (DreamWorks)	
10	10	RASCAL FLATTS	I'm Movin' On (Lyric Street)	
12	11	PHIL VASSAR	That's When I Love You (Arista)	
13	12	TOMMY SHANE STEINER	What If She's An Angel (RCA)	
15	13	TRAVIS TRITT	Modern Day Bonnie And Clyde (Columbia)	
17	14	GARTH BROOKS & TRISHA YEARWOOD	Squeeze Me In (Capitol)	
22	15	ALAN JACKSON	Drive (For Daddy Gene) (Arista)	
18	16	EMERSON DRIVE	I Should Be Sleeping (DreamWorks)	
19	17	STEVE AZAR	I Don't Have To Be (Till...) (Mercury)	
20	18	CAROLYN DAWN JOHNSON	I Don't Want You To Go (Arista)	
16	19	BLAKE SHELTON	All Over Me (Warner Bros.)	
23	20	KEVIN DENNEY	That's Just Jessie (Lyric Street)	
24	21	TAMMY COCHRAN	I Cry (Epic)	
21	22	CYNDI THOMSON	I Always Liked That Best (Capitol)	
25	23	CHELY WRIGHT	Jezebel (MCA)	
29	24	KELLIE COFFEY	When You Lie Next To Me (BNA)	
27	25	TRICK PONY	Just What I Do (H2E/WB)	
28	26	LONESTAR	Not A Day Goes By (BNA)	
35	27	GEORGE STRAIT	Living And Living Well (MCA)	
30	28	MARK WILLS W/JAMIE O'NEAL	I'm Not Gonna Do... (Mercury)	
31	29	MARK MCGUINN	She Doesn't Dance (VFR)	
32	30	GARY ALLAN	The One (MCA)	

#### #1 MOST ADDED

GEORGE STRAIT Living And Living Well (MCA)

#### #1 MOST INCREASED PLAYS

ALAN JACKSON Drive (For Daddy Gene) (Arista)

#### TOP 5 NEW & ACTIVE

- LITTLE BIG TOWN Don't Waste My Time (Monument)
- NICKEL CREEK The Lighthouse's Tale (Sugar Hill/Vanguard)
- HOMETOWN NEWS Minivan (VFR)
- DAVID BALL She Always Talked About Mexico (Dualtone)
- SHANNON BROWN Untangle My Heart (BNA)

COUNTRY begins on Page 62.

### SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
1	1	CHUCK LOEB	Pocket Change (Shanachie)	
5	2	MARC ANTOINE	On The Strip (GRP/VMG)	
3	3	LARRY CARLTON	Deep Into It (Warner Bros.)	
4	4	CHRIS BOTTI	Streets Ahead (Columbia)	
2	5	BRIAN CULBERTSON	All About You (Atlantic)	
7	6	DAVID BENOIT	Snap! (GRP/VMG)	
8	7	LEE RITENOUR W/GERALD ALBRIGHT	Jammin' (GRP/VMG)	
6	8	BONEY JAMES	See What I'm Sayin' (Warner Bros.)	
12	9	PIECES OF A DREAM	Night Vision (Heads Up)	
9	10	PETER WHITE	Turn It Out (Columbia)	
14	11	GREGG KARUKAS	Night Shift (N-Coded)	
13	12	DIANA KRALL	The Look Of Love (Verve/VMG)	
10	13	SADE	Lovers Rock (Epic)	
16	14	JIMMY SOMMERS	Lowdown (Higher Octave)	
20	15	KIRK WHALUM	I Try (Warner Bros.)	
19	16	ALFONZO BLACKWELL	Funky Shuffle (Shanachie)	
15	17	FISHBELLY BLACK	Ven A Gozar (Rhythm & Groove/Q)	
17	18	DAVE KIDZ	Beneath The Moonlit Sky (Capitol)	
22	19	JEFF GOLUB	Cut The Cake (GRP/VMG)	
18	20	ALICIA KEYS	Fallin' (J)	
24	21	ERIC MARIENTHAL	Lefty's Lounge (Peak)	
25	22	SPYRO GYRA	Feelin' Fine (Heads Up)	
21	23	STING	Fragile (A&M/Interscope)	
28	24	CELINE DION	A New Day Has Come (Epic)	
26	25	BDNA FIDE	Club Charles (N-Coded)	
23	26	MICHAEL McDONALD	To Make A Miracle (MCA)	
—	27	BOZ SCAGGS	Miss Riddle (Virgin)	
27	28	EVERETTE HARP/BRIAN BROMBERG	Rock... (Native Language)	
29	29	PAMELA WILLIAMS	Lifeline (Fome/Red Ink)	
—	30	OLETA ADAMS	All-The Love (Pioneer Music Group)	

#### #1 MOST ADDED

PETER WHITE Bueno Funk (Columbia)

#### #1 MOST INCREASED PLAYS

MARC ANTOINE On The Strip (GRP/VMG)

#### TOP 5 NEW & ACTIVE

- KEVIN TONEY Passion Dance (Shanachie)
- ENYA Only Time (Reprise)
- DAVID LANZ That Smile (Decca)
- WALTER BEASLEY Good Times (Shanachie)
- RICHARD ELLIOT Shotgun (GRP/VMG)

Smooth Jazz begins on Page 81.

### ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
2	2	LINKIN PARK	In The End (Warner Bros.)	
3	3	STAINED	For You (Flip/Elektra/EEG)	
4	4	NICKELBACK	Too Bad (Roadrunner/IDJMG)	
6	5	DEFAULT	Wasting My Time (TVT)	
5	6	P.O.D.	Youth Of The Nation (Atlantic)	
7	7	HOOBASTANK	Crawling In The Dark (Island/IDJMG)	
8	8	GODSMACK	I Stand Alone (Republic/Universal)	
11	9	CREED	Bullets (Wind-up)	
9	10	ROB ZOMBIE	Never Gonna Stop (The Red...) (Geffen/Interscope)	
10	11	INCUBUS	Nice To Know You (Immortal/Epic)	
12	12	SYSTEM OF A DOWN	Chop Suey (American/Columbia)	
18	13	SYSTEM OF A DOWN	Toxicity (American/Columbia)	
13	14	ADEMA	The Way You Like It (Arista)	
14	15	DISTURBED	Down With The Sickness (Giant/Reprise)	
20	16	COURSE OF NATURE	Caught In The Sun (Lava/Atlantic)	
17	17	NICKELBACK	How You Remind Me (Roadrunner/IDJMG)	
21	18	HEADSTRONG	Adriana (RCA)	
16	19	CREED	My Sacrifice (Wind-up)	
19	20	P.O.D.	Alive (Atlantic)	
15	21	TOOL	Lateralus (Volcano)	
23	22	KID ROCK	Lonely Road Of Faith (Top Dog/Lava/Atlantic)	
30	23	DAVID DRAIMAN	Forsaken (Reprise)	
25	24	INJECTED	Faithless (Island/IDJMG)	
28	25	GRAVITY KILLS	One Thing (Sanctuary/SRG)	
31	26	DROWNING POOL	Tear Away (Wind-up)	
22	27	OFFSPRING	Defy You (Columbia)	
27	28	SOIL	Unreal (J)	
39	29	SEVENDUST	Live Again (TVT)	
33	30	X-ECUTIDNERS	It's Goin' Down (Loud/Columbia)	

#### #1 MOST ADDED

EARSHOT Get Away (Warner Bros.)

#### #1 MOST INCREASED PLAYS

SEVENDUST Live Again (TVT)

#### TOP 5 NEW & ACTIVE

- SLIPKNOT My Plague (Roadrunner/IDJMG)
- DOWN Beautifully Depressed (Elektra/EEG)
- 12 STONES Broken (Wind-up)
- TOMMY LEE Hold Me Down (MCA)
- JEREMIAH FREED Again (Republic/Universal)

ROCK begins on Page 85.

### ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
2	2	P.O.D.	Youth Of The Nation (Atlantic)	
3	3	HOOBASTANK	Crawling In The Dark (Island/IDJMG)	
6	4	JIMMY EAT WORLD	The Middle (DreamWorks)	
4	5	DEFAULT	Wasting My Time (TVT)	
5	6	LINKIN PARK	In The End (Warner Bros.)	
7	7	STAINED	For You (Flip/Elektra/EEG)	
9	8	NICKELBACK	Too Bad (Roadrunner/IDJMG)	
11	9	BLINK-182	First Date (MCA)	
10	10	INCUBUS	Nice To Know You (Immortal/Epic)	
8	11	STROKES	Last Nite (RCA)	
12	12	TRIK TURNER	Friends + Family (RCA)	
13	13	INCUBUS	I Wish You Were Here (Immortal/Epic)	
16	14	UNWRITTEN LAW	Seein' Red (Interscope)	
14	15	ADEMA	The Way You Like It (Arista)	
15	16	SYSTEM OF A DOWN	Toxicity (American/Columbia)	
18	17	X-ECUTIONERS	It's Goin' Down (Loud/Columbia)	
21	18	CUSTOM	Hey Mister (ARTIST Direct)	
17	19	SYSTEM OF A DOWN	Chop Suey (American/Columbia)	
20	20	NICKELBACK	How You Remind Me (Roadrunner/IDJMG)	
22	21	GODSMACK	I Stand Alone (Republic/Universal)	
19	22	OFFSPRING	Defy You (Columbia)	
26	23	ROB ZOMBIE	Never Gonna Stop (The Red...) (Geffen/Interscope)	
24	24	SUM 41	Motivation (Island/IDJMG)	
27	25	INJECTED	Faithless (Island/IDJMG)	
23	26	CREED	My Sacrifice (Wind-up)	
29	27	COURSE OF NATURE	Caught In The Sun (Lava/Atlantic)	
25	28	CREED	Bullets (Wind-up)	
30	29	TOOL	Lateralus (Volcano)	
28	30	FOO FIGHTERS	The One (Columbia)	

#### #1 MOST ADDED

QUARASHI Stick 'Em Up (Time Bomb/Columbia)

#### #1 MOST INCREASED PLAYS

SEVENDUST Live Again (TVT)

#### TOP 5 NEW & ACTIVE

- REVELLE Inside Out (Can You Feel...) (Elektra/EEG)
- PETE YORN Strange Condition (Columbia)
- WEEZER Dope Nose (Geffen/Interscope)
- MOTH I See Sound (Virgin)
- DASHBOARD CONFESSIOAL Screaming Infidelities (TVT)

ALTERNATIVE begins on Page 95.

### TRIPLE A

LW	TW	ARTIST	SON	Label
1	1	ALANIS MORISSETTE	Hands Clean (Maverick/Reprise)	
2	2	DAVE MATTHEWS BAND	Everyday (RCA)	
3	3	CHRIS ISAAK	Let Me Down Easy (Reprise)	
5	4	PETE YORN	Strange Condition (Columbia)	
4	5	U2	In A Little While (Interscope)	
6	6	CALLING	Wherever You Will Go (RCA)	
16	7	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
8	8	EDDIE VEDDER	You've Got To Hide Your... (V2)	
7	9	JOHN MAYER	No Such Thing (Aware/Columbia)	
9	10	TRAIN	She's On Fire (Columbia)	
10	11	TRAVIS	Side (Epic)	
11	12	COLDPLAY	Trouble (Nettwerk/Capitol)	
12	13	NICKELBACK	How You Remind Me (Roadrunner/IDJMG)	
13	14	INDIGO GIRLS	Moment Of Forgiveness (Epic)	
14	15	JEWEL	Standing Still (Atlantic)	
15	16	CREED	My Sacrifice (Wind-up)	
17	17	STARSAILOR	Good Souls (Capitol)	
22	18	JACK JOHNSON	Flake (Enjoy/Universal)	
26	19	BONNIE RAITT	I Can't Help You Now (Capitol)	
19	20	MICK JAGGER	Visions Of Paradise (Virgin)	
18	21	WILLIAM TOPLEY	Back To Believing (Lost Highway/IDJMG)	
20	22	RYAN ADAMS	Answering Bell (Lost Highway/IDJMG)	
24	23	LENNY KRAVITZ	Stillness Of Heart (Virgin)	
23	24	ROBERT BRADLEY'S BLACKWATER...	Train (Vanguard)	
—	25	NATALIE MERCHANT	Build A Levee (Elektra/EEG)	
25	26	MIDNIGHT OIL	Golden Age (Liquid 8)	
21	27	GARBAGE	Breaking Up The Girl (Almo Sounds/Interscope)	
27	28	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
28	29	DEFAULT	Wasting My Time (TVT)	
29	30	JOHNNY A.	Oh Yeah (Favored Nations/Red Ink)	

#### #1 MOST ADDED

DISHWALLA Somewhere In The Middle (Immergent)

#### #1 MOST INCREASED PLAYS

SHERYL CROW Soak Up The Sun (A&M/Interscope)

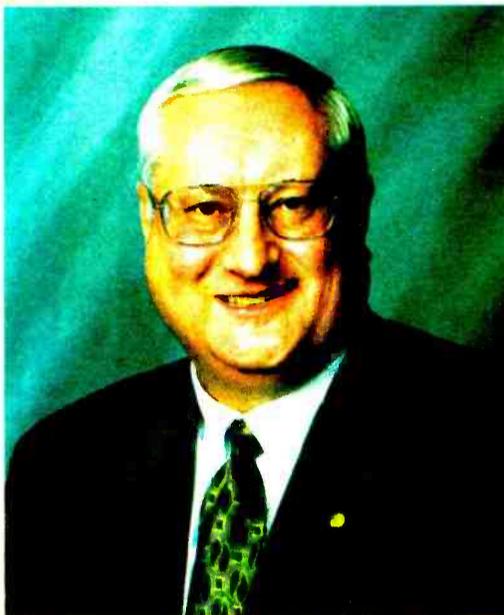
#### TOP 5 NEW & ACTIVE

- CRACKER Shine (Backporch/Virgin)
- BIG HEAD TODD & THE MONSTERS Wishing Well (Big)
- STROKES Last Nite (RCA)
- JACK JOHNSON Bubble Toes (Enjoy/Universal)
- LISA LOEB Someone You Should Know (Geffen/Interscope)

TRIPLE A begins on Page 103.

# Publisher's Profile

By Erica Farber



## JOSEPH CLAYTON

President/CEO, Sirius Satellite Radio

"I also want to find out more about different value offers that will attract consumers. We're running a different consumer offer in each market. The base case is \$12.95 per month for our 60 channels of commercial-free music and 40 channels of information, news, weather and sports. We're giving a \$50 rebate in one of the markets to test the price sensitivity of the hardware. We're giving a money-back guarantee in one of the markets: Test-drive our product. If you don't like it in 30 days, we'll give you your money back. Last but not least, we're offering a value-added proposition: Buy a full-year subscription, and get the first three months free. That's beneficial from a cash-flow basis and really locks the consumer in for quite some time.

"To complement this, we have massive demonstration vehicles. We're doing something we're calling 'the Rhythm of the Road tour,' where we will have thousands of people experiencing Sirius Satellite Radio. We have a 65-foot Ferris wheel with eight cars on it, all from our partners. Each of them is designed to connote a musical genre. There's a '59 Lancer for country, a '65 Mustang for rock 'n' roll — you get the picture. For our retailers, it's like bringing the state fair to their backyard. We also have NASCAR-type car haulers. The haulers break down into a stage. There's a DJ booth, and we can put live performances on it. We will be taking our Rhythm of the Road tour to a lot of NASCAR events, the Indy 500 and the Final Four. We will be teaching thousands about Sirius Satellite Radio and giving them a listening experience."

**Plan for rollout:** "We'll test it for 45-60 days to get feedback on the offers, and we're testing creative in different media. Then we'll go to Dallas-Ft. Worth, Little Rock, Tulsa and Albuquerque. The final three markets, as we fill out the Southeast and the Midwest, are Indianapolis, Nashville, Tampa and Miami. February and March is Phase 1, April and May is Phase 2, June and July is Phase 3, and on August 1 we roll out to the balance of the country."

**Differentiating his product:** "We think we have a premium service; that's why we're charging a little more, \$12.95. They [XM Satellite Radio] have 100 channels, but the mix is different. We have 60 music channels and 40 information channels. The first plus is that our channels are 100% commercial-free. I don't need a lot of research to tell me that consumers don't like commercials. If we rebroadcast CNBC, obviously, they have their own spots on there, but we won't have any commercials on music channels.

"Number two is the originality of our programming. We do not rebroadcast any other station's music. We believe that's a big deal. Number three, we believe that our sound is better, given one of the technical specs we have, called statistical multiplexing. If you want a classical piece with a lot of highs and lows, it's going to take more audio spectrum than a '40s swing music channel. This system we have dynamically allocates the spectrum where it needs to go, giving us better sound resolution and higher fidelity.

"We also believe that our product is easier to use. It's a simple navigational system. Last but not least, I'll add customer service. Just like DirecTV, if you want to hook up or you have a problem, you dial the telephone. We also have an interactive website called Customer Command, where you can sign up online, manage your account and check your balance. If you have any issues, you can also report them online. We believe that's a big deal, to make it easy for the consumer."

**Biggest challenge:** "We are second in, coming out of the box. But we are in the infancy of the product life cycle of satellite radio; being first doesn't guarantee success. I'm concerned that I staff the company with capable and competent people, both from a hardware and programming standpoint. You can't predict what will happen, given the political nature of government, but

right now I think we're standing on pretty good ground in terms of our licensing going forward. Finally, will the dogs eat the dog food? I believe that consumers like our product — the variety, the sound and the ease of use."

### Introduction at the Consumer Electronics Show:

"It was our coming-out party, if you will. We've redefined how we're going to manage our company by distribution channels. There are four. There's the consumer electronics retail channel, which is why we were at the CES. There are car dealerships, where it's a value add-on like a GPS or a CD changer might be. There's our car-manufacturing channel, where it's built in. The product-development cycles are much longer there. We think we're making significant progress there. And, last but not least, there are specialty markets. That's RVs, heavy-duty trailer trucks, boats and airplanes."

**His view of terrestrial radio:** "First, I look at it as competition, but I don't think you're ever going to replace local radio the same way you're going to replace local TV. People are always going to want local news, weather and sports. We're building a national radio network. We have no plans to do local radio. Satellite TV made terrestrial TV better, both from a technology and content standpoint. It did the same thing to cable TV, forcing it to move more aggressively toward better picture and sound quality. I believe satellite radio will do the same thing to local radio. They'll strive for better quality and maybe take a closer look at how commercials are developed and put over the air. It will cause them to be more competitive."

**Something about satellite radio that might surprise our readers:** "The difference is going to be made by the consumers and how they vote with their wallets. Our competitor and us have different technologies. We have three geosynchronous satellites that transverse the globe, with two of them engaged at any one time. Our competition has two stationary satellites, and they have more repeaters. I maintain that the consumer won't really care, as long as they get good sound quality and an excellent product. The bottom line will be how good our content is."

**Career highlight:** "I represented the RCA brand for 24 years. I was involved with the launch of VCR, stereo television, camcorders, DVD players and satellite television. I'd say RCA had a major role to play in all of those. I took a 100-year-old telephone company and made it into a leading-edge data communications company for the 21st century and took the market cap from \$2.5 billion to \$11 billion. I feel pretty good about that."

**Career disappointment:** "The telecommunications sector has been basically crippled for the past 18 months as the economy has softened. Having a worldwide fiber-optic network that can handle high-speed data communications will prove to be a very valuable asset, but all telecommunications sectors have been hit hard over the last 18 months — more so than the tech sector, in general."

**Favorite radio format:** "Bluegrass. Try to get bluegrass music in New York City or upstate New York. I like it, but I can't get it."

**Favorite television show:** "Law & Order."

**Favorite song:** "My Old Kentucky Home."

**Favorite book:** "General George Patton's biography."

**Favorite movie:** "Forrest Gump."

**Favorite restaurant:** "The Glass Chimney in Carmel, IN and the Sardine Factory in Carmel, CA."

**Beverage of choice:** "Kentucky bourbon."

**Hobbies:** "Bird-hunting, golf. I've got five kids, so I like going to Dairy Queen."

**E-mail address:** "jclayton@siriusradio.com."

**Advice for broadcasters:** "When the economy changes, when the culture changes, when your competition changes, when the technology changes, you better change."

**A**mid much speculation and fanfare, satellite radio was introduced to the American public during the fourth quarter of last year by XM Satellite Radio. Sirius Satellite Radio, the other company controlling this space, began rolling out its new service over the past 30 days.

Joe Clayton is President/CEO of Sirius. A consumer-electronics industry veteran, he brings more than 25 years of executive leadership, sales, operations and marketing experience to his position.

**Getting into the business:** "I spent 24 years in consumer electronics. In early '97 I became CEO of Frontier Communications, the fifth-largest long-distance company in the United States and the 10th-largest local telephone company. My job was to transform that company into a data communications company for the 21st century. We built a fiber-optic network around the United States. I got us more into the data communications business, like web hosting. In late '99 we sold that business to Global Crossing for about \$11 billion. I stayed on at Global Crossing for about a year. I'm still on the board of directors, but I decided it was time to move on last year."

**Joining Sirius:** "I was approached by SpencerStuart, who placed me at Frontier. They were looking for someone who had extensive consumer electronics experience and understood distribution, merchandising and technology. That's what I do. I also know how to turn businesses around and develop growth. I also launched satellite television back in the '90s, when I was with RCA-Thompson. The dynamics there were very similar to what we're trying to do with satellite radio."

**His vision for the company:** "I'm going to take an approach very similar to what I did with satellite TV. In the mid-'90s people wanted variety and selection with video. They want the same thing from radio. They wanted better sound and video quality, and they want that with radio. They wanted a product that was easy to use, and that's the same in both scenarios. They also wanted a product that was commercial-free and lacked the clutter that we see today in both terrestrial television and the radio environment. Those are the basic factors that are consistent on both satellite TV and satellite radio."

"We launched satellite television on a regional basis. That's what we're going to do with satellite radio. We're going to bring it out with a regional approach. We announced the first four markets: Houston, Denver, Phoenix and Jackson, MS. There are about 10.4 million people in those markets, and about 1.4 million of them drive at least an hour to and from work each day.

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WXKS 39x	WBMX 42x	G105 40x	WNNK 40x	KBKS 26x	WFLY 53x
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Single Co-Produced by Lester Mendez for Living Stereo, Inc.  
Executive Producer: Emilio Estefan, Jr.  
Management: Freddy DeMann for DeMann Entertainment Inc.