

### Roach Rule Rock Radio

Papa Roach are back in a big way, infesting 133 stations this week with "She Loves Me Not" (DreamWorks). The first single from their forthcoming sophomore album, *lovehatetragedy*, takes Most Added honors at Alternative, Rock and Active Rock.



## RADIO & RECORDS

[www.rroffline.com](http://www.rroffline.com)

### Industry Icon Davis To Appear At R&R Convention

J Records founder/Chairman Clive Davis will appear at a session titled "Clive Davis in the Morning" during R&R Convention 2002, happening June 13-15 at Merv Griffin's famed Beverly Hilton Hotel. Check out Page 1 for details about Davis and a whole lot more.



# SHARP DRESSED MEN: A TRIBUTE TO ZZ TOP

a tribute to "that little ol' band from Texas"... featuring 15 of country music's biggest stars honoring the songs of ZZ TOP.

Sharp Dressed Men features...

- TRACE ADKINS "LEGS"
- BROOKS & DUNN "ROUGH BOY"
- TRACY BYRD "LA GRANGE"
- KENNY CHESNEY "TUSH"
- ANDY GRIGGS "I NEED YOU TONIGHT"
- ALAN JACKSON "SURE GOT COLD AFTER THE RAIN FELL"
- LONESTAR "GIMME ALL YOUR LOV N"
- MONTGOMERY GENTRY "JUST GOT PAID"
- WILLIE NELSON "SHE LOVES MY AUTOMOBILE"
- BRAD PAISLEY "SHARP DRESSED MAN"
- PHIL VASSAR "I THANK YOU"
- THE WARREN BROTHERS "CHEAP SUNGLASSES"
- HANK WILLIAMS, JR. "JESUS JUST LEFT CHICAGO/ WAITIN' FOR THE BUS" MEDLEY
- HANK WILLIAMS III "FEARLESS BOOGIE"
- DWIGHT YOAKAM "I'M BAD, I'M NATIONWIDE"

AS SEEN ON



RCA RECORDS LABEL BMG ©2002 BMG Entertainment

[www.tribute2zz.com](http://www.tribute2zz.com)

IN STORES NOW

SHARP DRESSED MEN



|             | R&R | Monitor |
|-------------|-----|---------|
| Alternative | 31  | 29*     |
| Active Rock | 14  | 13*     |
| Rock        | 9   | 8*      |

ONE BAND SPEAKS TO MILLIONS.  
ONE SONG PROVES WHY.

# CREED

*one last breath*

IMPACTING CHR & HOT AC RADIO MAY 13 & 14

Produced, Engineered & Mixed by Jchi Kurzweg, Kirk Keser and Creed + Management: Jeff Hansen and Jeff Cameron 1997  2002, 2000 Worldwide Entertainment, Inc. - Photo: Len Sisti



R&R's Management, Marketing & Sales section this week features John Parikh's first installment in a five-part "Pillars of Success" series focusing on management excellence. Sales-training expert Chris Lytle offers insights on what buyers really think of (and want from) radio sellers, while Maureen Bulley provides excellent guidance for developing effective on-air promos. Point-To-Point's Rick Torcasso examines station branding and imaging development, and the GM Spotlight shines brightly on Susquehanna's award-winning Indianapolis Market Manager Charlie Morgan — a remarkable success story.

Pages 8-11

**LEGENDS**

His father wanted him to be president of the United States. He wanted to play pro basketball. Instead, a broken back led him to a career in radio that's resulted in some of the greatest turnarounds in modern radio history. This week in Legends: The kick-ass rock 'n' roll story of John Sebastian.

Page 23

**IN THE NEWS**

- **KZQZ/San Francisco** flips to Classic Rock-Classic Hits hybrid
- **Jerry McKenna** named Entercom/Denver VP/GM
- **Tom Calococi** now PD of KBXX/Houston
- **Dick Carlson** adds GM duties at WLTE & WXPT/Minneapolis

Page 3

**THIS #1 WEEK**

- CHR/POP**
  - PINK Don't Let Me Get Me (Arista)
- CHR/RHYTHMIC**
  - ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
- URBAN**
  - ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
- URBAN AC**
  - LUTHER VANDROSS I'd Rather (J)
- COUNTRY**
  - ALAN JACKSON Drive (For Daddy Gene) (Arista)
- AC**
  - CELINE DION A New Day Has Come (Epic)
- HOT AC**
  - CALLING Wherever You Will Go (RCA)
- SMOOTH JAZZ**
  - JEFF GOLUB Cut The Cake (GRP/VMG)
- ROCK**
  - PUDDLE OF MUDD Blurry (Flawless/Getten/Interscope)
- ACTIVE ROCK**
  - GDDSMACK I Stand Alone (Republic/Universal)
- ALTERNATIVE**
  - UNWRITTEN LAW See'n' Red (Interscope)
- TRIPLE A**
  - SHERYL CROW Soak Up The Sun (A&M/Interscope)

**R&R**  
THE INDUSTRY'S NEWSPAPER  
www.ronline.com

**Mays Sums Up CC Outlook: 'Current Trends Are Positive'**

BY MOLLIE ZIEGLER  
R&R WASHINGTON BUREAU  
mziegler@rronline.com

"We're not overly optimistic, but current trends are positive. I see strong signs of an economic recovery." So said Clear Channel Chairman/CEO Lowry Mays on Tuesday, as his company reported its Q1 results. And Mays may have been expressing sentiments shared by other radio companies, judging by the improved earnings that were reported this week.

Excluding an expected \$17 billion noncash goodwill charge, Clear Channel reported Q1 2002 income of \$90.3 million (15 cents per share) — thanks to a rebound in radio advertising — compared to a Q1 2001 loss of \$309.2 million (53 cents). Not

counting \$28.1 million (3 cents) in pretax gains, net income before the goodwill charge was \$73 million (12 cents). First Call/Thomson

**Q1 At A Glance**

- CC beats EPS estimates
- Cumulus BCF up 25%
- Entercom revs rise 7%
- Radio One ATCF up 65%
- HBC profit doubles
- Regent breaks even
- Saga, WW1 income triples
- Salem, Interop narrow losses

Financial expected income of 8 cents per share.

Revenues improved 4%, to \$1.7 billion, and EBITDA declined 8%, to \$370 million. For the radio division, revenues were \$782.8 million and EBITDA was \$303.6 million — both increases of 3%.

Clear Channel Radio CEO Randy Michaels said smaller markets led the recovery. "We saw the small markets building pressure on demand first," he said, pointing out that the company integrated the smaller of its approximately 1,200 stations into larger trading

EARNINGS/See Page 4

**Stars To Shine At R&R 2002**

■ Music-industry legend Clive Davis to appear

The industry's No. 1 summer attraction is set for June 13-15 at Merv Griffin's world-famous Beverly Hilton Hotel in Beverly Hills, CA. R&R Convention 2002 will offer an unparalleled venue for valuable information and entertainment.

J Records founder/Chairman Clive Davis will appear on Friday, June 14, at a session titled "Clive Davis in the Morning." Davis, riding high on the very successful launch of J Records, will speak to attendees and provide musical surprises. Preceding Davis' appearance will be a "State of the Radio Industry" discussion featuring Clear Channel's Randy Michaels, Emmis' Rick Cummings and other group heads.

On Thursday, June 13, R&R



Davis Michaels

and Edison Media Research will present the results of an exclusive research study commissioned for Convention 2002. "The Ultimate Record Buyer Study II" will highlight major issues facing the recorded-music industry today, including downloads, file-sharing, artist loyalty and recognition and other hot-button topics.

CONVENTION/See Page 14

**Groups Seek To Expand In Radio, TV**

■ Bold predictions abound at BofA conference

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

NEW YORK — From forecasts of a second large consolidation boom to discussions of how and where they'd like to expand their companies, executives from several leading radio companies gathered here last week to share keen insights into the radio business with attendees at the Banc of Americas Securities Growth Telecommunications, Media & Entertainment Conference.

One of the boldest predictions came from Cumulus Chairman/CEO Lew Dickey, who forecasts that the number of owners in the radio business will decrease 50% by 2005. Dickey believes "consolidation is poised to reignite" and said that, when it does, he



Dickey Tichenor

wants his company to be at the forefront. He noted that, in terms of the number of stations owned, second-place Cumulus has about 250 stations — compared to Clear Channel's more than 1,200 — and said Cumulus has deliberately spent the last two years on the sidelines of the acquisition market to stay focused on operations.

CONFERENCE/See Page 21

**Viacom Ordered To Sell One L.A. Radio Station**

When Viacom filed its application in March to buy KCAL-TV/Los Angeles for \$650 million, it acknowledged that it would have to sell one radio station in the market in order to comply with FCC regulations. Now the commission is holding Viacom to its word, ordering the media powerhouse to divest itself of an L.A. radio property as a condition of the approval of the KCAL deal.

The FCC's current radio-TV rules stipulate that if a company owns two TV stations in a market the size of L.A., it can own no more than six radio stations there. Viacom owns KCBS-TV/Los Angeles and, through its Infinity Broadcasting subsidiary, seven L.A. radio stations: News KFWB and KNX, Classic

VIACOM/See Page 21

**All In The Ozzy Family**

■ Radio, record industries board Osbournes' crazy train

BY STEVE WONSIEWICZ  
R&R MUSIC EDITOR  
swoncz@rronline.com

It's a safe bet that fans of *The Osbournes* aren't tossing around terms like "artist development" and "great radio" when talking about the latest episode of MTV's runaway hit show.

After all, it's a program dedicated to the daily life of rock legend Ozzy Osbourne and his family, a show that has addressed, at one time or another, such topics as Viagra, raves, gynecologists, demon-possessed vacuum cleaners, herpetical pets and, yes, sex, drugs and rock 'n' roll. Yet its domestic and international hit status — thanks to MTV's global distribution and enormous cultural influence —



The Osbournes

has benefited even people remotely associated with it.

**Ripple Effect**

Ozzy's career doesn't need any development. He's an icon. Yet renewed interest in all things Osbourne has resulted in surging airplay at Pop radio for remixes of his song "Dreamer." Additionally,

See Page 28

**David Field Now CEO Of Entercom**

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



D. Field

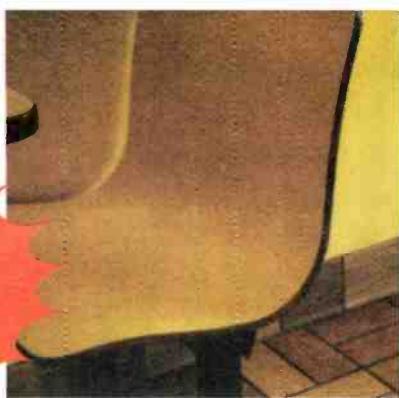
Entercom President/COO David Field has taken the company's CEO reins from his father, Joseph Field. But the elder Field told investors last week, "This doesn't mean I'm retiring." Indeed, Joseph Field will continue as Chairman and remain active in the company.

David Field has been involved with Entercom since 1987 and has held a variety of executive positions during his time with the company. In 1996 he ascended to COO; he became President in 1998.

During the May 3 conference

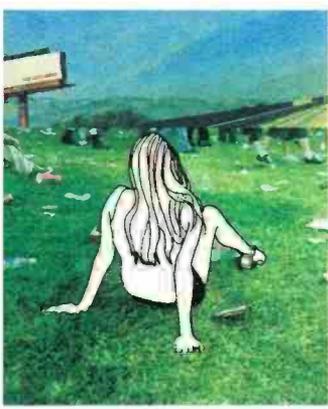
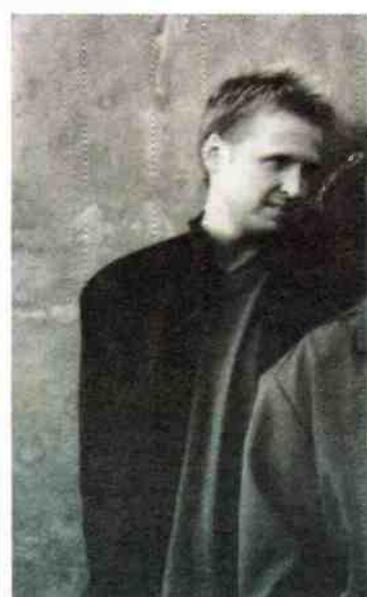
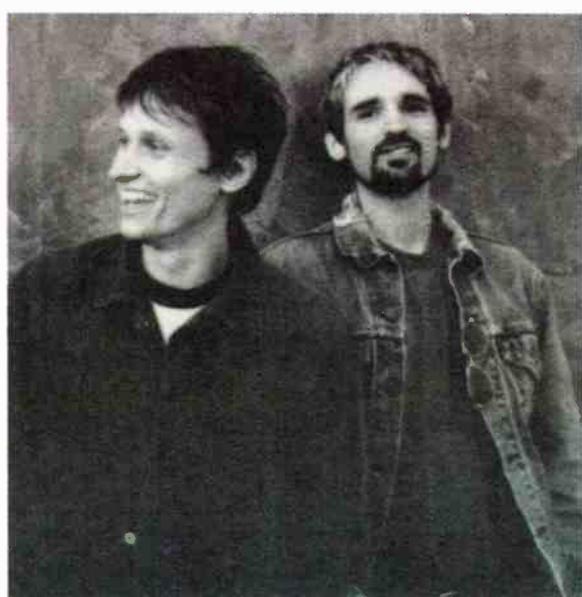
FIELD/See Page 21

**STAR 98.7/LA  
28x This Week!**



**#1 Most Added Hot AC!  
Most Added Pop!  
Most Added Triple A!**

# dropline



***Fly Away From Here (Graduation Day)***  
The first single from **You Are Here**

Produced and Engineered by Paul Ebersold  
Mixed by Scott Humphrey and Frank Gryner

Worldwide Management: Jeff Jampol and Tom Atencio for Jampol/Atencio Management  
dropline.com      repriserec.com

©2002 143 Records. Manufactured and distributed by Reprise Records, Warner Music Group, An AOL Time Warner Company.



## New Adds Include:



- |             |             |             |             |             |             |
|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>KRBV</b> | <b>WXRV</b> | <b>WXKS</b> | <b>WBMX</b> | <b>WSTR</b> | <b>KMXP</b> |
| <b>KTCZ</b> | <b>WVRV</b> | <b>KRSK</b> | <b>KSTE</b> | <b>WMVX</b> | <b>KZZO</b> |
| <b>KRBZ</b> | <b>KEZR</b> | <b>WPRO</b> | <b>WKOC</b> | <b>KMXB</b> | <b>WKZN</b> |
| <b>WTIC</b> | <b>KJYO</b> | <b>WDJX</b> | <b>WRVE</b> | <b>WVTI</b> | <b>WKRZ</b> |
| <b>WINK</b> | <b>KPEK</b> | <b>KCTY</b> | <b>WSTW</b> | <b>WFMF</b> | <b>WERO</b> |

**...And Many More!**

## McKenna Manages Entercom/Denver

Jerry McKenna has been named VP/GM of Entercom's Denver stations: Adult Standards KEZW, Hot AC KALC, Classic Rock KKHK and AC KOSI.



McKenna

McKenna joins Entercom from Citadel, where he served as Exec. VP, as well as Regional VP for the California and Nevada markets. He worked for Entercom earlier in his career and was also VP/Market Manager for Infinity/Sacramento.

"We're delighted to have Jerry re-join our team," Regional VP Deborah Kane said. "He is a seasoned pro and a creative and visionary leader with a great track record of success. We are excited about our station lineup in Denver and look forward to Jerry taking them to the next level."

McKenna said, "I am thrilled to be returning to Entercom and excited at the prospect of managing these terrific properties. It's great to

MCKENNA/See Page 13

## Calococci Set As KBXX/Houston PD

KZZP/Phoenix PD Tom Calococci is set to return to Radio One as PD of KBXX (The Box)/Houston, effective May 20. Calococci replaces Kashon Powell, who recently joined R&R as Urban Editor.



Calococci

"I'm very excited about the opportunity to re-join Radio One," Calococci told R&R. "The Box is a heritage station with lots of success and a great track record. I'm looking forward to becoming a part of that heritage, legacy, history and success."

"My goal is to work with the entire staff to make The Box an even better radio station. I am quite aware there are some large shoes to fill, but I'm looking forward to that challenge. I'm also excited to be working with [Radio One COO] Mary Catherine Sneed again. This will be the third time around that I've worked with her."

Prior to joining KZZP Calococci programmed Radio One's WBOT/Boston and WERQ/Baltimore. He also worked on the record side as a local for Jive Records and before that was PD for KJMZ/Dallas.

## A Choice Buffet In New York



Jimmy Eat World stopped by Music Choice's brand-new New York City studios, christening the offices with the first on-site interview. The band will join Starsailor and Coldplay as featured artists in this month's edition of Music Choice's concert series, hourlong shows featuring live performances and interviews. Pausing for a quick picture are (back row, l-r) Jimmy Eat World member Rick Burch, Music Choice representatives Tad Roebuck and Bob Perry, bandmember Jim Adkins, Music Choice representatives Jen Churchill and Damon Williams, (front, l-r) bandmembers Tom Linton and Zach Lind and DreamWorks representative Darin Soler.

## KZQZ/S.F. Revs Up 'The Drive'

### Airstaff dismissed as station flips from CHR

KZQZ/San Francisco's five-year run as a CHR/Pop station came to an end on May 7, when the Bonneville station relaunched as a Classic Hits-Classic Rock hybrid called "95.7 The Drive." The first song was The Rolling Stones' "Start Me Up," and that was followed by songs from The Beatles, Pink Floyd, Stephen Stills, Sanford Townsend Band, The Eagles and David Bowie.

The airstaff — including married morning hosts Gene & Julie, mid-day host Katie Mason and MD Ivan Trujillo — was dismissed the day before the switch. KZQZ, which has applied for new calls to better match the Drive moniker, will continue to be led by PD Allan Hotlen. Hotlen was a critical part of the station's launch team and is "very much a part of the team going forward," Bonneville/San Francisco

President Chuck Tweedle told R&R.

When asked why Bonneville decided to abandon KZQZ's "Z95.7" hit-music presentation, Tweedle said, "We obviously had a good run with KZQZ as a CHR. But we were not seeing the growth we had hoped to see. We began conducting extensive — and expensive, I might add — studies a few months ago."

Tweedle said the research focused on two key questions: How could Z95.7 continue as a CHR, but as a more successful one? And, if that was no longer an option, what were the options? The Drive proved to be the answer, though Tweedle said the research was conducted with no preconceived notions.

"Obviously, we have The Drive [WDRV] in Chicago," Tweedle

KZQZ/See Page 13

## Infinity/Minneapolis Elevates Carlson

Dick Carlson, Director/Sales for Infinity's four-station Minneapolis cluster, has added GM responsibilities for AC WLTE and '80s WXPT. He succeeds Rolf Pepple, who has departed the company.

Carlson joined Infinity's Twin Cities cluster in January 2001, after serving as Market Captain of Entercom's KIRO, KNWX & KQBZ/Seattle. He reports to Sr. VP David Pearlman, who told R&R, "Dick has done a sensational job of re-engineering the sales efforts of our stations in the Twin Cities. His wealth of experience and talent are unique qualities that not only qualify him for this promotion, but also allow him to continue to direct our cluster sales opportunities from his new perch."

Brian Whittemore will continue as VP/GM of Infinity/Minneapolis sisters Business News KCCO and News/Talk WCCO.

MAY 10, 2002

## NEWS & FEATURES

|                                  |    |                            |     |
|----------------------------------|----|----------------------------|-----|
| <b>Radio Business</b>            | 4  | <b>Legends</b>             | 23  |
| Business Briefs                  | 4  | <b>Street Talk</b>         | 24  |
| Transactions                     | 5  | <b>Sound Decisions</b>     | 28  |
| <b>MMS</b>                       | 8  | <b>Music Meeting</b>       | 32  |
| <b>Internet News &amp; Views</b> | 12 | <b>Publisher's Profile</b> | 104 |
| <b>National Music Formats</b>    | 15 |                            |     |
| <b>Show Prep</b>                 | 16 | <b>Opportunities</b>       | 100 |
| 'Zine Scene                      | 16 | <b>Marketplace</b>         | 101 |
| National Video Charts            | 17 |                            |     |
| <b>Ratings</b>                   | 20 |                            |     |

## FORMATS & CHARTS

|                           |    |                                 |       |
|---------------------------|----|---------------------------------|-------|
| <b>News/Talk/Sports</b>   | 18 | <b>Adult Contemporary</b>       | 62    |
| <b>Retail Top 50</b>      | 31 | AC Chart                        | 64    |
| <b>CHR/Pop</b>            | 33 | AC RateTheMusic                 | 65    |
| CHR/Pop Chart             | 35 | AC/Hot AC Action                | 67    |
| Callout America           | 34 | Hot AC Chart                    | 68    |
| Pop Action                | 37 | Hot AC RateTheMusic             | 69    |
| CHR/Pop RateTheMusic      | 38 | <b>Smooth Jazz</b>              | 71    |
| <b>CHR/Rhythmic</b>       | 41 | Smooth Jazz Chart               | 72    |
| CHR/Rhythmic Chart        | 43 | Smooth Jazz Action              | 73    |
| Rhythmic Action           | 45 | <b>Rock</b>                     | 75    |
| CHR/Rhythmic RateTheMusic | 46 | Rock Chart                      | 76    |
| <b>Urban</b>              | 48 | Active Rock Chart               | 78    |
| Urban Chart               | 49 | Active Rock RateTheMusic        | 79    |
| Urban Action              | 52 | Rock Action/Rock Specialty Show | 82    |
| Urban AC Chart            | 53 | <b>Alternative</b>              | 84    |
| <b>Country</b>            | 54 | Alternative Chart               | 87    |
| Nashville                 | 55 | Alternative Action              | 88    |
| Country Chart             | 56 | Alternative RateTheMusic/       |       |
| Country Indicator         | 57 | Specialty Show                  | 89    |
| Country Callout           | 58 | <b>Triple A</b>                 | 91    |
| Country Action            | 59 | Triple A Chart                  | 92    |
|                           |    | Triple A Action                 | 94    |
|                           |    | <b>Christian</b>                | 96    |
|                           |    | CCM Update                      | 97    |
|                           |    | Christian Charts                | 98-99 |

The Back Pages 102

## Salem/San Antonio Gives Gordon GM Job

Salem Communications has appointed Dave Gordon GM of its San Antonio cluster, which includes Adult Standards KLUP and Contemporary Christian KSLR. Gordon reports to Salem Regional VP Rob Adair.

OM of KSLR for 11 years, Gordon has been serving as interim GM for the San Antonio duo for three months. Prior to joining Salem he was GM at Christian AC WBGL/Champaign, IL.

"KSLR and KLUP's finest performance has occurred under Dave's leadership," Adair said. "I have complete confidence in Dave's ability to lead these stations to heights of performance never before reached in San Antonio."

Gordon told R&R, "I am thrilled with the opportunity to oversee Salem's cluster of stations in San Antonio. We now have the team in place to take these stations to a new level. I am truly honored to be here."

## Funches To CC/New Orleans Market Mgr.

Clear Channel has promoted Muriel Funches to VP/Market Manager of its New Orleans cluster, which includes blues-oriented Urban WODT, Gospel-Urban AC combo WYLD-AM & FM, Classic Hits KFXN, Alternative KKND, Country WNOE and Urban WQUE. Funches was previously VP/GM of the company's KODA & KHMV/Houston.

"Muriel's natural leadership skills and heavy radio experience uniquely qualify her for the New Orleans Market Manager job," Clear Channel Radio Sr. VP John Cullen said. "She has excelled at the sales and operations level of radio management, has cluster experience and was ready for more responsibility."

FUNCHES/See Page 13

HOW TO REACH US RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., THIRD FLOOR, LOS ANGELES, CA 90067 WEBSITE: www.ronline.com

|                                 | Phone        | Fax          | Email                 |
|---------------------------------|--------------|--------------|-----------------------|
| <b>CIRCULATION:</b>             | 310-788-1625 | 310-203-8727 | moreinfo@rronline.com |
| <b>NEWS DESK:</b>               | 310-788-1699 | 310-203-9763 | newsroom@rronline.com |
| <b>R&amp;R ONLINE SERVICES:</b> | 310-788-1635 | 310-553-4056 | kmccabe@rronline.com  |
| <b>ADVERTISING/SALES:</b>       | 310-553-4330 | 310-203-8450 | hmowry@rronline.com   |

|                                   | Phone        | Fax          | Email                 |
|-----------------------------------|--------------|--------------|-----------------------|
| <b>OPPORTUNITIES/MARKETPLACE:</b> | 310-788-1621 | 310-203-8727 | kmumaw@rronline.com   |
| <b>EDITORIAL, OTHER DEPTS:</b>    | 310-553-4330 | 310-203-9763 | mailroom@rronline.com |
| <b>WASHINGTON, DC BUREAU:</b>     | 202-463-0500 | 202-463-0432 | rrdc@rronline.com     |
| <b>NASHVILLE BUREAU:</b>          | 615-244-8822 | 615-248-6655 | lhelton@rronline.com  |

## Clear Channel's Q1 Results Garner Positive Attention

□ Analysts upgrade Entercom on first-quarter strength

BY MOLLY ZEGLER  
R&R WASHINGTON BUREAU  
mzegl@rromline.com

Rewarding the company for turning in Q1 radio revenues of \$783 million, well ahead of his \$766 million estimate, along with reported EBITDA of \$304 million, ahead of his \$300 million forecast, Salomon Smith Barney analyst Niraj Gupta upgraded Clear Channel Communications' shares from "outperform" to "buy" with a \$57 target price.

Based on improving radio-revenue projections, CIBC analyst Jason Helfstein increased his Clear Channel FY2002 EBITDA estimate to \$2.73 billion. He also upped his rating to "strong buy" from "buy" and raised his price target to \$58 from \$56. Merrill Lynch analyst Jessica Reif Cohen raised her earnings-per-share estimate for the year from \$1 to \$1.11 and raised

her full-year sales estimate to \$8.2 billion from \$8.1 billion while maintaining her "neutral" rating on the stock.

Even given that Entercom Communications saw a 10% drop in revenue in Portland, OR and Seattle — markets that account for 28% of its total intake — Morgan Stanley analyst Michael Russell said the company's Q1 results were impressive. He up-

graded his rating on the stock from "equal-weight" to "overweight" at a price target of \$62 and said he likes Entercom for "what they own, the opportunities they have and the business they are in."

He noted that the issue's valuation is attractive at 16.2-times 2003 broadcast cash flow. Improving trends in broadcast media, coupled with operating and financial leverage, may provide strong 25%-30% EPS growth for the company going into 2003, according to Russell.

Meanwhile, Barrington Research's James Goss raised Entercom from

**CLEAR CHANNEL/See Page 5**

### Earnings

Continued from Page 1

areas. "We're figuring out how to sell trading zones" and cross-sell radio with Clear Channel's other platforms, he said. "Between 1996 and 2001 we got cluster management figured out. We're moving on to regional management, and I believe that is what's driving a great deal of our growth."

Company President/COO Mark Mays told Reuters that Clear Channel has seen the start of a radio-advertising rebound and anticipates the same for outdoor advertising in Q2, when overall company EBITDA is expected to range from \$600 million to \$615 million.

The company also hopes it can close its long-pending acquisition of Ackerley during Q2, although CFO Randall Mays said it's anybody's guess whether that will happen. "If you can tell me when the FCC will release the order," he told investors and analysts on Tuesday, "then I can give you a very good idea of when we'll close."

• Discussing his company's Q1 results, Cumulus Media Chairman/CEO Lew Dickey told R&R. "It's all

good news. It was a damn good quarter."

Cumulus' broadcast cash flow improved 25%, to \$11.5 million, while net revenues increased 1%, to \$44.9 million. EBITDA jumped 49%, to \$7.9 million, and its after-tax cash flow loss narrowed 51%, to \$3.5 million (10 cents per share). But, due to noncash charges tied to an accounting change and the company's new credit facility, Cumulus posted a Q1 2002 net loss of \$114.8 million (\$3.28 per share), compared to net income of \$614,000 (10 cents) in Q1 2001. Without all those charges, the company would have reported a Q1 2002 net loss of \$2.9 million (8 cents).

On a same-station basis, net revenues improved 1% and BCF improved 23%. On a pro forma basis, net revenues improved 3%, to \$54.2 million; BCF jumped 23%, to \$15.3 million; and EBITDA improved 30%, to \$11.8 million. Cumulus expects Q2 pro forma net revenues to increase 2%-3% and forecasts BCF growth of 10%-12%.

"Everything we've put in place to build this business has been focused on building a great radio company,"

Dickey told investors Tuesday, responding to questions about whether Cumulus may consider expanding into outdoor advertising or a business outside radio. "Right now we're very focused on building a pure-play radio platform." If the right opportunity came along, he said, he wouldn't rule out anything. "But, at this stage of the game, we are extremely focused on just adding to our radio platform and continuing to build it out. Radio is a wonderful business."

• Business was good for Entercom in Q1, even though its net loss widened from \$2.3 million (5 cents per share) to \$133.2 million (\$2.86), including a charge for an accounting change. Excluding the accounting change and other one-time items, the company's net income improved from \$3.8 million (3 cents per basic share) to \$5.9 million (13 cents). Net revenue rose 7%, to \$74.2 million, and BCF grew 13%, to \$26 million. ATCF climbed 11%, to \$16.8 million (36 cents per basic share).

On a same-station basis, net revenues increased 3% and BCF was up 6%.

**Continued on Page 14**

## BUSINESS BRIEFS

### 'Net-Radio Protest Generates Huge Response; Soundexchange Reacts

Response to May 1's Internet Radio Day of Silence protest against the Copyright Arbitration Royalty Panel's proposed webcast performance royalties was "through the roof," according to Paul Maloney, Editor of the online RAIN: Radio And Internet Newsletter. Hundreds of broadcasters and webcasters — including Susquehanna Radio Corp., Cox Radio, Salem Communications, Live365 and Radio Free Virgin — participated by silencing their streams, running PSAs or airing a specially produced daylong talk show on the issue. The effort was based at SaveInternetRadio.org, an information website created in March as an offshoot of RAIN. "We have absolutely been seeing record traffic for RAIN and for SaveInternetRadio," Maloney told R&R on the day of the event.

In a May 1 open letter also signed by dozens of artists, labels and organizations, Soundexchange Exec. Director John Simson responded to the Day of Silence by saying, "This is webcasters' way of protesting their obligation to compensate artists and record companies for their music. The time has come for webcasters to stop protesting and work cooperatively with artists and record labels to ensure success for all."

Soundexchange is the royalty-collection arm of the RIAA. The Copyright Office is set to decide on whether to accept the CARP's proposed royalties — .07 cents per performance for AM and FM web simulcasts and .14 cents for Internet-only streams, plus a 9% ephemeral license fee for all streams — by May 21.

### Feuer, McCord Team Again For Station Ownership

FirstMediaWorks COO Norm Feuer, who sold his Triathlon Broadcasting to Capstar in 1999, and Herb McCord, who became President/CEO of management-consulting company Granum Communications after more than 10 years as Group VP of Greater Media, have teamed to buy KPQZ-TV Amarillo, TX. The Amarillo Globe-News reported this week that a judge approved the sale of KPQZ to Feuer-McCord Communications by Mandujano y Asociados on May 1. The Spanish-language station has been off the air due to financial problems since August 2001 and is under the control of court-appointed receiver Roger Cox. Feuer told R&R that he and McCord are negotiating with Cox about operating the station via an LMA until the deal closes — an agreement vital to the transaction, because KPQZ's license will be forfeited to the FCC if the station isn't back on the air by August. Feuer and McCord, who launched KBZT/San Diego in 1978 and sold the station in 1983, plan to buy more stations in the future.

**Continued on Page 14**

### 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 |         |           |         |                |
|-----------------|--------------|---------|-----------|---------|----------------|
|                 | 5/3/01       | 4/26/02 | 5/3/02    | 4/26/01 | 4/26/02-5/3/02 |
| R&R Index       | 246.43       | 254.58  | 244.47    | -0.8%   | -4%            |
| Dow Industrials | 10,796.65    | 9910.72 | 10,006.63 | -7.3%   | -1%            |
| S&P 500         | 1248.59      | 1076.32 | 1073.43   | -14%    | -0.3%          |

# For gods sake answer the phone!



### A listener is calling.

RadioVoodoo is magic telephone and web technology that answers all your listener calls. It turns the calls into demographic data and audio files you can use instantly: to know your audience better, to sell your advertisers more spots, and to improve your programming. All without bending an elbow.

## radiovoodoo

It's the coolest tool in radio.

Contact Liz Laud at [liz@radiovoodoo.com](mailto:liz@radiovoodoo.com) or call 800.798.5663 for a demonstration.



## DEAL OF THE WEEK

- **WTCF-FM/Carrollton (Saginaw); WCEN-FM/Mt. Pleasant (Saginaw); and WSGW-AM, WGER-FM & WTLZ-FM/Saginaw, MI \$55.5 million**

## 2002 DEALS TO DATE

- Dollars to Date: \$559,536,777**  
(Last Year: \$3,864,125,728)
- Dollars This Quarter: \$170,768,052**  
(Last Year: \$315,436,435)
- Stations Traded This Year: 261**  
(Last Year: 1,053)
- Stations Traded This Quarter: 105**  
(Last Year: 151)

## TRANSACTIONS AT A GLANCE

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

- WAVH-FM/Daphne (Mobile), AL \$5.11 million
- WZEW-FM/Fairhope (Mobile), AL \$1.89 million
- KDRS-AM & FM/Paragould, AR \$500,000
- WAYL-FM/St. Augustine, FL \$500,000
- WOKF-FM/Folkston, GA \$650,000
- WLCS-FM/North Muskegon and WUBR-AM & WEFM-FM Whitehall (Muskegon), MI Undisclosed
- KCNN-AM & KZLT-FM/East Grand Forks, MN (Grand Forks, ND) \$2.5 million
- WJRZ-FM/Manahawkin (Monmouth-Ocean), NJ Undisclosed
- WVIP-AM/Mount Kisco, NY \$1.36 million
- KDSR-FM/Williston, ND \$500,000
- KTNZ-AM & KBZD-FM/Amarillo, TX \$1.1 million
- KPQZ-FM/Amarillo, TX \$3 million

## Wilks Sells Saginaw Stable To Cumulus

- **Five-station cluster divested in \$55.5 million deal; Baldwin sells Mobile duo following bankruptcy proceeding**

### Deal Of The Week

#### Michigan

#### WTCF-FM/Carrollton (Saginaw); WCEN-FM/Mt. Pleasant (Saginaw); and WSGW-AM, WGER-FM & WTLZ-FM/Saginaw

PRICE: \$55.5 million  
TERMS: Asset sale for cash  
BUYER: Cumulus Broadcasting, headed by President/CEO Lew Dickey Jr. Phone: 404-949-0700. It owns 243 other stations. This represents its entry into the market.  
SELLER: Wilks Broadcasting LLC, headed by CEO Jeff Wilks. Phone: 404-394-8000  
FREQUENCY: 100.5 MHz; 94.5 MHz; 790 kHz; 106.3 MHz; 107.1 MHz  
POWER: 3kw at 328 feet; 100kw at 981 feet; 5kw day/1kw night; 2kw at 381 feet; 5kw at 361 feet  
FORMAT: Hot AC; Country; News/Talk; AC; Urban AC  
BROKER: Michael Bergner of Bergner & Co.

#### Alabama

#### WAVH-FM/Daphne (Mobile)

PRICE: \$5.11 million  
TERMS: Asset sale for cash  
BUYER: Cumulus Broadcasting Inc., headed by President/CEO Lew Dickey Jr. Phone: 404-949-0700. It owns 243 other stations, including WDLT-AM, WGOK-AM & FM, WBLX-FM & WYOK-FM/Mobile.  
SELLER: Baldwin Broadcasting Co., headed by President Barry Wood. Phone: 202-293-5333  
FREQUENCY: 106.5 MHz  
POWER: 50kw at 450 feet  
FORMAT: Oldies  
COMMENT: Baldwin Broadcasting was forced to sell WAVH-FM and WZEW-FM (see transaction below) in recently conducted bankruptcy proceedings.

#### WZEW-FM/Fairhope (Mobile)

PRICE: \$1.89 million  
TERMS: Asset sale for cash  
BUYER: COM+ Inc., headed by CEO Kenneth Johnson. Phone: 251-438-5460. It owns one other station, WNPS-FM/Mobile.  
SELLER: Baldwin Broadcasting Co., headed by President Barry Wood. Phone: 202-293-5333  
FREQUENCY: 92.1 MHz  
POWER: 14kw at 449 feet

FORMAT: Triple A  
COMMENT: Baldwin Broadcasting was forced to sell WAVH-FM and WZEW-FM (see transaction above) in recently conducted bankruptcy proceedings.

#### Arkansas

#### KDRS-AM & FM/Paragould

PRICE: \$500,000  
TERMS: Asset sale for cash  
BUYER: MOR Media Inc., headed by President Dina Mason. Phone: 870-236-7627. It owns no other stations.  
SELLER: Pressly Partnership Productions, headed by VP Trey Stafford. Phone: 870-933-8800  
FREQUENCY: 1490 kHz; 107.1 MHz  
POWER: 1kw; 3kw at 423 feet  
FORMAT: News; AC

#### Florida

#### WAYL-FM/St. Augustine

PRICE: \$500,000  
TERMS: Asset sale for cash  
BUYER: New Covenant Educational Ministries, headed by President/Director Nancy Epperson. Phone: 336-765-7438. It owns no other stations.  
SELLER: Vision Broadcasting of Florida, headed by VP James Zink. Phone: 904-223-6000  
FREQUENCY: 91.9 MHz  
POWER: 5kw at sea level  
FORMAT: Christian CHR

#### Georgia

#### WOKF-FM/Folkston

PRICE: \$650,000  
TERMS: Asset sale for cash  
BUYER: TAMA Group, headed by President Glen Cherry. Phone: 813-620-1300. It owns four other stations. This represents its entry into the market.  
SELLER: Folkston Broadcasters Inc., headed by President Jack Mays. Phone: 912-496-4484  
FREQUENCY: 92.5 MHz  
POWER: 6kw at 328 feet  
FORMAT: Oldies

#### Michigan

#### WLCS-FM/North Muskegon and WUBR-AM & WEFM-FM/Whitehall (Muskegon)

PRICE: Undisclosed  
TERMS: Unavailable  
BUYER: Unity Broadcasting, headed

by VP/Director John Bouwhuis. Phone: 231-759-0544. It owns two other stations, including WSHN-FM/Muskegon.

SELLER: Pyramid Broadcasting, headed by President R. LaVance Carson. Phone: 231-759-0544  
FREQUENCY: 98.3 MHz; 1490 kHz; 97.5 MHz  
POWER: 3kw at 322 feet; 1kw; 2kw at 427 feet  
FORMAT: Oldies; Adult Standards; Country  
COMMENT: Unity Broadcasting is purchasing Pyramid Broadcasting's three stations out of bankruptcy.

#### Minnesota

#### KCNN-AM & KZLT-FM/ East Grand Forks (Grand Forks, ND)

PRICE: \$2.5 million  
TERMS: Asset sale for cash  
BUYER: Leighton Enterprises, headed by President John Sowada. Phone: 320-251-1450. It owns nine other stations, including KNOX-AM & FM & KYCK-FM/Grand Forks, ND.  
SELLER: KRAD Inc., headed by owner David Norman. Phone: 701-772-2204  
FREQUENCY: 1590 kHz; 104.3 MHz  
POWER: 5kw day/1kw night; 100kw at 443 feet  
FORMAT: News/Talk; Hot AC

#### New Jersey

#### WJRZ-FM/Manahawkin (Monmouth-Ocean)

PRICE: Undisclosed

TERMS: Unavailable  
BUYER: Greater Media, headed by President/CEO Peter Smyth. Phone: 781-348-8600. It owns 18 other stations, including WRAT-FM/Monmouth-Ocean.  
SELLER: JC Acquisition LLC. Phone: 212-688-7908  
FREQUENCY: 100.1 MHz  
POWER: 2kw at 436 feet  
FORMAT: Oldies

#### New York

#### WVIP-AM/Mount Kisco

PRICE: \$1.36 million  
TERMS: Asset sale for cash  
BUYER: Radio Vision Cristiana Management Corp., headed by Trustee/President Milton Donato. Phone: 973-881-8700. It owns no other stations.  
SELLER: Suburban Broadcasting Corp., headed by President Peter Baumann. Phone: 203-869-1490  
FREQUENCY: 1310 kHz  
POWER: 5kw day/33 watts night  
FORMAT: News/Talk  
COMMENT: Radio Vision Cristiana Management will operate WVIP-AM as a noncommercial Spanish Religious station.

#### North Dakota

#### KDSR-FM/Williston

PRICE: \$500,000  
TERMS: Asset sale for cash  
BUYER: Stephen Marks. Phone: 410-544-0188. Mark owns three other stations. This represents his entry into the market.

SELLER: Robert Miller. Phone: 701-572-4478  
FREQUENCY: 101.1 MHz  
POWER: 98kw at 801 feet  
FORMAT: Country

#### Texas

#### KTNZ-AM & KBZD-FM/ Amarillo

PRICE: \$1.1 million  
TERMS: Asset sale for cash  
BUYER: Amigo Broadcasting LP, headed by CEO James Anderson. Phone: 214-634-7780. It owns 12 other stations, including KGRW-FM & KQFX-FM/Amarillo.  
SELLER: Metropolitan Radio Group Inc., headed by President Mark Acker. Phone: 719-547-0411  
FREQUENCY: 1010 kHz; 99.7 MHz  
POWER: 5kw day/500 watts night; 22kw at 351 feet  
FORMAT: News/Talk/Sports; Blues  
BROKER: John Pierce of John Pierce & Co.

#### KPQZ-FM/Amarillo

PRICE: \$3 million  
TERMS: Asset sale for cash  
BUYER: Feuer-McCord Communications, headed by co-owner Norm Feuer. Phone: 858-459-7244. It owns no other stations.  
SELLER: Mandujano y Asociados, headed by President Socorro Mandujano de Medina. Phone: 806-353-7463  
FREQUENCY: 100.9 MHz  
POWER: 100kw at 591 feet  
FORMAT: Regional Mexican

## Clear Channel

Continued from Page 4  
"accumulate" to "strong buy," and J.P. Morgan's Vinton Vickers increased the issue's six- to 12-month target price from \$52 to \$60 per share.

Russell also noted that Radio One's Atlanta stations could represent 2% incremental revenue growth over the next two years, based on the company's present audience share and revenue trends.

While he pointed out that four key markets — Los Angeles, Houston, Baltimore and Richmond — represent 40% of the company's total revenues, Russell is concerned about potential risk in those markets, because they could attract more competitors. However, he praised Radio One for its handling of other competitive situations.

Regent Communications' strict acquisition criteria were called a plus by Sanders Morris Harris analyst David Miller, who initiated coverage with an "accumulate" rating and a price target of \$8.50. Miller took note of the company's "highly entrepreneurial" management team, along with the lack of competition in Regent's markets that helps it "own the bulk of advertising dollars."

He also cited Regent's criteria for acquisitions: Stations must be in markets ranked between 50-200 and have sound technical facilities so upgrading costs are minimal, and they must expect at least \$1 million in annual broadcast cash flow.

Robertson Stephens analyst James Marsh raised his price target to \$10 from \$8 while maintaining his "strong

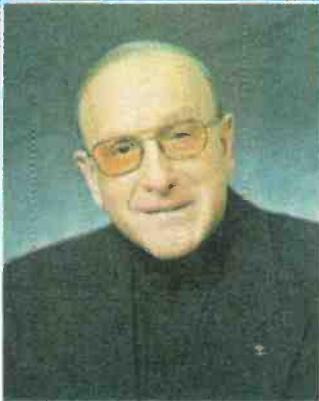
buy" rating on Regent stock. He anticipates above-average long-term BCF growth as underdeveloped stations mature, and he believes a recent equity offering will help the company tap into an attractive acquisition environment.

Saying "momentum is building," Banc of America Securities analyst Tim Wallace raised his rating on Cox Radio to "strong buy." He noted that Cox had better-than-expected Q1 results and revenue growth in the Miami, Tampa and Houston markets and raised his 2002 revenue estimate 1%, to \$407.4 million. He said that it's likely to be raised again during the year.

Back at Morgan Stanley, analyst Michael Russell raised his Cox estimates by 3% for broadcast cash flow, to \$164 million, and upped his EBITDA estimate to \$148 million.

*Don't Miss The  
Radio and Record Industries'  
Most Exciting Event!*

GENERAL SESSIONS  
FEATURING



**CLIVE  
DAVIS**

★ IN THE ★

**MORNING**



**AN EXCLUSIVE  
AFTERNOON**

WITH

**AEROSMITH'S**



**STEVEN  
TYLER**



**AND**  
**JOE  
PERRY**



★ agenda:

⊕ WEDNESDAY: JUNE 12, 2002

- ⊕ 12:00 - 6:00PM  
Registration Opens

⊕ THURSDAY: JUNE 13, 2002

- ⊕ 9:30AM - 12:00PM  
Jacobs Media Private Client Meetings

- ⊕ 11:00AM - 12:15PM  
R&R Exclusive!  
The Ultimate Record Buyer Study II

- ⊕ 12:15 - 1:45PM  
Alternative & Active Rock Awards Lunch

- ⊕ 2:00 - 5:30PM  
R&R/Jacobs Media Rock Summit 

- ⊕ 4:00 - 5:30PM  
CHR/RHYTHMIC  
Rate-A-Record

- ⊕ 6:00 - 8:00PM  
Opening Cocktail Party

Evening Events

- > Club R&R
- > R&R Late Night Lounge
- > Hospitality Suites

⊕ FRIDAY: JUNE 14, 2002

- ⊕ 9:00 - 11:00AM  
GENERAL SESSION

- > Clive Davis In The Morning
- > Radio: State Of The Industry
- > R&R National Industry Achievement Awards

⊕ concurrent sessions:

- 11:30AM - 1:00PM
- > **ALTERNATIVE**  
4th Annual Rate-A-Record
- > **SMOOTH JAZZ**  
Ratings, The Golden Egg
- > **HOT AC**  
Trailblazers: Breaking Today's  
Hct AC Barriers

⊕ FRIDAY: JUNE 14, 2002 (Continued)

⊕ concurrent sessions:

- 1:15 - 2:45PM
- > **SMOOTH JAZZ AWARDS LUNCH**
- > **ALTERNATIVE/ACTIVE ROCK**  
The Mentors Panel
- 3:30 - 5:00PM
- > **CHR/POP**  
Meet CHR's 15 Most Important People
- > **URBAN**  
The Future Of The Urban World
- > **ROCK/ACTIVE ROCK**  
2nd Annual Rate-A-Record, Rate-A-Wine
- > **AC**  
How To Connect With Women

- ⊕ 5:00 - 6:30PM  
**GENERAL SESSION**  
An Exclusive Afternoon with  
Aerosmith's Steven Tyler & Joe Perry

- ⊕ 6:30 - 7:30PM  
R&R Pop Awards Show

- ⊕ 7:00 - 10:00PM  
R&R Rhythmic Awards Show

⊕ Evening Events

- > Club R&R
- > R&R Late Night Lounge
- > Hospitality Suites

⊕ SATURDAY: JUNE 15, 2002

- ⊕ 10:00 - 11:15AM  
Arbitron

⊕ concurrent sessions:

- 11:30AM - 1:00PM
- > **MULTI-FORMAT**  
Cluster Mentality: Programming Multiple  
Formats Without Losing Your Sanity
- > **SMOOTH JAZZ**  
Rate-A-Record, Rate-A-Wine
- 1:15 - 2:45PM
- > **SMOOTH JAZZ**  
Will The Circle Be Unbroken?
- > **ROCK/ACTIVE ROCK**  
The Artists Panel

R&R convention:2002 Agenda Subject To Change

# R&R convention: 2002

★ The Beverly Hilton Hotel ★ Beverly Hills, California ★

## June 13-15

Register By  
June 7th  
And Save  
Up To \$100!!

### registration:

#### information:

- ONLINE registration at: [www.rronline.com](http://www.rronline.com)
- FAX this form to: (310) 203-8450
- HOTLINE: (310) 788-1696
- MAIL to:  
R&R CONVENTION 2002  
PO BOX 515408  
Los Angeles, CA 90051-6708

Please print carefully or type in the form below. Full payment must accompany registration form. Please include a separate form for each registration. Photocopies are acceptable. Registrations are non-transferable.

#### mailing address:

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Call Letters/Company Name \_\_\_\_\_ Format \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone # \_\_\_\_\_ Fax# \_\_\_\_\_  
E-mail \_\_\_\_\_

#### registration fees:

REGISTRATION FEE includes admission to all sessions, cocktail party and hospitality events.

|  |                       |
|--|-----------------------|
| <del>3 OR MORE* ON OR BEFORE MAY 3, 2002</del> | <del>\$300 EACH</del> |
| <del>SINGLE ON OR BEFORE MAY 3, 2002</del>     | <del>\$425 EACH</del> |
| 3 OR MORE* MAY 4 - JUNE 7, 2002                | \$450 EACH            |
| SINGLE MAY 4 - JUNE 7, 2002                    | \$475 EACH            |
| EXTRA THURSDAY COCKTAIL TICKETS                | \$85 EACH             |
| ON-SITE REGISTRATION AFTER JUNE 7, 2002        | \$550 EACH            |

\* All 3 Attendee Names Must Be Submitted Together

In addition... if you work in the Alternative, Active Rock or Smooth Jazz formats you may choose to attend one of the following lunches. PLEASE CHECK ONE ONLY!!

— ALTERNATIVE & ACTIVE ROCK (Thursday) — SMOOTH JAZZ (Friday)

Your lunch selection is FINAL. Seating will be limited and ticket holders will gain entrance on a first-come, first-served basis ONLY!  
If you do not select a lunch, you will not receive a lunch ticket!

#### method of payment:

Amount Enclosed: \$ \_\_\_\_\_

Visa  MasterCard  AMEX  Discover  Check

Account Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Print Cardholder's Name \_\_\_\_\_

Cardholder's Signature \_\_\_\_\_

CANCELLATION POLICY: All cancellations must be submitted in writing. A full refund less a \$100.00 administrative fee will be issued after the convention if notification is received on or before **May 3, 2002**. Cancellations received between **May 4-17, 2002** will be subject to a \$150.00 administrative fee. No refund will be issued for cancellations after **May 17, 2002** or for "no shows."

### hotel:



MERV GRIFFIN'S

*Beverly Hilton*

| TYPE OF ROOM  | CONVENTION RATE |
|---------------|-----------------|
| SINGLE/DOUBLE | \$1,100.00      |
| CABANA SUITES | 1,200.00        |
| RESIDENCES    | \$350.00 and up |
| THREE SUITES  | \$800.00 and up |

Visit Our Website at [www.rronline.com](http://www.rronline.com)  
For Other Hotel Recommendations

Tell them it's the Radio & Records Convention.  
Please do not call R&R for hotel reservations. Thank you.

- To confirm your reservation, your arrival must be guaranteed by charging two nights deposit to a major credit card, or you may send payment by mail.
- Deposits will be refunded only if reservation is cancelled by **May 24, 2002**.
- Reservations requested after **May 24, 2002** or after the room block has been filled are subject to availability and may not be available at the convention rate.
- Check in time is 3:00 pm; check out time is 12 noon.

Mailing Address: The Beverly Hilton Hotel  
9876 Wilshire Boulevard, Beverly Hills, CA 90210

- Spotlight on Susquehanna's Charlie Morgan, Page 9
- Rick Torcasso on marketing made complicated, Page 10
- Maureen Bulley supplies promotional power tools, Page 11

# MMS

management • marketing • sales

"You do not lead by hitting people over the head.  
That's assault, not leadership."  
— Dwight D. Eisenhower

## PART ONE OF A FIVE-PART SERIES

# THE FOUR PILLARS OF RADIO SUCCESS

Management principles based on 25 years in the business

By John Parikhal



JOHN  
PARIKHAL

There are two kinds of experience in business. One of them goes, "Do it my way. I've got 25 years of experience." The only trouble is that these folks have done the same year, over and over, 25 times. The other kind of experience says, "I have 25 years of experience. Here's what I've learned, here's how you can apply it, and here's what I need to learn next."

Radio today is just discovering that the first type of experience doesn't work anymore. A great number of the "innovations" radio claims to be implementing—such as firing people to cut costs and using technology like voicetracking to replace them—are nothing more than simply the fruits of that first kind of experience.

There are encouraging signs, however, that change is afoot, such as the recent appointment of media veteran John Sykes, who has no radio experience, to the post of Infinity Radio CEO. And lately I've seen a change among some top radio executives. They're not sure about the next step, about what's just over the horizon. They're asking more questions and getting frustrated when they hear the same old answers that made them so happy just a couple of years ago. Their predicament inspired me to share what I have learned during 25 years in the radio business.

My experience at Joint Communications has been global. Our company talks to more than 10,000 radio listeners around the world each year and has helped clients in 44 states, nine provinces and 11 countries make more money by giving listeners what they want. By our best estimates, we've helped our clients make an additional \$2 billion. And, looking back, the real successes have been built on four pillars. Get good at all of them, and you can't lose.

## THE FOUR PILLARS OF RADIO SUCCESS

1. Management. This involves focusing the staff on an outcome, giving them great job descriptions—including a list of skills necessary to do the job—identifying performance and dealing effectively with nonperformance.

2. Customers. Radio's business is to identify, capture and keep its customers, both listeners and advertisers.

3. Format. This is the bedrock of radio. There's room for a great deal of finesse, but much pedestrian, formulaic formatting remains.

4. Getting heard. This includes marketing, advertising, promotion, public relations and sales. It's where most of the excitement is and where most of the money changes hands.

This article and three to follow will distill my 25 years of experience into a focus on these four pillars. A fifth article will be a look at what's next—that is, where radio is going and what you can do about it.

### THE FIRST PILLAR: MANAGEMENT

Of radio's four pillars, the most important is management.

I've been privileged to work with management guru Philippe Denichaud for most of my career, and I've been very much influenced by my conversations with Peter Drucker and by his fabulous books. Here's

the no-bull primer from these two brilliant and successful management advisers.

### FOCUS

Focus on the most important things, and forget about the rest. Often the most important thing is something you don't like to do. Too bad. You get results where you put your focus, and management gets what it measures and reinforces. As Denichaud says, "Liking it just helps."

Twenty years ago, when Mel Karmazin (then GM of WNEW/New York) and I were negotiating over compensation for *Rolling Stone Magazine's Continuous History of Rock 'n' Roll*, he told me, "Radio is about sales. Make sure you play in the biggest markets with the most available revenue, and you'll win." To this day that focus has fueled phenomenal growth for Infinity.

Just before Clear Channel bought Jacor I asked Lowry Mays how far into the future he could see Clear Channel. He said, "I can see 25 years or more. There's no end in sight." That focus on the future has led the company to expand globally, to invest in such new technologies as XM Satellite Radio, to purchase SFX Entertainment and to expand in every almost every aspect of radio.

What's the focus on at your radio station or within your cluster? How many people share that focus with you? How do you know?



### DO WHAT YOU SAY YOU'LL DO

If you say you're going to do something, do it—especially if you said it to your employees.

Most management experts agree that if you don't do what you say, your people will be demoralized, lose focus and become less motivated. Management usually blames these problems on the employees, when, over 90% of the time, they're a result of management's failure to do what it said it was going to do.

The rubber really meets the road on this one when it comes to things like advertising budgets or increases in compensation. Budgets are often cut at the last minute, and compensation promises are reneged on. Even if the employees can understand why these things were done, they lose respect for a manager who didn't see it coming.

### CHECK IN AND CHECK UP

I learned this from Denichaud and Lee Iacocca. Every 90 days, meet with each of the people who reports to you and review what has to be done in the next 90 days. This meeting is purely reactive; you can't really

*You can become a great manager by identifying how far people have to grow in each skill to become really great at their jobs.*

plan for the future during a 90-day review. Rather, your focus should be on the things that have to get done. Having these meetings is one of the most important things any company can do.

And here's a great idea from Denichaud: As soon as you hire someone, sit down with him or her and do two back-to-back 90-day plans. In other words, map out the employee's first 180 days. It's amazing how much heartache and money this saves.

Also, make sure that everyone is very clear about what performance looks like in his or her job. That means performance job descriptions, as well as a list of the skills necessary to do their jobs well. You can become a great manager by identifying how far people have to grow in each skill to become really great at their jobs.

None of us is great at every skill necessary to our jobs. We always have something to learn. Offering support and training produces a much stronger talent pool, and that converts into higher levels of creativity and innovation in your organization.

On the other hand, you must deal effectively with identified nonperformance. Denichaud reminds me that nonperformance is one of the biggest causes of business failure. If someone doesn't perform, deal with it immediately. Fix the problem, get them more training, clarify your expectations, but get on it!

### SPEAK UP

This is the hardest management skill of all. It requires that you tell your boss (or even the chairman of the board) that you don't agree. And outline your reasons, along with your suggestions on how to improve things. If your company doesn't have this level of openness and honesty, it will slowly die of a lack of fresh air.

Far too often, to quote Peter Drucker, "Companies sacrifice the opportunity of tomorrow on the altar of yesterday." There's a lot of this kind of sacrifice (not just in radio) because compensation packages encourage almost everyone to focus on yesterday rather than looking forward. There's very little money for seeing growth in the future, in spite of what Wall Street pretends. All the rewards are for getting cash in the door right now. And management gets results where it puts its focus. Sometimes you have to look ahead and make the case that smart investment today will pay much bigger dividends in the future. If your company isn't doing this, short the stock.

In Part Two, we'll look at the second pillar of radio—identifying, capturing and keeping customers.

John Parikhal, CEO of Joint Communications, is a global leader in media strategy and implementation. His company specializes in identifying, capturing and keeping audiences. He can be reached at 203-656-4680 or [parikhal@aol.com](mailto:parikhal@aol.com).

# R&R GM spotlight

**CHARLIE MORGAN**  
VP/Market Manager,  
Indianapolis: WFMS-FM, WGLD-  
FM & WGRL-FM  
(Susquehanna)



## ■ This home-grown teacher is a master of the medium

If aspiring broadcasters want a role model, they need look no further than Charlie Morgan, VP/Market Manager for Susquehanna/Indianapolis. Content to pursue a teaching post at an Indianapolis high school radio station after a modest small-market career, Charlie was thrust into the commercial marketplace, where he's aced every test put before him. His achievements are many, including overseeing Susquehanna's purchase of Butler University radio station WAJC, then transforming the station into a commercial success as Oldies WGLD. In the winter 2002 book, No. 1 Country WFMS widens its lead, WGLD is fourth, and '80s WGRL-FM climbs 19-11, with the biggest 12+ jump in the market. Ever the team player, Charlie was folding T-shirts at a station remote when I caught up with him for this GM Spotlight. Congratulations!

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

"I mean it lovingly when I use the term *radio nerd*. As a kid I knew what jocks were on which stations and rigged up a crude little studio in my room with a guitar amp, cassette recorder and turntable, broadcasting to no one. At age 12 or 13 I figured I wasn't going to be in the music business by playing guitar and that I'd be better off playing records. I was lucky enough to live in a school district that had 10-watt Educational WEDM-FM as a high school vocational program. Once I got a tour of that, I was locked and loaded! As a senior I did a three-hour daily block for three credit hours as a station staff member, air personality and PD."

### *First job in broadcasting:*

"Throughout college and for a year afterward I drove an hour each way to do noon to signoff at daytimer WYIC-AM/Noblesville, IN. Looking at what a 30-year career in small-market radio would be like, I felt good about my decision to return to WEDM in '83 to become the GM and instructor. I thought my commercial broadcast career was over. But in 1986 WEDM's contract engineer, a part-timer at WFMS, asked if I'd be interested in some weekend and summer fill-in work at 'FMS. Having summers off, it was perfect — a way to stay in touch with what I was teaching. Within a few weeks the afternoon personality left, and I began filling in. They kept offering me the position, but I regarded myself as an educator and turned it down. I ended up covering the shift for a year and eventually realized that WFMS was a once-in-a-lifetime opportunity — a great station with good people.

"In 1989 I moved to mornings and won CMA Personality of the Year. I added PD duties in 1991 and became combo OM for WFMS & WGRL in '93, still doing mornings. In '96 I came off the air and

became Station Manager. In '97, when we got 93.9, I became GM for WGLD, and for the past two years I've been Market Manager."

### *Is there an advantage to having grown up in the area?*

"The biggest advantage is this organization's history. Not just the community history, where you have a sense of the moral fiber, ethics, culture — everything about how the city has gotten to where it is — but, because I've been a part of it for 17 years, having the same sense of why we are the station we are today. I didn't know anything about Susquehanna when I started. I just flat-out got lucky to end up with a company that is an incredible match with my own personal style, values and business sense. It's a small, very family-focused, very long-term-thinking company. It's amazing."



### *The best words of advice I've ever received were....*

"From my father: 'Of those who have much, much is asked.' JFK used that line, recognizing that treating unequal people equally is unfair. You have to ask more of people who have more to give, and you have to give more latitude to people who don't have strengths or skills at the level of someone else."

### *Who are your mentors, and why?*

"From the programming side, it would be [WIL/St. Louis PD] Russ Schell. He was the PD at WFMS who opened the door at afternoons for me and gave me all those early learning opportunities. Russ put my career ahead of his, and I don't think that happens very often. On the management side, the one in our company who influenced all of us as managers is Larry Grogan, who retired last year as Exec. VP. He was the GM who turned WFMS Country in 1976. I always felt a special allegiance to him; he's just an incredible leader of leaders."

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

"The serious answer is a teacher. But I'd really like to be a game show host. I think that'd be a blast."

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

"As the guy who really did like being a teacher, parenting my two children or managing a staffer who's been successful here for several years. It gives me pride to be there from the start and see people develop and succeed."

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

"Not only that I was a high school teacher, but I also taught English at night school to a room full of students who found attending daytime classes too limiting. Now, that's real teaching!"

## WHAT BUYERS REALLY THINK OF SALESPeOPLE

By Chris Lytle



Chris Lytle

Sales training is a planned program designed to impart specific knowledge, skills and attitudes in order to increase desired behavior in measurable ways. But, too often, the skills we teach salespeople are not the skills valued by customers.

Sure, you've got to learn how to prospect and persist professionally. You need consulting and presentation skills. And, of course, you've got to be able to close the sales. Some sales trainers are trying to take the emphasis off closing by calling it "order acquisition" or "confirming the order," but you still have to get the customer to sign.

I've asked more than 40,000 customers what they want from salespeople who work with them. Here are the top seven things customers say they want you to do: Learn about my business; quit bad-mouthing the competition; make appointments; listen better; follow up after the sale; treat me like I'll be in business next month; treat me like a client and not a category of business.

Buyers want customized solutions instead of off-the-shelf fixes. Sales trainer Larry Wilson tells us, "When you are truly concerned about a prospect's problem, you meet with less resistance to your presentation and you sell with less stress. Buyers can sense when your purpose is to help them." Buyers can also sense when your purpose is to make a quick hit and help yourself.

If you want to know how buyers want to be treated, think about the way you like to be sold. How do great salespeople make you feel when you're a buyer?

A quick way to get inside the heads of purchasing agents is to read what they read. *Purchasing* magazine, which targets professional buyers who deal with salespeople like you every day, recently asked its readers what traits they like most and least in a salesperson. The magazine's Lisa van der Pool writes, "Thoroughness and follow-through came out on top this year, at 71%, as the most stellar qualities a salesperson can have.

"Coming in second, at 65%, was 'market knowledge and willingness to keep you posted.' Purchasing professionals spoke about numerous situations when current information led to cost reductions. Several buyers mentioned that part of the reason they so value unsolicited cost-saving information is that it so rarely occurs.

"Another quality discussed frequently was the willingness of a salesperson to make rush deliveries. Other sales qualities that are valued by purchasing professionals: consistency, time and cost savings, fast handling of problems and innovative ideas."

Aligning your sales behavior with the things customers value can go a long way toward cementing relationships and making you a preferred provider. And avoiding the things that buyers dislike is always a good idea. Here are some of the purchasing pros' woes, according to *Purchasing*:

"Many salespeople are poorly prepared for sales calls, don't know their own product line well (let alone the business of their prospective customer), often show up late for appointments and are far too pushy and aggressive for many buyers' tastes."

The article continues, "Although lack of follow-through came out ahead of the group as the most irritating quality a salesperson can have, other traits were close behind, including pushiness, back-door selling and basic dishonesty."

Time-pressed buyers won't make time for you a second time if you don't come to the table prepared.

Here's one way to streamline the research process: Make a list of things you can do before you go see a buyer or things you can learn about the buyer's business. Here's an example to get you started:

Do: Hit the company website; read industry trade magazines; check the company's stock price; read recent company news releases; read news about the company's competitors.

Learn! the company mission statement; the names of key executives; about planned product introductions; what analysts are saying.

Create your own standard operating procedure for meeting with a client for the first time, and the 10th time. As you update your own database about the customer, you'll come off as more prepared and markedly better than your competition.

You now know what your customers value in salespeople. All you have to do is align your behavior accordingly to create more happy customers and a more reliable income stream for yourself.

Chris Lytle is a Certified Speaking Professional and founder of Apex Performance Systems. He can be reached at 608-274-0400 or [chris.lytle@apexperformancesystems.com](mailto:chris.lytle@apexperformancesystems.com)

# MARKETING MADE COMPLICATED

■ *Don't spend your money until you know exactly what your goals are*

By Rick Torcasso



RICK  
TORCASSO

I've spent a lot of my career trying to come up with new ideas. Some were met with open arms and appreciation, while others inspired skepticism (or downright violence).

However, through the years I've learned a few principles that always seem to hold true. None of which I invented, unfortunately, but all principles that can provide success when you use them to think about your marketing strategies.

## THE ADOPTION PROCESS

I believe any action plan should start with a basic understanding of the adoption process; that is, how a potential listener learns about a station, tries it and either rejects it or adopts it. The adoption process begins where your innovation process leaves off.

An innovation is anything — a station, an idea, a format — that is perceived as new. Even an idea with a long history is new to those who encounter it for the first time. For example, a radio station's efforts to get listeners to recognize a new, updated music mix are innovative to those listeners.

Understanding this will help you build an effective strategy. Consider any station or station value you want people to know about as an innovation for the purposes of marketing. After all, you wouldn't have to market the idea at all if everybody already knew about it, appreciated it and used it.

As broadcasters, we should consider that radio stations are products that provide a service. The process an individual goes through before adopting a station is much the same as it would be for any other product.

## FIVE STAGES OF ADOPTION

Adopters of new products, including new radio stations, move through the following five stages.

**Awareness.** The listener becomes aware of the product but lacks information.

**Interest.** The listener seeks information about the product.

**Evaluation.** The listener considers whether it would make sense to try the product.

**Trial.** The listener tries the product on a small scale to improve his or her estimate of its value.

**Adoption.** The listener decides to make full and regular use of the product.

Radio has the advantage of not sharing barriers to adoption that other products may present. For example, General Motors might discover that a prospective customer is stuck in the interest or evaluation stage, failing to move on to the trial stage because of his or her uncertainty and the large investment involved. The investment in trying and adopting a radio station is only in time.

On the other hand, because radio stations don't provide tangible benefits, a station may have a hard time getting consumers to the interest stage. And that brings us to the most important concern when developing a marketing campaign: inducing interest.

## GET PEOPLE INTERESTED

Given the process a radio station goes through to get ratings, inducing interest in the station through marketing is especially important. I know there are a lot of scientific discussions we could have about the process of

getting ratings, but it's hard to disagree that getting people to be interested is essential.

To get ratings, you must have recall. To get recall, you must have thought. To get people to think about you, you must get people interested in you. Interest leads to thought, which leads to recall, which leads to ratings. Everything derives from inducing interest.

## YOUR COMPETITION

A marketing professor once asked me, "Why is the other station your competition?" At the time I thought it was a rather stupid question and that this professor was just some academic guy without any real-world experience. A few months later I realized just how brilliant he was. He helped jump-start my brain into a new paradigm that resulted in much greater ratings success.

Your competition is not other radio stations. Because the ultimate goal is ratings, and ratings are the result of recall, your competition is all the things that get in the way of someone recalling your message. That includes thoughts about the kids, work, buying new tires for the car, cleaning the kitchen, feeding the cat and light bulbs. The competition also includes spots trying to get people's attention, street signs trying to give them information and that special offer in the mailbox they have to open right now.

For marketing purposes, your main competition has little to do with the radio environment. I guess your rival stations could do a better job of inducing interest through their marketing. But so can American Express or General Motors, which have bigger budgets and better strategies than most radio guys can afford.

So think about the environment in which you've placed your message. You must think about ultimately inducing enough interest to get someone to spend time with your message. Having someone look at and spend time thinking about your message is your ultimate goal; it doesn't get much better than that. If they think about what you are saying to them, your message has the potential to sink in. And that brings us to what makes a good message.

## CAPTURING INTEREST: A CHECKLIST

Like most any service, a radio station must be associated with an advantage. Everything else derives from that. People must have a clear understanding of your attributes — what you stand for and the benefits you provide. That will be their reason for listening to your radio station.

Because of the noise in people's lives today, demonstrating a clear advantage is required to maintain your position in the marketplace, hold off rivals and manufacture recognition among listeners. Whether you're just starting out in a new format or have been in a heritage position for 10 years, growing and maintaining recognition of reasons to listen is your primary objective.

There are five properties that are especially important in capturing interest and getting your message through. The points below are the checklist I use when I create a campaign for a client.

**Relative advantage.** This is the degree to which your station appears to be superior to other stations.

**Compatibility.** The degree to which the station matches the values and experiences of its target group in the community.

**Simplicity.** The degree to which your message is easy to understand and use.

**Divisibility.** The degree to which your message is reinforced even with limited use of the station.

**Communicability.** The degree to which your message is observable and can be described.

You can look for these five characteristics in everything you do in both marketing and programming. Try it, and see how much clearer things become when you evaluate your tactics against these criteria.

## MEDIA SNAPSHOT

Each medium available to you as an advertiser has strengths and weaknesses. There is no such thing as a "magic bullet," or one medium that's correct to use under all circumstances. Today, more than ever, the effects of marketing are realized over a long period, and you must work to create a foundation of brand awareness and recognition. Below is a snapshot of the strengths and weaknesses of different media.

### TELEVISION

#### Strengths

- Reaches large portion of the market quickly
- Gets the message out to as many prospects as possible
- Combines sight, motion and sound for high attention

#### Weaknesses

- High cost and less targeting capability
- Lots of competition in the medium with a lot of clutter and high-impact creative from monster advertisers
- More noise every day

### BILLBOARDS

#### Strengths

- High repeat exposure
- Helps reinforce recognition
- Low cost

#### Weaknesses

- No targeting or audience selectivity
- Limited creative

### DIRECT MAIL

#### Strengths

- High targeting capability, no competition in the same medium
- Reinforces brand-name imagery and association, as well as recognition for usage
- People can spend as much time with the message as they want

#### Weaknesses

- Poor creative and message can result in junk-mail image

### TELEMARKETING

#### Strengths

- High targeting capability and one-on-one communication
- Creates tangible association to important attributes through strong creative and personalization

#### Weaknesses

- Overpenetration has created ill will in households and businesses

### NEWSPAPER

#### Strengths

- Good local coverage and high believability
- Timely

#### Weaknesses

- High cost
- Short life

Rick Torcasso is co-owner of Point-to-Point Marketing, which provides radio and television clients with direct-marketing strategies and campaigns. He holds an MBA from Case University's Weatherhead School of Management, and his broadcasting career spans over 30 years. He can be reached at 972-661-1361.

# PROMOTIONAL POWER TOOLS

By Maureen Bulley

Would it surprise you to know that 20% of your station's promotional messages have no chance of producing any results? That's one in five station promos or combined station and advertiser promos that score below average with consumers. Ironically, these are the productions that the station staff enjoy most. After all, in a promo, we're the client, so we can do virtually anything we want. Unfortunately, we're not doing it very well.

As we gear up for one of the busiest promotional times of the year for radio, we need to examine how well we write and produce messages to promote our own cause. Prepare to scrutinize every station promo you air on behalf of your programming department and every station-advertiser promo you create for your promotional partners.

There are two things you need to know to create a successful promotional message. You need a good creative tool, well-executed, and you need the proper root appeal. Apply these two principles and you'll be able to make even weak promotional ideas work, because you'll know how to present them in an effective way.

## THE CREATIVE TOOL

The first element that will make a station promo score above average with your audience is the right creative tool, properly used. The most frequently used creative tools in station promos are:

1. Announcer voiceover
2. Humor
3. Empathy
4. Testimonials
5. Telling a story

Almost half of station promos use voiceover — simply an announcer over a music bed — as their main creative tool. Overuse of this standard production technique is often the result of tight deadlines; there simply isn't time to consider a more creative approach with alternative techniques.

About 18% of station promos use humor as their main creative tool. We use empathy about 6% of the time, testimonials occupy 7% of the promotional airwaves, and 6% of promos tell a story. In light of the fact that so many station promos rely on voiceover execution, an above-average response can be achieved just by doing something different.

Use humor as the basis of your promotional message, but do so only if the humor is directly related to the consumer benefit. Every joke and every nuance needs to reinforce the main point of the message; otherwise, the humor acts as a pirate, sending listeners off on some unrelated tangent that does nothing to make them tune in longer, pick up the phone to enter a contest or attend one of your station events. Humor must reinforce the promo's main point, appeal to a large cross section of the target group and contain some grain of truth or exaggeration of the truth. Many station promos are rife with inside jokes that do well around the station's water cooler but mean nothing to the audience at large.

If you lack the confidence to write a compelling promo using humor, consider telling a story. This is a dramatic and underused creative tool that keeps listeners tuned in until the end of the message to hear

how the story ends. Begin by writing the story out in full, using as many words as it takes to tell it. Then begin a paper edit by eliminating any words, phrases or details that don't advance the story. Script sound effects or music strategically to advance the story line, and you'll have time left over to convey the information in a relaxed tone that allows listeners to absorb the key points of the promo and plan their response.

Empathy can be a big winner as a creative tool. To properly execute an empathy promo, you must probe the listener's inner feelings. Quite often, you'll be presenting tear-jerkers or magic moments to connect with your audience. Involve an important aspect of life, either from your listeners' perspective or from a general human perspective. The promo must be believable and perceived to be relevant. This is a particularly good tool when there is a charitable or public-service aspect to your promotion. Remember, empathy doesn't always have to relate to a negative or bad experience. It's simply that "I've been there, I've done that, and I can relate to you" feeling that connects you with the listener.

## Prepare to scrutinize every station promo you air on behalf of your programming department and every combined station and advertiser promo you create for your promotional partners.

Testimonials are usually a combination of audio clips from contest winners or listeners edited together in a whirlwind production intended to generate energy and excitement about your station or event. But select those audio clips carefully. Be sure they're relevant to the audience as a whole, not just to the individuals waxing poetic about how your station changed their lives forever.

If you must use the voiceover technique, keep these tips in mind: Proper use of this creative tool requires discipline. Convey a benefit, don't exaggerate the truth, don't use too many words, and ban what I refer to as "junk radio" — attempting to put the contents of an entire print ad into 60 seconds. Radio doesn't work that way, and you know better.

## THE RIGHT ROOT APPEAL

The right creative tool, well-executed, is one of your two best promotional power tools. The second is the right root appeal. Otherwise known as the consumer benefit, or "What's in it for me?" root appeal is an essential component of a promo that will actually work. The most frequently used root appeals in station promos are:

1. Enjoyment or fun
2. Winning something
3. Information
4. Limited opportunity
5. Giving

Surprisingly, 20% of all station promos contain no root appeal whatsoever. In other words, they offer no reason to buy or participate or attend. And that is why one in five promos is destined to fail. The listener is not motivated by a strong benefit and does not participate. We're then left to deal with "contest junkies" or "event groups" who will participate or attend regardless of how poorly we promote a contest or event. Clearly the goal of a promotion or event is to increase attendance or listenership. Write with that goal in mind.

Of those promotional messages that do include a root appeal, the most popular is enjoyment or fun at 26%; that is, fun is the main reason your listeners should participate. Fun is good. Just convey it as fun for a broad cross section of the target group, as opposed to a small segment of your audience.

The root appeal of winning something is the foundation of about 20% of station promos. The key is to demonstrate what winning provides. If your listener can win a pair of tickets to a sold-out concert, the benefit is not winning the tickets, the benefit is the bragging rights. It's the opportunity to be extremely popular with friends as the winner decides who will accompany them to the concert.

While this sounds very elementary, look at the material you're airing. Chances are you're mirroring the industry statistics and airing one in five station promos that contain no root appeal. You're not giving listeners a reason to play the contest. Other benefits that winning can provide are powerful if put in the form of open-ended questions: "What are you going to wear?" "Who will you take?" or "Can you imagine telling them that work?"

If the objective of the promo is to increase listening to specific dayparts or features, you can use the root appeal of information. For example, "WKRP has weather reports every 10 minutes in the morning show, so you'll hear the latest forecast when you need it." This conveys the facts, and the advantage is hearing the latest forecast when you need it. But it's missing the benefit or the root appeal of "What's in it for me?" The benefit is the value of the information, such as knowing whether to grab an umbrella or the sunscreen on your way out the door. Use the "FAB" (fact, advantage, benefit) test when you evaluate any station promo, and ensure the best possible product goes to air.

Another good test of your promo's potential is what I call the "stop and go test." Every time you talk about how great your station is, you stop. Every time you talk about what's in it for the listener, you go. These stops are classic mistakes that I hear every day on radio. "We give you 24 chances to win every day because we have 24 trips for two to the Indy 500, and we're great!" Simply change the wording to "You can enter every hour to win the trip that puts you trackside with your buddies to inhale exhaust that will make your nose bleed and hear engine noise that will make your ears ring." Change "we" to "you" for dramatically better response rates.

An overview of station promotions also shows that we get carried away with creative frills — unnecessary elements that distract from or do not reinforce the root appeal. Creative frills are a byproduct of producing promos for our own enjoyment or that of our peers. When was the last time you had a listener compliment you on the production values of one of your station promos? It's just not on the audience's radar, and that time is better spent crafting a more effective script. Regrettably, work that may win industry awards is not appreciated by the people who really count: the listening audience.

As we head into the busy promotional season, remember that your station promos must include a properly executed creative tool and a well-chosen root appeal in order to work. Sometimes it takes only a subtle change to the work we're already doing to make station promos perform. Apply these promotional power tools, and you'll achieve the desired results.

Maureen Bulley is President of The Radio Store. She conducts live workshops and facilitates distance-learning to help you create more effective broadcast advertising creative. She may be reached at 888-DO-RADIO (888-367-2346), at doradio@total.net or through [www.theradiostore.com](http://www.theradiostore.com).

# Privacy? Good. Anonymity? Bad.

An April 28 column by *Los Angeles Times* writer John Balzar drew a terrific parallel between how we handle altercations in a grocery store and on the open highway. In one case, it's "Pardon me" and "So sorry." In the other, it's raised middle fingers and, in some cases, violence. All because we feel shielded and somewhat anonymous in our cars. If we acted in a store the way we sometimes do on the road, we'd be inviting a brawl.



David Lawrence

Balzar decries the use of anonymity, under the guise of privacy, to reach out and hurt people online. And he invokes the mantle of traditional journalism, where, although we sometimes rely on anonymous sources, we do so with the standards of long-standing news organizations — and knowing that if we do a story based on unnamed sources and that story turns out to be false, we will lose the audience's trust. Not so with the Internet.

Balzar's story has several great takes on the privacy theme, but he clearly places the onus of accountability on us as individuals. The Internet, over the last few years, has morphed from a place of wonder and excitement to a place where we don't want to allow our children to roam without our direct supervision. One can download MP3 files, MPEG movie files and cracked software with impunity and with the assurance that the government will be unable to suss out the culprits.

Our standard reaction to a copyright holder's attempt to track and prosecute people who steal intellectual property is to cluck our tongues at the perceived invasion of the perpetrator's privacy. Is this what we really want to say? That a criminal is really a victim if someone figures out who they are and what they did?

The most visceral reactions to anonymous actions on the 'Net tend to be to hacking incidents and viruses. Cloaking themselves in the cover afforded by the seamy underbelly of the 'Net, hackers and virus writers reach out, tap our computers, destroy files, invade our workplaces and create havoc, all with an attitude that they're entitled to play with our lives. And many of my fellow journalists working in outlets wired into the slashdot-style tech sector tend to egg them on with stories that glorify their exploits and reward them with extensive coverage. If we did that in radio with the petty criminals who operate in our local markets, our news teams would be laughingstocks.

Balzar's conclusion is that we should make it harder, not easier, for people to be anonymous on the Internet and that we should clearly note the difference between maintaining our privacy and hiding from the consequences of our actions. It's worth a read over at the *L.A. Times* website ([www.latimes.com](http://www.latimes.com)) or at tech-news site SiliconValley.com ([www.siliconvalley.com](http://www.siliconvalley.com)).

David Lawrence is heard daily on more than 150 radio stations on his nationally syndicated shows: *Online To-night*, a nightly high-tech and pop culture talk show, the East Coast morning drive news slot for CNET Radio and XM's Channel 130; and *Net Music Countdown*, the official countdown for music heard via the Internet. He is based in Washington, DC and is heard on hundreds of stations, including WGN/Chicago, 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.

# INTERNET NEWS & VIEWS

## e-charts™

### CHR/Pop

| LW | TW | ARTIST            | CD/Title                       |
|----|----|-------------------|--------------------------------|
| 1  | 1  | ASHANTI           | Ashanti/"Foolish"              |
| 3  | 2  | JENNIFER LOPEZ    | J. Lo/"Funny"                  |
| 4  | 3  | NICKELBACK        | Silver Side Up/"Remind," "Bad" |
| 5  | 4  | JA RULE           | Pain Is Love/"Time"            |
| 2  | 5  | PUDDLE OF MUDD    | Come Clean/"Blurry"            |
| 18 | 6  | NO DOUBT          | Rock Steady/"Hella"            |
| 7  | 7  | PINK              | Missundaztood/"Don't"          |
| 6  | 8  | LUDACRIS          | Word Of Mout/"Roll"            |
| 10 | 9  | LINKIN PARK       | Hybrid Theory/"End"            |
| 9  | 10 | CELINE DION       | A New Day Has Come/"Day"       |
| —  | 11 | GOO GOO DOLLS     | Gutterflower/"Gone"            |
| 15 | 12 | ENRIQUE IGLESIAS  | Escape/"Escape"                |
| 11 | 13 | SHAKIRA           | Laundry Service/"Clothes"      |
| 13 | 14 | ALICIA KEYS       | Songs In A Minor/"How"         |
| 8  | 15 | ALANIS MORISSETTE | Under Rug Swept/"Hands"        |
| —  | 16 | JIMMY EAT WORLD   | Bleed American/"Middle"        |
| —  | 17 | MICHELLE BRANCH   | The Spirit Room/"Wanted"       |
| 14 | 18 | KYLIE MINOGUE     | Fever/"Out"                    |
| 20 | 19 | MARY J. BLIGE     | No More Drama/"Drama"          |
| 19 | 20 | TWEET             | Southern Hummingbird/"Oops"    |

### Urban

| LW | TW | ARTIST              | CD/Title                            |
|----|----|---------------------|-------------------------------------|
| 1  | 1  | ALICIA KEYS         | Songs In A Minor/"How"              |
| 2  | 2  | ASHANTI             | Foolish/"Foolish"                   |
| 3  | 3  | JENNIFER LOPEZ      | J. Lo/"Funny"                       |
| 5  | 4  | JA RULE             | Pain Is Love/"Down"                 |
| 9  | 5  | MARY J. BLIGE       | No More Drama/"Rainy"               |
| 7  | 6  | TWEET               | Southern Hummingbird/"Oops"         |
| 6  | 7  | 'N SYNC             | Celebrity/"Girlfriend"              |
| 8  | 8  | R.KELLY & JAY-Z     | Best Of Both Worlds/"Money," "Take" |
| 11 | 9  | LUDACRIS            | Word Of Mout/"Saturday"             |
| 13 | 10 | MUSIQ               | Jusliisen/"Haltcrazy"               |
| 10 | 11 | USHER               | 8701/"Call"                         |
| 12 | 12 | DMX                 | The Great Depression/"Miss"         |
| 17 | 13 | ANGIE STONE         | Mahogany Soul/"Wish"                |
| —  | 14 | ANN NESBY           | Put It On Paper/"Paper"             |
| 4  | 15 | MR. CHEEKS          | John P. Kelly/"Lights"              |
| 14 | 16 | FAITH EVANS         | Faithfully/"Love"                   |
| 15 | 17 | METHOD MAN & REDMAN | How High/"Part"                     |
| 20 | 18 | 82K                 | B2K/"Gots"                          |
| 19 | 19 | REMY SHAND          | Way I Feel/"Message"                |
| 18 | 20 | GLENN LEWIS         | World Outside My Window/"Forget"    |

### Country

| LW | TW | ARTIST              | CD/Title                        |
|----|----|---------------------|---------------------------------|
| 1  | 1  | ALAN JACKSON        | Drive/"Drive"                   |
| 2  | 2  | SOGGY BOTTOM BOYS   | O Brother...?/"Sorrow"          |
| 3  | 3  | GEORGE STRAIT       | The Road Less Traveled/"Living" |
| 4  | 4  | GARTH BROOKS        | Scarecrow/"Squeeze"             |
| 8  | 5  | TOBY KEITH          | Pull My Chain/"List"            |
| 6  | 6  | TRAVIS TRITT        | Down The Road I Go/"Modern"     |
| 7  | 7  | TOMMY SHANSTEINER   | Then Came The Night/"Angel"     |
| 13 | 8  | KENNY CHESNEY       | No Shoes, No Shirt.../"Young"   |
| 5  | 9  | MARTINA MCBRIDE     | Greatest Hits/"Blessed"         |
| 9  | 10 | CHRIS CAGLE         | Play It Loud/"Breathe"          |
| 12 | 11 | TIM MCGRAW          | Set This Circus Down/"Cowboy"   |
| 11 | 12 | TRACY BYRD          | Ten Rounds/"Ten"                |
| 14 | 13 | CAROLYNDAWN JOHNSON | Room With A View/"Don't"        |
| —  | 14 | BROOKS & DUNN       | Steers & Stripes/"Heart"        |
| 17 | 15 | DIAMOND RIO         | Beautiful Mess/"Mess"           |
| 16 | 16 | JEFF CARSON         | Real Life/"Real"                |
| —  | 17 | JENAI               | Cool Me Down/"Cool"             |
| 15 | 18 | STEVE HOLY          | Blue Moon/"Morning"             |
| 18 | 19 | DIXIE CHICKS        | Fly/"Dance"                     |
| 20 | 20 | LONESTAR            | I'm Already There/"Day"         |

### Smooth Jazz

| LW | TW | ARTIST           | CD/Title                        |
|----|----|------------------|---------------------------------|
| 1  | 1  | CELINE DION      | A New Day Has Come/"Day"        |
| 2  | 2  | ENYA             | A Day Without Rain/"Time"       |
| 3  | 3  | ALICIA KEYS      | Songs In A Minor/"Fallin'"      |
| 5  | 4  | KIM WATERS       | From The Heart/"Dawn"           |
| 7  | 5  | WAYMAN TISOALE   | Face To Face/"Hide"             |
| 6  | 6  | PETER WHITE      | Glow/"Turn," "Funk"             |
| 11 | 7  | GREGG KARUKAS    | Nightshift/"Nightshift"         |
| 9  | 8  | RUSS FREEMAN     | To Grover With Love/"East"      |
| 10 | 9  | BRIAN CULBERTSON | Nice And Slow/"About"           |
| 13 | 10 | PAUL TAYLOR      | Hypnotic/"Hypnotic"             |
| 12 | 11 | MARC ANTOINE     | Cruisin'/"Strip"                |
| 8  | 12 | EUGE GROOVE      | Euge Groove/"Sneak"             |
| 19 | 13 | DAVID BENEDIT    | Fuzzy Logic/"Snap"              |
| —  | 14 | RICHARD ELLIOT   | Crush/"Shotgun"                 |
| 15 | 15 | RIPPINGTONS      | Life In The Tropics/"Caribbean" |
| 17 | 16 | ACOUSTIC ALCHEMY | Aart/"Tuff"                     |
| 15 | 17 | GERALD ALBRIGHT  | To Grover With Love/"WineLight" |
| 14 | 18 | JEFF GOLUB       | Do It Again/"Cake"              |
| —  | 19 | BONA FIDE        | Royal Function/"X-Ray"          |
| 4  | 20 | RICK BRAUN       | Kisses In The Rain/"Use"        |

### Hot AC

| LW | TW | ARTIST            | CD/Title                    |
|----|----|-------------------|-----------------------------|
| 1  | 1  | NICKELBACK        | Silver Side Up/"Remind"     |
| 2  | 2  | GOO GOO DOLLS     | Gutterflower/"Gone"         |
| 2  | 3  | ALANIS MORISSETTE | Under Rug Swept/"Hands"     |
| 3  | 4  | CREED             | Weathered/"Sacrifice"       |
| 5  | 5  | SHERYL CROW       | C'mon, C'mon/"Soak"         |
| 6  | 6  | NO DOUBT          | Rock Steady/"Baby"          |
| 4  | 7  | VANESSA CARLTON   | Be Not Nobody/"Miles"       |
| 9  | 8  | LINKIN PARK       | Hybrid Theory/"End"         |
| 5  | 9  | MICHELLE BRANCH   | The Spirit Room/"Wanted"    |
| 10 | 10 | PINK              | Missundaztood/"Party"       |
| 11 | 11 | CELINE DION       | A New Day Has Come/"Day"    |
| 12 | 12 | PUDDLE OF MUDD    | Come Clean/"Blurry"         |
| 13 | 13 | JEWEL             | This Way/"Standing"         |
| 14 | 14 | EDDIE VEDDER      | I Am Sam/"Hide"             |
| 16 | 15 | JOHN MAYER        | Room For Squares/"Such"     |
| 18 | 16 | THE CALLING       | Camino Palmero/"Wherever"   |
| 17 | 17 | NATALIE IMBRUGLIA | White Lilies Island/"Wrong" |
| 20 | 18 | JIMMY EAT WORLD   | Bleed American/"Middle"     |
| 19 | 19 | KYLIE MINOGUE     | Fever/"Out"                 |
| —  | 20 | LEANN RIMES       | Coyote Ugly/"Fight"         |

### Alternative

| LW | TW | ARTIST           | CD/Title                               |
|----|----|------------------|--|
| 1  | 1  | NICKELBACK       | Silver Side Up/"Bad"                   |
| 2  | 2  | LINKIN PARK      | Hybrid Theory/"End," "PaperCut"        |
| 15 | 3  | GOO GOO DOLLS    | Gutterflower/"Gone"                    |
| 3  | 4  | P.D.D.           | Satellite/"Youth," "Boom"              |
| 2  | 5  | PUDDLE OF MUDD   | Come Clean/"Blurry," "Drift"           |
| 6  | 6  | SYSTEM OF A DOWN | Toxicity/"Toxicity"                    |
| 7  | 7  | BLINK-182        | Take Off Your Pants And Jacket/"First" |
| 5  | 8  | JIMMY EAT WORLD  | Bleed American/"Middle"                |
| 8  | 9  | STAINED          | Break The Cycle/"You"                  |
| 9  | 10 | ADEMA            | Adema/"Way"                            |
| 10 | 11 | HOOBASTANK       | Hoobastank/"Crawling," "Running"       |
| 11 | 12 | INCUBUS          | Morning View/"Nice," "Warning"         |
| 12 | 13 | UNWRITTEN LAW    | Eha/"Red"                              |
| 13 | 14 | TRIK TURNER      | Trik Turner/"Friends"                  |
| —  | 15 | WEEZER           | Maladroit/"Dope"                       |
| 18 | 16 | GOOSMACK         | The Scorpion King/"Alone"              |
| 14 | 17 | X-ECHUTIONERS    | Built From Scratch/"Down"              |
| 19 | 18 | JACK JOHNSON     | Brushfire Fairytales/"Flake"           |
| —  | 19 | STROKES          | Is This U/"Explain"                    |
| —  | 20 | WHITE STRIPES    | White Blood Cells/"Fell"               |

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include Amazon.com, AT&T.net, B&N Radio, BarnesandNoble.com, BellSouth Radio, Boi Radio, CDNow.com, Choice Radio.com, Denver 93.3 Radio, DMX Music, Gracenote.com, iVonRadio, Launch.yahoo.com, MediAmazing (No Alt, CHR, Urban, Jazz, Country Frozen), MusicMatch (Frozen), Music Choice, Radio.Beonair.Com, Radio Free Virgin, RealOne, Spinner.com, The RadioAMP Network, The Digital Music Network/DMN.com, and Voice Of America-Music Mix — Music Mix. Voice Of America-Music Mix is weighted based on traffic reports by web traffic monitor MediaMatrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. © 2002 R&R Inc. © 2002 Online Today, Net Music Countdown.



Hugo Cole  
General Manager/Data Services  
[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™

| LW | TW | ARTIST              | Album Title                     | Weeks On |
|----|----|---------------------|---------------------------------|----------|
| 1  | 1  | LINKIN PARK         | Hybrid Theory                   | 75       |
| 2  | 2  | SYSTEM OF A DOWN    | Toxicity                        | 35       |
| 5  | 3  | NICKELBACK          | Silver Side Up                  | 34       |
| 3  | 4  | ALICIA KEYS         | Songs In A Minor                | 45       |
| 4  | 5  | CELINE DION         | A New Day Has Come              | 6        |
| 6  | 6  | CREED               | Weathered                       | 24       |
| 12 | 7  | EMINEM              | Marshall Mathers LP             | 82       |
| 10 | 8  | ENYA                | A Day Without Rain              | 61       |
| 9  | 9  | SHAKIRA             | Laundry Service                 | 25       |
| 11 | 10 | BEATLES             | One                             | 68       |
| 8  | 11 | U2                  | All That You Can't Leave Behind | 81       |
| 7  | 12 | LUDACRIS            | Word Of Mout                    | 23       |
| 20 | 13 | JOHN MAYER          | Room For Squares                | 5        |
| 19 | 14 | PUDDLE OF MUDD      | Come Clean                      | 22       |
| —  | 15 | ORIGINAL SOUNDTRACK | Spider-Man                      | 1        |
| 16 | 16 | P.O.D.              | Satellite                       | 20       |
| 15 | 17 | BLINK-182           | Take Off Your Pants & Jacket    | 47       |
| 18 | 18 | PINK                | Missundaztood                   | 18       |
| 35 | 19 | COLDPLAY            | Parachutes                      | 26       |
| 13 | 20 | ASHANTI             | Ashanti                         | 5        |
| 14 | 21 | LIMP BIZKIT         | Chocolate Starfish And...       | 8        |
| 21 | 22 | VARIOUS ARTISTS     | Now That's What I Call...       | 72       |
| 22 | 23 | NELLY               | Country Grammar                 | 79       |
| 24 | 24 | JA RULE             | Pain Is Love                    | 31       |
| 17 | 25 | ORIGINAL SOUNDTRACK | Moulin Rouge                    | 27       |
| 48 | 26 | NORAH JONES         | Come Away With Me               | 2        |
| 40 | 27 | CRAIG DAVID         | Born To Do It                   | 21       |
| 30 | 28 | PINK FLOYD          | Echoes (The Best of Pink Floyd) | 26       |
| 23 | 29 | USHER               | 8701                            | 30       |
| 28 | 30 | ORIGINAL SOUNDTRACK | O Brother...?                   | 21       |
| 25 | 31 | STAINED             | Break The Cycle                 | 50       |
| 29 | 32 | BRITNEY SPEARS      | Britney                         | 26       |
| 33 | 33 | ENRIQUE IGLESIAS    | Escape                          | 18       |
| 37 | 34 | KYLIE MINOGUE       | Fever                           | 10       |
| —  | 35 | MAI KURAKI          | Feel Fine                       | 1        |
| 26 | 37 | VANESSA CARLTON     | Be Not Nobody                   | 1        |
| —  | 38 | LIFEHOUSE           | No Name Face                    | 3        |
| —  | 39 | JACK JOHNSON        | Brushfire Fairytales            | 1        |
| 44 | 40 | WILCO               | Yankee Hotel Foxtrot            | 2        |
| 34 | 41 | TOOL                | Lateralus                       | 46       |
| 42 | 42 | DISTURBED           | The Sickness                    | 39       |
| 43 | 43 | LENNY KRAVITZ       | Greatest Hits                   | 82       |
| —  | 44 | RADIOHEAD           | Kid A                           | 24       |
| 45 | 45 | JENNIFER LOPEZ      | J. Lo                           | 4        |
| 31 | 46 | KENNY CHESNEY       | No Shoes, No Shirt...           | 2        |
| —  | 47 | DIANA KRALL         | The Look Of Love                | 3        |
| 27 | 48 | DAVE MATTHEWS BAND  | Everyday                        | 60       |
| —  | 49 | DESTINY'S CHILD     | Survivor                        | 41       |
| —  | 50 | MARY J. BLIGE       | No More Drama                   | 6        |

## Cox Radio/Orlando Ups Elam, Bartel

Brian Elam has been promoted to GM of Cox Radio's Urban AC WCFB and CHR/Rhythmic WPYO in Orlando. Elam was most recently GSM of WPYO, which also elevates interim PD Bartel to the permanent programming post.

"I am very grateful to Cox: this is the ideal job," Elam told R&R. "These are two very solid radio stations with incredible potential for the future. They both serve unique communities. WPYO is a well-focused dance station, and WCFB supersedes the African-American market."

Bartel, who had been WPYO's interim PD since January, commented, "This promotion is a huge honor and a great feeling of accomplishment for me, and I would like to thank Cox for the opportunity. This is my 13th year of radio, and it's great to know that my education in the classroom and professionally continues to pay off. I plan to tighten up the radio station and continue the forward momentum."

Elam previously worked at Cox's WIOD & WFLC/Miami before WIOD was sold to Clear Channel. Bartel's radio career began in high school with stints at WIOQ (Q102)/Philadelphia and WHYI (Y100)/Miami.

## Funches

Continued from Page 3

She'll be a great asset to our operations and talented radio team in New Orleans."

Funches said, "I've been in New Orleans now for just over 48 hours, and the energy here is electric. The talent, the sales staff, the programmers and the entire Clear Channel New Orleans team are outstanding. My role here is to ensure that they continue to have the resources and creative flexibility to help them achieve even greater success. I'm looking forward to a very exciting future."

A 20-year radio and advertising management veteran, Funches has served as GM of KPAD (Personal Achievement Radio)/Dallas and held management positions at WGCI-AM & FM/Chicago and Houston stations KKBQ, KKP, KKRW, KLOL & KTRH. She began her career as an AE at WEAM-AM/Falls Church, VA.

## McKenna

Continued from Page 3

be a part of their management team. Entercom has built a strong franchise in the Denver area that I am proud to join."

Entercom closed on its acquisition of Emmis' KALC last week. It bought the three other Denver stations in December in a swap deal with Tribune and took control of them via a time-brokerage agreement on Feb. 1. The closing of that deal could be delayed by up to three years, at Tribune's option.

## If It Ain't Bloke....



Elektra recording artist Billy Bragg and his band The Bloses recently performed in New York's Irving Plaza to promote their new album, *England, Half English*. Pausing for a moment to smile for the camera are (l-r) WEA New York representative Erik Mendelson; Bloses band-member Ian McLagan; Elektra Sr. VP/Marketing Brian Cohen and sales representative Andrew Hilsberg; Bragg; and Elektra Entertainment Group Label Manager Mike Flatow, VP/Marketing Dana Brandwein and VP/Radio & New Media Promotion Lisa Michelson-Sonkin.

## Cantrell Adds PD Duties At WSM-AM

WSM-AM/Nashville OM Kyle Cantrell has added PD responsibilities at Gaylord's legendary Country outlet. He succeeds John Malone, who exits after three years as PD to become VP/Programming and morning talent at AC WRSA/Huntsville, AL.

"I'm very disappointed that John decided to leave WSM-AM," Cantrell told R&R. "His leaving will create a void, programming-wise. But we have a very good plan in place, and we'll continue to execute it as we take the station into the future with the best airstaff in the U.S. Working with this legendary radio station is a dream come true for me, and it continues to be that every day."



Cantrell

Cantrell began his broadcast career with WSM-AM in 1982 as a part-time air personality. He's held a number of posts with Gaylord's radio stations and radio networks, including Music Country Radio Network and TNNR — the TNN Radio Network. He was named PD of WSM-AM in 1993 and added similar duties at

Talk WWTN, when it was purchased in 1995. A year later he was tapped as OM for WSM-AM & FM & WWTN, as well as PD for WSM-AM & FM. His role was restructured last year, when he became WSM-AM OM while also heading the news, new media and strategic planning areas.

## Conference

Continued from Page 1

But Dickey said that now that his company has demonstrated its ability to run a large stable of stations, he's extremely focused on expanding it to two to three times its current size.

One way to accomplish that would be to merge with another company, prompting one attendee to ask about the notion of Cumulus merging with Citadel, a like-sized company with similar assets. While Dickey acknowledged that the assets of Citadel and Cumulus are very complementary, he told R&R "There has not been one ounce of dialogue — none" regarding a deal between the two, adding that he's reluctant to even discuss the idea, for fear of starting rumors.

A merger rumor that has been swirling for a while is whether Hispanic Broadcasting and Spanish Broadcasting System will ever join forces. HBC Chairman/CEO Mac Tichenor told R&R at the conference that, while the two companies "know each other very well" and talk regularly, right now "there's nothing in the wind."

In fact, Tichenor said he's been disappointed in the market for acquisitions. "I haven't seen the kind

of activity I'd like," he said, adding that he'd like to see opportunities to buy stations in markets like Austin, Sacramento and Denver. "But that's the breaks," he said.

Someone looking for a break in entering the radio business may need look no further than Beasley Broadcasting, as company Chairman/CEO George Beasley made it clear that he'd be interested in selling his company to the right suitor. "For the right amount of money, we could be merged — or bought," he said at the conference, adding that he believes another consolidation wave will occur sooner rather than later.

Beasley told R&R that preliminary talks about merging with other companies have been held and that those talks will continue. But he insists any potential partner must fit strict criteria. "We have good assets," he said, "and we want to merge with a partner that also has good assets. We could be a buyer, we could be a seller. But we can't stay the same."

## Cable One?

Speaking of making changes, Radio One CEO Alfred Liggins woke up the morning crowd at his company's session with news that he'd consider expanding Radio One into

## EXECUTIVE ACTION

### ABC News Radio Taps Rizzo As GM, News/Sports

Mike Rizzo has been named GM, News/Sports for ABC News Radio. The 22-year network veteran spent the past four years as Exec. Producer/Sports for ABC Radio Networks and will now oversee all domestic and international newsgathering and sports coverage, reporting to ABC News Radio VP Chris Berry.

"Mike is a strong news manager who has proved himself in various editorial roles at ABC over the past 22 years," Berry said. "He brings a strong background in news and sports management, and I'm excited about his new expanded role."

Rizzo, who will remain based in New York, began his career as a television news writer and previously served on the management team of ABC NewsOne, the company's television-news syndication service. Berry told R&R that Rizzo is taking over duties that were previously handled by Tony Gatto, who will move into "more of an operational and planning role" at the network.

### Miller Moves To MC Media Radio Group As EVP

Ken Miller has been appointed to the newly created position of Exec. VP for New Orleans-based MC Media Radio Group. The company operates two radio stations in the Big Easy: Business Talk WGSO-AM and Spanish AC WFNO-AM (La Fabulosa). In his new position Miller will also be responsible for the MC Media-owned monthly Spanish-language publication *La Prensa* and its *Prime Quarterly* publication.

Miller was most recently VP/GM for then-Sinclair-owned WEZB, WLMG & WLTS/New Orleans. Prior to that he was Regional Director/Sales for Sinclair, overseeing sales at 13 radio stations throughout Tennessee and South Carolina.

"One of the areas in which there is significant growth opportunity is the radio-print combo market, both in New Orleans and in out-of-town locations," MC Media COO Todd Matheme said of Miller's appointment. "We are very excited to bring on board a radio executive to help us achieve our growth targets at an accelerated rate."

## KZQZ

Continued from Page 3

said. "But it just happens to be a similarly formatted station with the same name. If you look at the playlist for each station, you'll see a lot of differences."

He said KZQZ's version of The Drive will appeal to those who listened to AM Top 40s in the '60s and later matured to FM AORs in the '70s. Bonneville/San Francisco VP/GM Valerie Howard said, "We're going to offer Bay Area radio listeners a new listening choice. We think a lot of folks will love what they hear."

the cable-TV business. "Black Entertainment Television hasn't had any competition in 22 years," Liggins said, noting that his Urban-focused company could be "the right partner for somebody who wants to do it."

He also observed that a No. 2 player in the cable business can still be worth a lot and pointed to NBC's \$2.7 billion purchase of Spanish-language network Telemundo to illustrate the point.

The price tag on the Telemundo sale could also illustrate another point about which Liggins is bullish: the value of ethnic consumers, whom he said advertisers are becoming acutely aware of. Liggins noted that Urban stations such as Radio One's are reaching consumers who are increasingly attractive to advertisers, helping advertisers realize that the "ethnic makeup of America is changing."

He pointed out that per capita in-

Tweedle also said that, while Bonneville's research showed "a huge hole" for The Drive, the station will not be focused on a single competitor. "It's not going to be taking away from anybody," he said. "I have respect for [crosstown Triple A] KFOG. It's a well-run, well-programmed radio station. It's the same with [crosstown Oldies] KFRC, and we wish those guys well. But The Drive will also be drawing from the spoken-word AM stations. It's important to note that we're not targeting a station, we're targeting an audience."

come among African Americans is growing at a rapid pace, but said that 30% of Radio One's listeners are not African American. So, Liggins said, he stresses the qualitative aspects of what his stations can deliver to advertisers, because some advertisers may not have an emotional connection to the Urban formats that dominate Radio One's station portfolio.

But even if he has to work harder to secure some advertisers, Liggins said he feels "exceptionally good" about business. He said he's seen "continued robustness from advertisers" after a tough 2001, during which, he said, the drop-off in national advertising was "an absolute catastrophe," falling between 20%-30% in some of his company's markets.

Viacom CFO Rich Bressler told conference attendees that his company is also seeing improvement in the ad market, not only in how much advertisers are spending, but

Continued on Page 21

## National Radio

• **NBG RADIO NETWORK & NBC ENTERPRISES** launched the two-minute syndicated "Access Hollywood on the Radio With Nancy O'Dell" on May 6 in the top 25 markets. For more info, contact Gina DeWitt of NBG, at 800-572-4624, ext. 784; or Diane Herzog of NBC, at 818-840-3650.

• **PREMIERE RADIO NETWORKS** announces *Rockline's* May lineup: Rush on May 13, Tommy Lee on May 20 and Ministry on May 27. The 90-minute show airs Mondays at 8:30pm PT/11:30pm ET. For more information, contact Marcella Turk at 972-455-6289.

• **VH1 RADIO NETWORK** will air the hourlong *VH1 Divas Las Vegas*, hosted by Rachel Perry, from May 17-22. For info, contact Abby McDorman at 212-641-2009 or [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com); or Rachel Lizerbram at 212-846-7833 or [rachel.lizerbram@vh1staff.com](mailto:rachel.lizerbram@vh1staff.com).

• **WESTWOOD ONE** presents the *Academy of Country Music Awards Nominations* special, to air May 18 and 19, and live remote broadcasts during awards events at the Universal Amphitheatre in Los Angeles from May 20-22. For more info, contact Abby McDorman at 212-641-2009 or [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com).

• **WESTWOOD ONE** will air exclusive coverage of the 2002 Wimbledon Tennis Championship from June 24-July 7, featuring hourly reports from John Tautges and Graham Agars. For more info, contact Abby McDorman at 212-641-2009 or [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com).

• **WESTWOOD ONE/CBS RADIO SPORTS** present exclusive coverage of the 2002 U.S. Open Golf Championship live from June 13-16, with play-by-play announcers John Tautges and Mitch Voges. The 20-part special "The Road to the U.S. Open" will air June 8 and 9. For more info, contact Abby McDorman at 212-641-2009 or [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com).

• **WESTWOOD ONE & HBO** present live coverage of former world boxing champions Felix Trinidad and Haciné Cherifi as they face off in San Juan, Puerto Rico on May 11 at 9:15pm ET. For more info, contact Abby McDorman at 212-641-2009 or [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com).

## Radio

• **T.J. HESS** signs on as Asst. Dir./Affiliate Relations for Zeo Mix. Hess was previously Hot Mix Radio's OM.

• **MIKE MCGOUGH** joins First Media Radio's WZWW/Bellafonte, PA as GM. He last served as GM & Sales Manager of First Media Radio stations in Martinsburg, WV.

## CHRONICLE

## CONDOLENCES

Songwriter Otis Blackwell, 70, May 6.

Grandmother of WRIF/Detroit OM Doug Powell Clara Watnowski, 93, May 3.

• **MARCUS ROWE** is named Country Format Director for Kelly Music Research. He was previously Sr. Music Research Editor/Country Chart Editor at Gavin.



Rowe

• **MARK WARLAUMONT** joins KFWM-AM/Los Angeles as Dir./Sports Sales, effective May 13. He was recently Sales Manager of WQYK-AM & FM/Tampa and oversaw the Infinity/Tampa Sports Marketing program.

## Records

• **MIKE DAVIS** is promoted to SVP/Sales for Universal Music & Video Distribution. He was previously VP/Sales, Catalog, Classics & Jazz for the company.

• **BOB GARBARINI** is named VP/Nat'l Sales for BMG Distribution. He was most recently VP/Sales for Team Liaison.

• **BRIGETTE KOHLEY** joins Razor & Tie as West Coast Regional Sales Manager. She was previously National AE for Wherehouse Entertainment at WEA.

• **FRANK WELZER** is named Chairman & CEO/Latin America for Sony Music International. He rises from President/Latin America.

## Products &amp; Services

• **AUDION LABORATORIES** announces the networked version of VoxPro PC, a digital-audio phone-editing system for radio.

• **ED MCFARLAND**, former Talk America Network CFO, forms Broadcast Management Solutions, a managing, marketing-services and consulting company.

• **KELLY MUSIC RESEARCH** launches Recurrent Local Callout, a testing service that will be available on a barter basis.

dio tracks at the convention during an intimate *Oprah*-style session where you get to ask the questions.

In addition to these and other events, R&R will present its legendary opening cocktail party, poolside at the Beverly Hilton, on Thursday, June 13. Registration is open at [www.rroonline.com](http://www.rroonline.com), where there is also information on alternate hotels in the vicinity of the Beverly Hilton.

## BUSINESS BRIEFS

Continued from Page 4

## Emmis, Radio One, Salem Complete Major-Market Deals

**Emmis Communications** has completed its sale of Hot AC KALC-FM/Denver to Entercom Communications for \$88 million and its sale of '80s KXPK-FM/Denver to Entravision Communications for \$47.5 million. Entravision has flipped KXPK to a simulcast of its Regional Mexican KMXA-AM (Radio Tricolor)/Denver.

**Radio One Inc.** has closed on its purchase of WHTA/Atlanta, which it has been operating via an LMA since late last year. The company paid \$55 million to U.S. Broadcasting for the station, which then had the calls WPEZ.

Salem has closed on its \$35.8 million purchase of KFIS-FM/Portland, OR from Thunderegg Wireless. Salem has been operating the station with its Contemporary Christian "Fish" format since October 2001.

## XM Exercises Overallotment Option

**XM Satellite Radio** issued a release after market closing on May 2 announcing that it had exercised the overallotment option for approximately 1.09 million shares in its April common stock offering, bringing the sale's gross proceeds to \$166.5 million. Acting XM CFO Gregg Cole told *Dow Jones* that the exercise of an overallotment is generally viewed as positive. "Under normal circumstances, this is the kind of announcement that would actually rocket the stock ahead," he said. "You're bringing more money into the company and doing positive things with your funding." Still, XM shares dropped from 10.49 on the day of the announcement to 8.02 at R&R's Tuesday press time. Analysts believe larger market movements or volatility related to XM's financing risks may have contributed to the sell-off.

On May 6 Baron Asset Fund filed to sell 481,302 class A shares of XM stock, valued at around \$5.1 million, over the next 90 days, with Nite Securities underwriting the offering. Baron Opportunities Fund and Baron Capital Asset Fund filed to sell 31,000 XM class A shares over the same period.

## Sirius Debuts In Seven More States

**Sirius Satellite Radio** is now available in Arkansas, Louisiana, Minnesota, Missouri, Nevada, Oklahoma and Utah, bringing the total number of states where the service has launched to 18. Sirius Exec. VP/Sales & Marketing Guy Johnson said, "Later this month service will officially be available throughout the entire Midwest region, and we'll begin to move into the Southeast." In March the satcaster moved up its date for nationwide availability by a month, to July 1.

## Earnings

Continued from Page 4

The company forecast Q2 net revenue of \$107.5 million and BCF of \$47.5 million.

• After writing down goodwill, **Radio One's** Q1 net loss — including preferred dividend expenses — rose from \$20.2 million (23 cents per share) to \$27 million (28 cents). Net broadcast revenue was up 22%, to \$58.3 million, while BCF increased 17%, to \$25.8 million, and ATCF increased 65%, to \$2.8 million (3 cents). On a same-station basis, net broadcast revenue rose 7% and BCF increased 10%.

"Enough about Q1," VP/CFO Scott Royster said. "The real story from our vantage point is where we are headed. If April and May are any guide, this could be a surprisingly strong year for the radio industry in general and for Radio One in particular." The company forecast Q2 profits of 11 cents a share on sales of about \$79.5 million. Thomson Financial/First Call's average estimate is \$71.1 million for the same period.

• **Hispanic Broadcasting's** Q1 net income climbed from \$3.6 million (3 cents per share) to \$6.9 million (6 cents). The Thomson Financial/First Call estimate was 5 cents a share. The company saw better-than-expected revenue performance — "Almost every revenue item was up," President/CEO Mac Tichenor said — as Q1 revenue rose nearly 9%, to \$52 million. BCF increased 6%, to \$16.6 million, and EBITDA was up 7%, to \$14.2 million. On a same-station basis, net revenues increased 7% and BCF rose 5%.

Looking ahead, HBC expects Q2 earnings of 10 cents-11 cents a share on a 4.5%-5.5% gain in revenues: Thomson Financial/First Call estimates 12 cents. HBC also expects Q2 BCF of \$24.5 million-\$25.5 million and EBITDA of \$22 million-\$23 million.

For the full year, the company raised its BCF guidance from a range of \$90 million-\$95 million to \$93 million-\$97 million and upped its EBITDA forecast from \$80 million-\$85 million to \$83 million-\$87 million. Full-year EPS is expected to be

38 cents-40 cents on a 5.5%-7.5% increase in revenues; First Call forecasts EPS of 42 cents for the year.

• An advertising pickup helped **Regent Communications** break even in Q1. The company posted a net gain of \$68,000 (0 cents per share), compared to its Q1 2001 net loss of \$1 million (3 cents). Excluding gains from the sale of WGNA-AM/Albany, NY, Regent posted a loss of 1 cent per share. Net revenues rose 15%, to \$13 million, and BCF grew 5%, to \$3 million, but EBITDA decreased 4%, to \$1.5 million. On a same-station basis, net revenues were down 3% and BCF was off 10%.

"We have seen a gradual pickup in advertising throughout Q1," Regent Chairman/CEO Terry Jacobs said, and he believes Regent is poised to deliver above-average revenue and cash-flow growth for the year. Regent forecasts Q2 EPS of 3 cents-4 cents on revenues of \$17 million-\$17.5 million and BCF of \$5.4 million-\$5.7 million. The company expects an improving ad market will drive same-station revenues up 2%-4%.

• As the company gave credit to higher revenue from its Contemporary Christian music stations, **Salem Communications'** Q1 loss narrowed from \$4.7 million (20 cents per share) to \$1.8 million (8 cents). Net broadcasting revenues rose 18%, to \$35.5 million, while BCF increased 8%, to \$11 million. EBITDA rose 21%, to \$7 million, and ATCF grew 54%, to \$4 million (17 cents). On a same-station basis, net broadcasting revenues were up 14% and BCF climbed 26%.

"Salem has continued to deliver the best same-station results for the last 18 months. Thus, we have been correctly perceived as a great hedge against recession," President/CEO Ed Atsinger said. "However, in a recovery economy, investors are looking for growth. Salem is uniquely positioned to continue to lead the radio industry in growth for the next few years." In Q2 Salem expects net broadcast revenues of \$38.5 million-\$39 million. EBITDA of \$8.8 million-\$9.3 million and an EPS loss of 1 cent-2 cents.

• Net income for **Saga Communications** more than tripled in Q1, from \$534,000 (3 cents per share) to \$1.8

million (11 cents). Revenue increased 5%, to \$23.9 million, while BCF grew 6%, to \$7.3 million. ATCF climbed from \$3.4 million (20 cents) to \$3.8 million (23 cents). Saga expects in Q2 to see revenue of \$29.5 million, BCF of \$10.9 million and ATCF of \$5.9 million (35 cents). For 2002, Saga expects revenues of \$109.7 million, BCF of \$39.5 million and ATCF of \$21.2 million (\$1.26).

• **Westwood One** also said its Q1 net income more than tripled, from \$4.6 million (4 cents per share) to \$17.4 million (16 cents), thanks to exclusive broadcasts of the Winter Olympics. Revenues rose 4%, to \$126.3 million. Operating cash flow was up 10%, to \$32.2 million, while free cash flow increased 13%, to \$19.3 million (17 cents per share).

WWI expects Q2 revenue to grow in the low- to mid-single digits and operating cash flow and free cash flow to show double-digit increases. For the year, operating cash flow is estimated at \$185 million and free cash flow at \$113 million. President/CEO Joel Hollander said the company is focused on developing new business and controlling overhead costs.

• The Q1 net loss for **Interep** improved from \$6.3 million, or 74 cents per share, to \$3.8 million, or 41 cents. Total revenue was up 19%, to \$19.9 million, and radio commission revenue increased 1%, to \$16.8 million. Operating EBITDA increased 142%, to \$500,000; excluding Internet activity, it would have increased 275%, to \$900,000.

Interep Chairman/CEO Ralph Guild was encouraged by the results. "Because radio appears to be recovering faster than other media, we believe radio's share of total ad dollars will exceed the 8% mark — which will provide excellent momentum for the industry," he said. The company raised its 2002 forecasts for radio-commission revenue about 3%, to between \$82 million and \$83 million, and for EBITDA about 5%, to between \$18 million and \$19 million.

R&R's Julie Gidlow, Joe Howard and Adam Jacobson contributed to this report.

## Convention

Continued from Page 1

The convention will also showcase **Steven Tyler** and **Joe Perry** of Aerosmith, whose "Girls of Summer" single is coming in mid-May from the group's forthcoming Columbia album of greatest hits and new studio tracks. Tyler and Perry will debut their new single, video and more stu-



Lori Parkinson • 202-380-4425

### 20on20 (XM20)

**Kane**  
EMINEM Without Me  
DIRTY VEGAS Days Go By

### BPM (XM81)

**Blake Lawrence**  
AD FINEM If You Fall  
PERPETUOUS DREAMER The Sound Of Goodbye

### Real Jazz (XM70)

**Maxx Myrick**  
No Adds

### The Boneyard (XM41)

**Charlie Logan**  
RDNNIE JAMES DIO Killing The Dragon

### The Heart (XM23)

**Johnny Williams**  
98 DEGREES Why (Are We Still Friends)  
MICHAEL BOLTON Only A Woman Like You

### The Loft (XM50)

**Mike Marrone**  
JOSH ROUSE Nothing Gives Me Pleasure  
JOSH ROUSE Slave Ship

### Watercolors (XM71)

**Steve Stiles**  
No Adds

### X Country (XM12)

**Jessie Scott**  
TIFT MERRITT Bramble Rose  
TOMMY WOMACK Circus Town  
VARIOUS ARTISTS Sharp Oressed Men

### XM Cafe (XM45)

**Bill Evans**  
BETTER THAN EZRA Closer  
THE CORRS Live In Dublin  
DIRTY DOZEN BRASS BAND Medicated Magic  
MAE MOORE It's A Funny World  
MARK KNOPFLER A Shot At Glory  
NEIL FINN One All  
ROSE SMITH Glasgow Underground

### XMLM (XM42)

**Eddie Webb**  
KILLSWITCH ENGAGE Alive Or Just Breathing  
SKINLAB Revolting Room

### The Loft (XM50)

JIMMY BUFFETT Savannah Fare You Well  
JIMMY BUFFETT What If The Hokay Pokay Is ...  
JIMMY BUFFETT Altered Boy  
JIMMY BUFFETT All The Ways I Want You  
JIMMY BUFFETT Far Side Of The World  
JIMMY BUFFETT Someday I Will  
JIMMY BUFFETT Tonight I Just Need My Guitar  
JIMMY BUFFETT Last Man Standing  
JIMMY BUFFETT Blue Guitar  
NORAH JONES Turn Me On  
NORAH JONES I've Got To See You Again  
NORAH JONES Shoot The Moon  
NORAH JONES Feelin' The Same Way  
NORAH JONES Don't Know Why  
CASSANDRA WILSON The Weight  
PAUL KELLY II I Could Start Today  
WARREN ZEVON You're A Whole Different Person...  
WARREN ZEVON Genius  
WARREN ZEVON My Ride's Here  
PREFAB SPROUT Cornfield's Ablaze  
RYAN ADAMS Goodnight Hollywood Blvd.  
RYAN ADAMS Harder Now That It's Over  
NEIL YOUNG Differently  
NEIL YOUNG You're My Girl  
PAUL MCCARTNEY Your Loving Flame  
PAUL MCCARTNEY Tiny Bubble  
PAUL MCCARTNEY She's Given Up Talking  
PAUL MCCARTNEY I Do  
PAUL MCCARTNEY Lonely Road  
PAUL MCCARTNEY Driving Rain  
RICKIE LEE JONES Don't Let The Sun Catch You Crying  
RICKIE LEE JONES Weasel And White Boys Cool  
RICKIE LEE JONES Just My Baby  
RICKIE LEE JONES Flying Cowboys  
JOSH ROUSE Ears To The Ground  
JOSH ROUSE Slave Ship  
JOSH ROUSE Nothing Gives Me Pleasure  
JOSH ROUSE Summer Kitchen Ballad  
DARREN SMITH Satellite  
LEONARD COHEN A Thousand Kisses Deep  
LEONARD COHEN In My Secret Life  
LEONARD COHEN Boogie Street

## Music CHOICE

21 million homes  
27,000 businesses  
Available on digital cable and DirecTV  
Adam Neiman • 212-459-3300

### HIT LIST

**Seth Neiman**  
A1 Caught In The Middle  
KYLIE MINOGUE Love At First Sight  
TWEET Oops (Oh My)

### SOFT ROCK

**Seth Neiman**  
ENRIQUE IGLESIAS Escape  
JADE ANDERSON Sugarhigh

### NEW RELEASES

**Seth Neiman**  
A1 Caught In The Middle  
CAM'RON Oh Boy  
CEE-LO Gettin' Grown  
JILL SCOTT Gimme  
KYLIE MINOGUE Love At First Sight  
MUSIQ Halfcrazy  
NELLY Hot In Herre  
YING YANG TWINS Say I Yi Yi

### R&B HITS

**Damon Williams**  
FLDERTY Floetic  
JAY-Z Song Cry

### RAP

**Damon Williams**  
EMINEM Without Me  
WONG I/DA BRAT Put It Inside

### BODY AND SOUL

**Damon Williams**  
DJ ROGERS JR. Lonely Girl  
MUSIQ Don't Change

### ROCK HITS

**Adam Neiman**  
APEX THEORY Shhh...(Hope Oiggy)  
KROEGER I/SCOTT Hero

### ALTERNATIVE

**Adam Neiman**  
No Adds

### TODAY'S COUNTRY

**Liz Opoka**  
ANTHONY SMITH If That Ain't Country  
CYNOI THOMPSON I'm Gone

### PROGRESSIVE

**Liz Opoka**  
1 GIANT LEAP Braided Hair  
MAE MOORE Who Knows  
SHANNON MCNALLY Start All Over

### LITE JAZZ

**Gary Susalis**  
NADYUKI DNDA Wings In The Gawn  
PAUL RDZMUS On The Funky Side



100 million moviegoers  
15,000 movie theaters

### WEST

1. VANESSA CARLTON A Thousand Miles
2. P. DIDDY I/USHER... I Need A Girl
3. DIRTY VEGAS Days Go By
4. REGINA BELLE From Now On
5. JAHHEIM Anything

### MIDWEST

1. P. DIDDY I/USHER... I Need A Girl
2. VANESSA CARLTON A Thousand Miles
3. DIRTY VEGAS Days Go By
4. MESSINA I/MCGRAW Bring On The Rain
5. WOODDY ROCK No Matter What

### SOUTHWEST

1. P. DIDDY I/USHER... I Need A Girl
2. VANESSA CARLTON A Thousand Miles
3. JO DEE MESSINA Bring On The Rain
4. DIRTY VEGAS Days Go By
5. TRITT TRITT Modern Day Bonnie & Clyde

### NORTHEAST

1. P. DIDDY I/USHER... I Need A Girl
2. VANESSA CARLTON A Thousand Miles
3. DIRTY VEGAS Days Go By
4. MESSINA I/MCGRAW Bring On The Rain
5. JAMIE O'NEAL Frantic

### SOUTHEAST

1. P. DIDDY I/USHER... I Need A Girl
2. VANESSA CARLTON A Thousand Miles
3. DIRTY VEGAS Days Go By
4. MESSINA I/MCGRAW Bring On The Rain
5. JAMIE O'NEAL Frantic



10 million homes 180,000 businesses  
Rick Gillette • 800-494-8663

### DMX Hospitality

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

ELVIS COSTELLO 45  
COUNTING CROWS American Girl  
JACK JOHNSON Mudfootball  
NATALIE IMBROGLIA Satellite  
BEN KWELLER How It Should Be (Sha Sha)  
ALANA DAVIS I Am Free  
ATTICUS FAULT My First Trip To Mars  
ASH Walking Barefoot  
SEVEN AND THE SUN Walk With Me  
SUPER FURRY ANIMALS (Drawing) Rings...  
SHERYL CRDW Soak Up The Sun  
PINK Missundaztood

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

### CHR/POP

**Jack Patterson**  
MARC ANTHONY I've Got You  
DIRTY VEGAS Days Go By

### CHR/RHYTHMIC

**Mark Shands**  
ASHANTI Happy  
ASHANTI Baby  
LIL' WAYNE Way Of Life

### URBAN

**Jack Patterson**  
MS. JADE Big Head  
HOLIDAY STYLES Goodtimes  
RL Good Man

### ALTERNATIVE

**Dave Sloan**  
FACE TO FACE The New Way  
PAPA ROACH She Loves Me Not

### ROCK

**Stephanie Mondello**  
EARSNOT Get Away  
CHAD KROEGER I/JOSEY SCOTT Hero  
COURSE OF NATURE Walk Of Shame  
BREAKING POINT One Of A Kind

### ADULT ALTERNATIVE

**Stephanie Mondello**  
NEIL FINN Driving Me Mad  
OASIS The Hindu Times  
WAYNE WHISPER  
JEB LLOYD NICHOLS They Don't Know  
ALIEN ANT FARM Attitude  
LOUISE GOFFIN Instant Photo

### ADULT CONTEMPORARY

**Jason Shiff**  
ENRIQUE IGLESIAS Don't Turn Off The Lights  
CELINE DION I'm Alive  
MARC ANTHONY I've Got You

### INTERNATIONAL HITS

**Mark Shands**  
SMILED First Picture Of You

### COUNTRY

**Leanne Flask**  
No Adds

### DANCE

**Danielle Ruyschaert**  
DAFT PUNK La Mousse (DJ Falcon Live Set)  
PHOENIX II I Ever Feel Better  
D-NOTE Shed My Skin  
MESHELLE NEDGECELLO Earth (Ben Watt Lazy...)  
BEACHBALL Beachball (Chef Mix)  
GRANDLIFE We In Music  
ANGELIQUE KIDJO Tumba (Oba Funke Dub)  
MAY WE Are All Made Of Stars (DJ Tiesto Mix)

### RAP/HIP-HOP

**Mark Shands**  
SNDOP DGGG Undercova Funk  
E-40 Automatic  
QUOR Welcome  
QUOR Draws



| Artist/Title                             | Total Plays |
|--|-------------|
| 'N SYNC Pop                              | 78          |
| PLUS ONE Going Crazy                     | 73          |
| CHRISTINA MILIAN Call Me, Beep Me        | 70          |
| PINK Get The Party Started               | 69          |
| BAHA MEN Move It Like This               | 67          |
| LMNT Juliet                              | 67          |
| NINE DAYS Absolutely (Story Of A Girl)   | 66          |
| BAHA MEN Who Let The Dogs Out            | 56          |
| 'N SYNC Girlfriend                       | 53          |
| GESTINY'S CHILD Survivor                 | 32          |
| AARON CARTER I'm All About You           | 32          |
| DREAM STREET They Don't Understand       | 32          |
| LIL' ROMEO My Baby                       | 31          |
| BRITNEY SPEARS Overprotected             | 30          |
| SMASH MOUTH I'm A Believer               | 30          |
| AARON CARTER Aaron's Party (Come Get It) | 30          |
| MICHELLE BRANCH Everywhere               | 30          |
| PINK Most Girls                          | 28          |
| MANOY MOORE Cry                          | 28          |
| AARON CARTER Leave It Up To Me           | 27          |

Playlist for the week ending May 4.



Phil Hall • 972-991-9200

### Hot AC

**Steve Nichols**  
No Adds

### StarStation

**Peter Stewart**  
JIM BRICKMAN A Mother's Day  
VANESSA CARLTON A Thousand Miles

### 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**  
No Adds

### Country Coast To Coast

**Kris Wilson**  
TRACY BYRD Ten Rounds With Jose Cuervo  
KENNY CHESNEY The Good Stuff  
JOE NICHOLS The Impossible  
BLAKE SHELTON O' Red

### ALTERNATIVE PROGRAMMING

**Gary Knoll • 800-231-2818**

### Rock

JERRY CANTRELL Anger Rising  
COUNTING CROWS American Girls  
KROEGER I/SCOTT Hero  
OUR LADY PEACE Somewhere Out There

### Alternative

AUDIOVENT The Energy  
EMINEM Without Me  
JIMMY EAT WORLD Sweetness  
KROEGER I/SCOTT Hero  
OUR LADY PEACE Somewhere Out There  
SUM 41 What We're All About

### Triple A

**NORAH JONES** Don't Know Why

### CHR

EMINEM Without Me  
PAULINA RUBIO Don't Say Goodbye

### Mainstream AC

JACK JOHNSON Flake

### Lite AC

GARTH BROOKS When You Come Back To Me Again  
TAMARA WALKER Angel Eyes

### NAC

MARK DOUTHIT What A Shame About Me

### Christian AC

JOHN TESH Open The Eyes Of...

### UC

LIL' ROMEO 2 Way  
NELLY Hot In Herre

### Country

MARK CHESNUTT She's Experienced Going Away  
MAY WE Are All Made Of Stars (DJ Tiesto Mix)  
PHIL VASSAR American Child



### Music Programming/Consulting

**Ken Moultrie • 800-426-9082**

### Alternative

**Steve Young/Kristopher Jones**  
AUDIOVENT The Energy  
JIMMY EAT WORLD Sweetness  
TRUST COMPANY Downfall

### Active Rock

**Steve Young/Kristopher Jones**  
INCUBUS Warning

### Heritage Rock

**Steve Young/Kristopher Jones**  
JERRY CANTRELL Anger Rising  
STAIN'D EPiphany

### Hot AC

**Steve Young/Josh Hosler**  
AVRIL LAVIGNE Complicated  
PINK Don't Let Me Get Me

### CHR

**Steve Young/Josh Hosler**  
AALIYAH More Than A Woman  
MARC ANTHONY I've Got You  
OZZY OSBOURNE Oreater

### Rhythmic CHR

**Steve Young/Josh Hosler**  
MARIO Just A Friend  
NAS One Mic  
NO DOUBT Hella Good  
SHAKIRA Underneath Your Clothes

### Soft AC

**Mike Bettelli**  
No Adds

### Mainstream AC

**Mike Bettelli**  
LUTHER VANDROSS I'd Rather

### DeIillah

**Mike Bettelli**  
JOSH GROBAN To Where You Are

### Dave Wingert Show

**Mike Bettelli**  
LUTHER VANDROSS I'd Rather

### Mainstream Country

**Ray Randall/Hank Aaron**  
TRACY BYRD Ten Rounds With Jose Cuervo  
JO DEE MESSINA Dare To Dream

### New Country

**Hank Aaron**  
No Adds

### Lia

**Ken Moultrie/Hank Aaron**  
TRACE ADKINS Help Me Understand  
ANDY GRIGGS Tonight I Wanna Be Your Man

### 24 HOUR FORMATS

**Jon Holiday • 303-784-8700**

### Adult Hit Radio

**JJ McKay**  
RES They-Say Vision

### Rock Classics

**Adam Fendrich**  
No Adds

### Adult Contemporary

**Rick Brady**  
No Adds

### CD COUNTRY

**Rick Morgan**  
ROONEY ATKINS Sing Along  
SHEODAISY Mine All Mine

### US COUNTRY

**Penny Mitchell**  
CYNOI THOMPSON I'm Gone

### GREAT AMERICAN COUNTRY

**Jim Murphy • 303-784-8700**  
REBECCA LYNN HOWARD Forgive  
ANTHONY SMITH If That Ain't Country



**Charlie Cook • 661-294-9000**

### Adult Rock & Roll

**Jeff Gonzer**  
BAO COMPANY Joe Fabulous

### Soft AC

**Andy Fuller**  
BONNIE RAITT I Can't Help You Now

### Bright AC

**Jim Hays**  
AVRIL LAVIGNE Complicated  
NO DOUBT Hella Good

### Mainstream Country

**Dave Felker**  
No Adds

### Hot Country

**Jim Hays**  
TRACY BYRD Ten Rounds With Jose Cuervo  
KENNY CHESNEY The Good Stuff

### Young & Elder

**David Felker**  
No Adds



### After Midnight

TRACY BYRD Ten Rounds With Jose Cuervo  
JOE NICHOLS The Impossible

### WAITT RADIO NETWORKS

**Alternative**  
**Chris Reeves • 970-949-3339**  
GREENWHEEL Shelter  
PAPA ROACH She Loves Me Not  
RIDOLIN' KIDS I Feel Fine  
**Country**  
**Jim West**  
No Adds

## DATEBOOK

## MONDAY, MAY 20

- 1922/Actor **Rudolph Valentino** is arrested on bigamy charges. The charges are dropped a few weeks later.
- 1992/**Amy Fisher**, known as the "Long Island Lolita," is arrested for shooting her lover's wife, **Mary Jo Buttafuoco**, in the head. Fisher pleads guilty and receives five to 15 years in prison.
- 1998/A failure in a telecommunications satellite causes disruptions in telephone networks and millions of pagers across the country lose service. The glitch is called the worst digital failure to date.
- Born: **Stan Mikita** 1940, **Dave Thomas** 1949-2002, **Bronson Pinchot** 1959

## In Music History

- 1967/**Jimi Hendrix** signs his first American contract, with Reprise Records.
- 1971/Chicago bassist and singer **Peter Cetera** loses four teeth in a brawl at Dodger Stadium that starts when four game attendees object to the length of his hair. He undergoes five hours of emergency surgery as a result.
- 1977/**Blondie** make their U.K. concert debut, at the Roundhouse.
- Born: **Joe Cocker** 1944, **Cher** 1946, **Busta Rhymes** 1972

## TUESDAY, MAY 21

- 1881/The American National Red Cross is founded in Washington, DC in order to provide aid to victims of wars and natural disasters.
- 1927/**Charles Lindbergh** completes the first trans-Atlantic flight when his plane, *The Spirit of St. Louis*, touches down at Le Bourget Field in Paris.



Lindy hops the Atlantic.

- 1945/**Humphrey Bogart** marries his co-star from *To Have and Have Not*, **Lauren Bacall**. Bogart is 46; his wife is less than half his age.
- Born: **Al Franken** 1951, **Mr. T** 1952, **Nick Cassavetes** 1959, **Fairuzza Balk** 1974

## In Music History

- 1976/The **Rolling Stones** play the first of five concerts at Earl's Court Arena, but their lackluster performance results in the band being labeled "dinosaurs."
- 1979/**Elton John** plays the first of eight concerts in the U.S.S.R., making him the first Western rock musician to perform there.
- Born: **Fats Waller** 1904-1943, **Leo Sayer** 1948, **Notorious B.I.G.** 1972-1997

## WEDNESDAY, MAY 22

- 1972/President **Richard Nixon** arrives in Moscow, becoming the first U.S. President ever to set foot in the U.S.S.R.
- 1990/Microsoft unveils Windows 3.0

at events held in 20 different cities worldwide. The separate celebrations are linked by satellite to the main event in New York, where **Bill Gates** delivers a speech commemorating the launch.

Born: **Laurence Olivier** 1907-1989, **Bernard Shaw** 1940, **Naomi Campbell** 1970

## In Music History

- 1954/**Robert Zimmerman**, better known as **Bob Dylan**, is bar mitzvahed.
- 1980/Five of **Jimi Hendrix's** Gold records are stolen from Electric Ladyland Studios in Los Angeles.
- 1981/**Bob Marley's** funeral is held in Jamaica.
- Born: **Bernie Taupin** 1950, **Morrissey** 1959, **Johnny Gill** (New Edition) 1966

## THURSDAY, MAY 23

- 1911/President **William Howard Taft** dedicates the New York Public Library, the largest marble building ever built in the United States.
- 1934/**Clyde Barrow** and **Bonnie Parker**, more commonly known as "Bonnie and Clyde," are killed near Sailes, LA. Local authorities ambush them along a highway and fire 187 bullets into their car in less than two minutes.
- 1960/Israeli operatives capture Nazi war criminal **Adolf Eichmann** in Argentina and smuggle him out of the country to stand trial.
- Born: **Joan Collins** 1933

## In Music History

- 1969/The **Who** release the album *Tommy*.
- 1975/During a **Beach Boys** concert, the second tier of Anaheim Stadium in California begins to sway. It does not collapse, and no injuries are reported.



Too many people were doing "The Wave."

- 1977/When San Francisco authorities ban electronic instruments from public performances, **Jefferson Starship** are forced to cancel a free concert in Golden Gate Park. The group later write the song "We Built This City" about the incident.
- 1989/The **Allman Brothers** announce they will reunite for a 20th anniversary tour — the first time they will have played together since 1982.
- Born: **Artie Shaw** 1910, **Rosemary Clooney** 1928, **Jewel** 1974

## FRIDAY, MAY 24

- 1844/**Samuel B. Morse** sends the first telegraph message in the U.S. The message, "What hath God wrought?" is carried between Baltimore and Washington, DC.
- 1880/Thousands are on hand as the Brooklyn Bridge opens after 14 years of construction. At the time, it is the largest suspension bridge in existence and

dubbed the "Eighth Wonder of the World."

- 1929/The **Marx Brothers'** first film, *The Cocoanuts*, opens at the Rialto Theater in Los Angeles.
- Born: **Tommy Chong** 1938, **Priscilla Presley** 1945

## In Music History

- 1974/Legendary bandleader **Duke Ellington** dies of lung cancer at age 75.
- 1994/Polson frontman **Bret Michaels** drives his Ferrari into a telephone pole at 80 miles per hour. He breaks his nose and thumb, cracks his sternum and upper jawbone and loses four teeth.
- Born: **Bob Dylan** 1941, **Patti LaBelle** 1944, **Heavy D** 1967

## SATURDAY, MAY 25

- 1979/**George Lucas'** smash hit *Star Wars* opens to rave reviews and breaks box-office records.
- 1992/**Jay Leno** makes his first appearance as permanent host of NBC's *The Tonight Show*.
- Born: **Frank Oz** 1944, **Mike Myers** 1963, **Anne Heche** 1969

## In Music History

- 1988/**Frank Zappa** receives an invitation to play in Moscow on the first night of the Reagan-Gorbachev summit. Citing inadequate preparation time and a lack of provided transportation, he replies, "Nyet."



Was Sheik Yerbouti invited?

- 1990/After two moderately successful solo albums, **Lou Gramm** announces he's officially quitting as the lead singer of Foreigner.
- 1996/**Sublime** lead singer **Bradley Nowell**, 28, is found dead in his apartment of a drug overdose.
- Born: **Miles Davis** 1926-1991, **Lauryn Hill** 1975

## SUNDAY, MAY 26

- 1953/The first sci-fi 3-D movie, *It Came From Outer Space*, opens in Los Angeles. The movie is based on a **Ray Bradbury** story about an alien spaceship that crash-lands in Arizona.
- 1992/Adobe Systems President **Charles Geschke** is kidnapped at gunpoint from his company's parking lot. He is freed four days later when the FBI nabs one of the kidnapers during a ransom pickup.
- Born: **Pam Grier** 1949, **Bobcat Goldthwait** 1962, **Helena Bonham Carter** 1966

## In Music History

- 1974/**Bernadette Whelan**, a 14-year-old fan, dies in the crush at a **David Cassidy** concert in London.
- 1994/**Michael Jackson** and **Lisa-Marie Presley** are married in a ceremony in the Dominican Republic.
- Born: **Stevie Nicks** 1948, **Lenny Kravitz** 1964

— Keith Berman

## Zinescene

## The Beautiful People!

**People** magazine lists its annual "50 Most Beautiful People," and chances are your significant other didn't make the cut. However, several musicians are listed, including R&B singer **Craig David**, Grammy darling **Alicia Keys**, Colombian crossover star **Shakira**, pop sprite **Mandy Moore**, country diva **Chely Wright**, TV star and animal trainer **Sharon Osbourne** and relative unknown **Britney Spears**.

"When I roll out of bed and wear mismatched clothes and socks with holes in them, and my hair's a mess, and I sit around and watch TV with people I'm so relaxed with, I couldn't care less. That's when I feel most beautiful," Keys reveals.

For Wright, her looks were initially a problem. "For a long time I had a chip on my shoulder: 'What about the music? I'm a writer. I'm a producer. I'm a singer.' But then I started working with all the tools in my tool belt."

As for the matriarch of *The Osbournes*, looking glamorous for TV got old real quick: "At first I was very self-conscious about looking good. Then I spent the rest of the series with bedhead and no makeup on."

## Bad Girls Club

Supermarket tabloid *The Globe* does a 25-page special on "Hollywood Bad Girls." Songbird **Whitney Houston** is honored for a reported cocaine habit of \$100,000 a year. In a shocker, the levelheaded **Courtney Love** is listed for her drug abuse and overall personality. "Courtney is bitter that people aren't treating her like a star," says an insider. "But she's just an offensive, dirty person — and that's exactly the way people see her."

The tabloid also mentions **Madonna**, dubbing her the "first lady of sex." **Janet Jackson** is honored for her passionate bedroom performances, where she likes to experiment with bondage.

But what about former bad girl **Cher**? *The Globe* reports that the singer is starved for sex! Apparently, the diva has been suffering through a dry spell since the mid-1990s. "Cher's charged up with unspent sexual energy," reveals one friend. "She's feeling as randy as Austin Powers."

## Oh Behave, Beyonce!

Speaking of Austin Powers, **Beyonce Knowles** of *Destiny's Child* talks to *Blender* about her role in the third installment of the spy-spoof series. "I'm Foxy Cleopatra, a real '70s chick — she's based on Foxy Brown and Cleopatra Jones. I have a big afro, platforms, leather, big lashes, cool jewelry and a crazy way of talking. My slang and attitude are all '70s."

— Frank Correia



**BETTER LIVING THROUGH CHEMISTRY** — Noel Gallagher (*lying down*) delicately describes *Oasis'* forthcoming album, *Heathen Chemistry*. "If you're a fan of the band, you'll fuckin' love it. Who gives a fuck about people who aren't fans of Oasis? They can go listen to their *Sum 41* records. Ha ha!" (*Blender*)

So how did the foxy lady prepare for her role? "Along with all the previous *Austin Powers* movies, I watched *Shaft* and all of Pam Grier's films, like *Foxy Brown*. The blaxploitation heroines had a special walk and their own way of pronouncing words, and I tried to capture that. Every day we'd listen to **Burt Bacharach**, **Aretha Franklin** and **Earth, Wind & Fire**."

## Eddie Vedder: New Album, Haircut

**Pearl Jam** have begun writing songs for a new album, tentatively set for release in early 2003, but the real news is the mohawk that frontman **Eddie Vedder** is sporting. "A day or two after I got my hair cut, I was out trying to find a gift for someone, and I was accused of shoplifting, of stealing some earrings! It was definitely the hair."

Vedder's haircut is intended as a form of political protest against the events in Afghanistan. As for the new album? "With **George Bush** turning our government into a corporate monster, it's a good climate for rebellious music." (*Blender*)

## More News Of The New

**Third Eye Blind's** upcoming album, *Crystal Baller*, features **Andrew W.K.** and indie darlings **Moldy Peaches**. But the group aren't about to ditch the mainstream sensibilities that made them so popular. "We write catchy tunes and get a lot of shit for it," says frontman-producer **Stephan Jenkins**. "They hated **The Police** and **Led Zeppelin**. They thought **Kiss** was terrible." (*Entertainment Weekly*)

**Travis Barker**, drummer for **Blink-182**, talks to *Rolling Stone* about **Box Car Racer**, his side project with **Blink** bandmate **Tom DeLonge**. "Sonically, you take the bigness of **Quicksand** guitars, the grooviness of **Fugazi**, and the break beats of a retarded drummer." Dude, you said it, not us.

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

| Plays |  |
|-------|--|
| 33    | SHAKIRA Underneath Your Clothes                |
| 33    | NAS One Mic                                    |
| 32    | PINK Don't Let Me Get Me                       |
| 32    | P. DIDDY /USHER & LODI I Need A Girl           |
| 31    | BUSTA RHYMES /P. DIDDY... Pass The Courvoisier |
| 30    | NO DOUBT Hellz Bells                           |
| 22    | GOD GOD DOLLS Here Is Gone                     |
| 21    | MICHELLE BRANCH All You Wanted                 |
| 21    | LUDACRIS Saturdays (Ooh...)                    |
| 21    | ALICIA KEYS How Come You Don't Call Me?        |
| 20    | MOBY We Are All Made Of Stars                  |
| 20    | UNWRITTEN LAW Seein' Red                       |
| 20    | SUM-41 What We're All About                    |
| 20    | LINKIN PARK Points Of Authority                |
| 20    | PUDDLE OF MUDD Drift & Die                     |
| 20    | NAPPY ROOTS Awwaw                              |
| 19    | MUSIQ Halfcrazy                                |
| 19    | ANGIE STONE Wish I Didn't Miss You             |
| 19    | ASHANTI Foolish                                |
| 17    | MARY J. BLIGE /JA RULE Rainy Dayz              |
| 14    | USHER U Don't Have To Call                     |
| 13    | DASHBOARD CONFSSIONAL Screaming Infidelities   |
| 12    | KORN Here To Stay                              |
| 12    | TWEET /MISSY ELLIOTT Oops (Oh My!)             |
| 12    | BRANDY Full Moon                               |
| 11    | VANESSA CARLTON A Thousand Miles               |
| 11    | LIL' BOW WOW Take Ya Home                      |
| 11    | CHAD KROEGER /JOSEY SCOTT Hero                 |
| 10    | TRUTH HURTS Addictive                          |
| 10    | JOHN MAYER No Such Thing                       |
| 9     | B2K Uh-Huh                                     |
| 9     | BRITNEY SPEARS Overprotected                   |
| 9     | INCUBUS Warning                                |
| 9     | N.E.R.D. Rock Star                             |
| 9     | HOBBASTANK Running Away                        |
| 8     | FAT JOE /ASHANTI What's Luv?                   |
| 8     | ALIEN ANT FARM Attitude                        |
| 8     | PAUL McCARTNEY Lonely Road                     |
| 8     | SHERYL CROW Soak Up The Sun                    |
| 7     | AVANT Makin' Good Love                         |
| 7     | ALI Boughtto                                   |
| 7     | EMINEM Without Me                              |
| 6     | G. DEP Special Delivery                        |
| 6     | WHITE STRIPES Fell In Love With A Girl         |
| 6     | RES They-Say Vision                            |
| 6     | GODSMACK I Stand Alone                         |
| 6     | TRIK TURNER Friends + Family                   |
| 6     | AVRIL LAVIGNE Complicated                      |
| 5     | X-ECUTIONERS It's Goin' Down                   |
| 5     | IMX First Time                                 |

Video playlist for the week ending May 4.

75 million households



Paul Marszalek  
VP/Music Programming

| Plays |   |
|-------|---|
| 23    | ADD S                                   |
| 23    | 311 Amber                               |
| 23    | ANASTACIA One Day In Your Life          |
| 22    | MARC ANTHONY I've Got You               |
| 23    | GOD GOD DOLLS Here Is Gone              |
| 23    | SHAKIRA Underneath Your Clothes         |
| 22    | SHERYL CROW Soak Up The Sun             |
| 22    | CELINE DION A New Day Has Come          |
| 22    | PINK Don't Let Me Get Me                |
| 17    | NO DOUBT Hellz Bells                    |
| 17    | THE CORRS /BONO When The Stars Go Blue  |
| 16    | JIMMY EAT WORLD The Middle              |
| 16    | MOBY We Are All Made Of Stars           |
| 16    | JENNIFER LOPEZ Alive                    |
| 16    | CHAD KROEGER /JOSEY SCOTT Hero          |
| 16    | JOHN MAYER No Such Thing                |
| 15    | NICKELBACK Too Bad                      |
| 14    | VANESSA CARLTON A Thousand Miles        |
| 14    | LIL' BOW WOW Take Ya Home               |
| 14    | MARY J. BLIGE /JA RULE Rainy Dayz       |
| 14    | JEWEL Break Me                          |
| 13    | FIVE FOR FIGHTING Easy...               |
| 13    | LENNY KRAVITZ Stillness Of Heart        |
| 12    | MICHELLE BRANCH All You Wanted          |
| 12    | DIRTY VEGAS Days Go By                  |
| 8     | COURSE OF NATURE Caught In The Sun      |
| 8     | CALLING Adrienne                        |
| 8     | BRANDY Full Moon                        |
| 8     | NDRAH JONES Don't Know Why              |
| 7     | ALICIA KEYS How Come You Don't Call Me? |
| 7     | RES They-Say Vision                     |
| 7     | TOMMY LEE Hold Me Down                  |
| 7     | PAUL McCARTNEY Your Loving Flame        |
| 5     | TWEET /MISSY ELLIOTT Oops! (Oh My)      |
| 4     | MUSIQ Halfcrazy                         |
| 4     | TENACIOUS D Tribute                     |
| 4     | WHITE STRIPES Fell In Love With A Girl  |
| 3     | USHER U Don't Have To Call              |
| 3     | BADLY DRAWN BOY Something To Talk About |
| 3     | ZERO 7 Destiny                          |
| 3     | CRAIG DAVID Walking Away                |
| 2     | ANGIE STONE Wish I Didn't Miss You      |
| 1     | RAPHAEL SAAQID /D'ANGELO Be Here        |
| 1     | JILL SCOTT Gimme                        |
| 1     | ASHANTI Foolish                         |

Video airplay for May 13-19.

36 million households



Cindy Mahmood  
VP/Music Programming & Entertainment

| Plays |  |
|-------|--|
| 23    | VIDEO PLAYLIST                                 |
| 23    | MARY J. BLIGE /JA RULE Rainy Dayz              |
| 23    | BUSTA RHYMES /P. DIDDY... Pass The Courvoisier |
| 23    | CAM'RON /JUELZ SANTANA Oh Boy                  |
| 23    | JA RULE /CHARLI BALTIMORE Down                 |
| 23    | NAPPY ROOTS Awwaw                              |
| 23    | KHIA My Neck, My Back...                       |
| 23    | YING YANG TWINS Say I Yi Yi                    |
| 23    | EMINEM Without Me                              |
| 23    | IRV GOTTI PRESENTS... Down 4 U                 |

Video playlist for the week ending May 12.

55 million households



Peter Cohen  
VP/Programming

| Plays |   |
|-------|---|
| 23    | RAP ADDS                                    |
| 23    | LIL' ROMEO 2 Way                            |
| 23    | AFLU-RA Hip-Hop                             |
| 23    | KHIA My Neck, My Back...                    |
| 23    | WYCLEF JEAN /CLAUDETTE ORTIZ Two Wrongs     |
| 23    | IRV GOTTI PRESENTS... Down 4 U              |
| 23    | P. DIDDY /GINUWINE... I Need A Girl Part II |
| 23    | POP ADDS                                    |
| 23    | P. DIDDY /GINUWINE... I Need A Girl Part II |
| 23    | WYCLEF JEAN /CLAUDETTE ORTIZ Two Wrongs     |
| 23    | MARIO Just A Friend                         |
| 23    | THE CORRS /BONO When The Stars Go Blue      |
| 23    | NEW FOUND GLORY My Friends Over You         |
| 23    | PAULINA RUBIO Don't Say Goodbye             |
| 23    | LIL' ROMEO 2 Way                            |
| 23    | MARC ANTHONY I've Got You                   |
| 23    | URBAN ADDS                                  |
| 23    | P. DIDDY /GINUWINE... I Need A Girl Part II |
| 23    | TWEET Call Me                               |
| 23    | WYCLEF JEAN /CLAUDETTE ORTIZ Two Wrongs     |
| 23    | THICKE When I Get You Alone                 |
| 23    | FUNDISHA Live Your Life                     |
| 23    | RHYTHMIC ADDS                               |
| 23    | NO ADDS                                     |
| 23    | ROCK ADDS                                   |
| 23    | DDGWIDD Building A Better Me                |
| 23    | AMERICAN HEAD CHARGE Just So You Know       |
| 23    | TRUST COMPANY Downfall                      |
| 23    | NEW FOUND GLORY My Friends Over You         |
| 23    | CORNERSHOP Lessons Learned From...          |
| 23    | STRUNG OUT Cemetery                         |

Adds for the week of May 13.

| Plays |  |
|-------|--|
| 23    | DASHBOARD CONFSSIONAL Screaming Infidelities |
| 23    | ZERO 7 Destiny                               |
| 23    | PHANTOM PLANET California                    |
| 23    | JOHN MAYER No Such Thing                     |
| 23    | NAS One Mic                                  |
| 23    | MOBY We Are All Made Of Stars                |
| 23    | NDRAH JONES Don't Know Why                   |
| 23    | QUARASHI Stick Em Up                         |
| 23    | WHITE STRIPES Fell In Love With A Girl       |
| 23    | HIVES Hate To Say I Told You So              |
| 23    | INCUBUS Warning                              |
| 23    | MUSIQ Halfcrazy                              |
| 23    | 311 Amber                                    |
| 23    | LOST PROPHETS Shinobi Vs...                  |
| 23    | LUDACRIS Saturday (Ooh...)                   |
| 23    | NAPPY ROOTS Awwaw                            |
| 23    | B.R.M.C. Love Burns                          |

David Cohn  
General Manager



| Plays |  |
|-------|--|
| 23    | CAM'RON /JUELZ SANTANA Oh Boy                  |
| 23    | BUSTA RHYMES /P. DIDDY... Pass The Courvoisier |
| 23    | APEX THEORY Shhh... (Hope Diggy)               |
| 23    | NO DOUBT Hellz Bells                           |
| 23    | MAXWELL This Woman's Work                      |
| 23    | ALIEN ANT FARM Attitude                        |
| 23    | DIRTY VEGAS Days Go By                         |
| 23    | ANDREW W.K. Party Hard                         |

Video playlist is frozen.



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

## ADD S

KENNY CHESNEY The Good Stuff  
STEVE AZAR I Don't Have To Be Me (Til Monday)

## TOP 20

|    |  |
|----|--|
| 1  | TOBY KEITH My List                           |
| 2  | TRAVIS TRITT Modern Day Bonnie And Clyde     |
| 3  | ALISON KRAUSS /UNION STATION Let Me Touch... |
| 4  | WILLIE NELSON /LEE ANN WOMACK Mendocino...   |
| 5  | CARDLYN DAWN JOHNSON I Don't Want You To Go  |
| 6  | EMERSON DRIVE I Should Be Sleeping           |
| 7  | GARY ALLAN The One                           |
| 8  | BRAD PAISLEY I'm Gonna Miss Her              |
| 9  | KENNY CHESNEY Young                          |
| 10 | TAMMY COCHRAN I Cry                          |
| 11 | REBA MCENTIRE Sweet Music Man                |
| 12 | DARRYL WORLEY I Miss My Friend               |
| 13 | GARTH BROOKS & TRISHA YEARWOOD Squeeze Me In |
| 14 | MONTGOMERY GENTRY Didn't I                   |
| 15 | TRACE ADKINS Help Me Understand              |
| 16 | ALAN JACKSON Drive (For Daddy Gene)          |
| 17 | BRANDY Full Moon                             |
| 18 | CHELY WRIGHT Jezebel                         |
| 19 | TOMMY SHANE STEINER What If She's An Angel   |
| 20 | NICKEL CREEK A Lighthouse's Tale             |
| 21 | TIM MCCRAW Angel Boy                         |

## HEAVY

|   |  |
|---|--|
| 1 | ALAN JACKSON Drive (For Daddy Gene)          |
| 2 | ALISON KRAUSS /UNION STATION Let Me Touch... |
| 3 | BRAD PAISLEY I'm Gonna Miss Her              |
| 4 | CARDLYN DAWN JOHNSON I Don't Want You To Go  |
| 5 | RASCAL FLATTS I'm Movin' On                  |
| 6 | TRAVIS TRITT Modern Day Bonnie And Clyde     |
| 7 | WILLIE NELSON /LEE ANN WOMACK Mendocino...   |
| 8 | TOBY KEITH My List                           |

## HOT SHOTS

|   |   |
|---|---|
| 1 | BROOKS & DUNN My Heart Is Lost To You         |
| 2 | JOANNA JANET Since I've Seen You Last         |
| 3 | KENNY CHESNEY The Good Stuff                  |
| 4 | STEVE AZAR I Don't Have To Be Me (Til Monday) |

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

Playlist is frozen.



14.3 million households

## ADD S

KENNY CHESNEY Young  
SHEDDISY Get Over Yourself  
STEVE AZAR I Don't Have To Be Me (Til Monday)

## TOP 10

|    |  |
|----|--|
| 1  | KENNY CHESNEY Young                          |
| 2  | BRAD PAISLEY I'm Gonna Miss Her              |
| 3  | TOBY KEITH My List                           |
| 4  | ALAN JACKSON Drive (For Daddy Gene)          |
| 5  | RASCAL FLATTS I'm Movin' On                  |
| 6  | TRICK PONY Just What I Do                    |
| 7  | ANDY GRIGGS Tonight I Wanna Be Your Man      |
| 8  | GARY ALLAN The One                           |
| 9  | DARRYL WORLEY I Miss My Friend               |
| 10 | GARTH BROOKS & TRISHA YEARWOOD Squeeze Me In |

Playlist is frozen.

# TELEVISION

## TOP TEN SHOWS

April 29-May 5

| Total Audience (105.5 million households) | Adults 18-34                  |
|---|-------------------------------|
| 1   | CSI                           |
| 2   | E.R.                          |
| 3   | Friends                       |
| 4   | NBC: 75th Anniversary Special |
| 5   | Friends (8:30pm)              |
| 6   | Survivor: Marquesas           |
| 7   | Law & Order                   |
| 8   | Everybody Loves Raymond       |
| 9   | West Wing                     |
| 10  | Third Watch                   |

Source: Nielsen Media Research

## COMING NEXT WEEK

### Friday, 5/10

• Remy Shand, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

### Saturday, 5/11

• Eminem, *Saturday Night Live* (NBC, check local listings for time).  
• Joe, *Showtime at the Apollo* (check local listings for time and channel).

### Sunday, 5/12

• Celine Dion, *Behind the Music* (VH1, 8pm ET/PT).

### Monday, 5/13

• Diana Krall, *The Tonight Show With Jay Leno* (NBC, check local listings for time).  
• Liza Minnelli, *Late Show With David Letterman* (CBS, check local listings for time).  
• 311, *Last Call With Carson Daly* (NBC, check local listings for time).

### Tuesday, 5/14

• Dave Matthews Band, *Jay Leno*.  
• Al Green, *David Letterman*  
• Gov't Mule, *Craig Kilborn*.  
• Alien Ant Farm, *Carson Daly*.  
• Angelique Kidjo, *Politically In-*

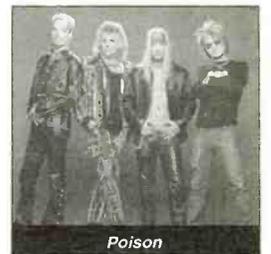
correct *With Bill Maher* (ABC, check local listings for time).

### Wednesday, 5/15

• Ray Charles, *Jay Leno*.  
• P. Diddy, *Late Night With Conan O'Brien* (NBC, check local listings for time).  
• Ben Harper, *Carson Daly*.

### Thursday, 5/16

• Cher guest-stars on the season finale of NBC's *Will & Grace* (9pm ET/PT).  
• Billy Bob Thornton performs on *Jay Leno*.  
• X-ecutioners featuring Xzibit, *David Letterman*



Poison

• Poison, *Carson Daly*.  
— Julie Gidlow

# FILMS

## BOX OFFICE TOTALS

May 3-5

| Title | Distributor                             | \$ Weekend | \$ To Date |
|-------|---|------------|------------|
| 1     | <i>Spider-Man</i> (Sony)*               | \$114.8    | \$114.8    |
| 2     | <i>The Scorpion King</i> (Universal)    | \$9.04     | \$74.25    |
| 3     | <i>Changing Lanes</i> (Paramount)       | \$5.33     | \$52.08    |
| 4     | <i>Murder By Numbers</i> (WB)           | \$3.62     | \$23.89    |
| 5     | <i>L...e Or Something Like It</i> (FOX) | \$3.18     | \$10.92    |
| 6     | <i>The Rookie</i> (Buena Vista)         | \$3.12     | \$64.89    |
| 7     | <i>Deuces Wild</i> (MGM/UA)*            | \$2.70     | \$2.70     |
| 8     | <i>Ice Age</i> (FOX)                    | \$2.36     | \$169.03   |
| 9     | <i>Jason X</i> (New Line)               | \$2.30     | \$10.25    |
| 10    | <i>Panic Room</i> (Sony)                | \$2.08     | \$90.96    |

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

COMING ATTRACTIONS: This week's openers include *The New Guy*, starring DJ Qualls and recording artist Lyle Lovett. Look sharp for supporting appearances by *Vanilla Ice* (as Record Store Manager No. 1) as well as Tommy Lee and Henry Rollins. Mystikal performs the title cut on the film's Epic soundtrack, which also contains *Simple Plan's* "I'm Just a Kid," *Juvenile's* "Keep the Party Goin',"

OutKast's "So Fresh, So Clean," B2K's "Uh Huh," *Rehab's* "So Dizzy," *OPM's* "Breakout," *JT Money's* "Hi-Lo," *Wheatus's* "Dark Side" and *Vertical Horizon's* "Heart in Hand." Cover tunes by *Eve 6* (The Kinks' "You Really Got Me"), *Nine Days* (Climax Blue Band's "I Love You") and *SR-71* (Dazz Band's "Let It Whip") complete the package.

— Julie Gidlow



**AL PETERSON**  
alpeterson@rronline.com

# Lifestage Demographics

□ Are traditional demographics still the best strategy for selling?

**Y**ou have to learn to think outside the box! How many times have you heard those words when it comes to meeting the daily challenges of your job in our constantly changing industry?

But that's just what consultant **Valerie Geller** has been doing lately as she asks broadcasters, "Are traditional demos still the best selling strategy for your radio station's future?"



**Valerie Geller**

Geller contends that, in today's world, it's not so much age that indicates similarities and differences between people, it's what stage of life they're experiencing. "It hit me during a focus group," says Geller. "I noticed one of our participants, a young woman in her early 20s, saying hello to a 51-year-old on her way out. As they began to chat, the years between them melted away. Both had young children and attended the same 'Mommy and Me' classes. Both were buying minivans and had stayed at the same hotel in Disney World.

"Although they were generations apart, they shared the same lifestage. They're a prime exam-

ple of what I call 'Lifestage Demographics.'"

### Think Nontraditionally

At this year's R&R Talk Radio Seminar Geller explained why she believes that broadcasters need to rethink the traditional way of looking at the audience by age demographics. "The traditional demographic breakdowns that we've worked with in the past are no longer relevant," she said.

"Our society and culture are changing, and the audience is changing right along with it. If radio is going to continue to grow, develop and powerfully connect to the audience, it may be time to rethink how we look at the audience breakdown."

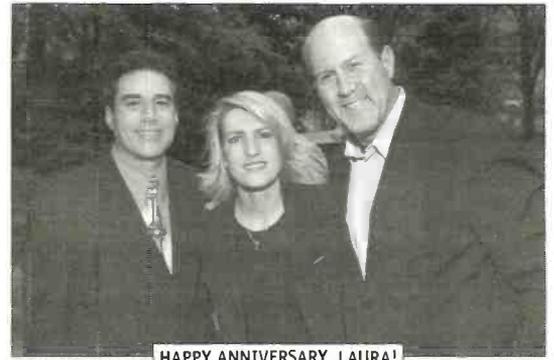
Geller's suggestion that age really doesn't matter when it comes to defining the listening audience was welcomed by TRS 2002 attendees, who often find their stations to be the targets of the criticism that News/Talk's audience shares are too old. "18-34, 12+, 25-54, 55+ — those categorizations simply don't work anymore," Geller said. "Chronological age doesn't mean as much as the

lifestage or lifestyle of the listener.

"Because people are living longer and enjoying active lives and good health, the stereotypes defining an older person's lifestyle are out the window. Cher, Don Henley, Jimmy Buffett, Naomi Judd and Sylvester Stallone will all blow out 55 candles on their birthday cakes this year. The older audience doesn't consider itself to be older."

Geller, who works with a large number of client stations internationally as well as within the U.S., said

**"If radio ignores this new audience fragmentation, we may very well hand over receptive consumers to other media."**



**HAPPY ANNIVERSARY, LAURA!**

Westwood One talk host Laura Ingraham celebrated her program's first anniversary in national syndication at a party held in her honor last week. Enjoying the festivities are (l-r) Westwood One VP Bart Tessler, Ingraham and Clear Channel Washington, DC VP/GM Bennett Zier.

that after conceiving the Lifestage Demographics idea, she took it on the road to develop and refine it.

"We tried it at stations in other countries like Singapore, Australia, France and Germany," she said. "We began to see clearly that it worked. Within short periods of time, by using this principle, stations began to see increased ratings and revenues. That's when I realized that it was time to bring it home to the United States. After using the concept with a half-dozen or so client stations here, we again saw increased ratings and revenues."

### Categorizing Lifestage Demographics

Geller suggested that the way demographics have traditionally been defined is no longer relevant. "The way that Arbitron and American Demographics have been categorizing audiences is completely defunct in the year 2002," she said. "It means nothing today.

"Fifty-five years old today is not what it was 30 years ago. While

age, gender, nationality and race may define commonality to some extent, they overlook lifestage and common interests, the things that really connect us as people."

To further demonstrate what she meant, Geller cited other media. "The Internet certainly found out that people with common interests will find each other regardless of age, and so have magazines," she pointed out. "Why don't we do that in radio? We do it to some extent, but we tend to paint too broad a stroke on too big a canvas, and, consequently, we're not hitting the mark.

"To find those common interests, we must constantly ask what the listener asks us: W.I.I.F.M. — 'What's in it for me? Touch my life if you want me to pay attention to you.'"

One of the groups Geller identified in her lifestage study is people with kids. "But this group crosses so many different age demographics, it's amazing," she said. "Just look at some of the magazines targeting this group to see what I mean. There's *Working Mother*, *Parents Magazine*, *Redbook*,

**www.espnradio.com GET THE STATS!**

**972-991-9200 FOR PROGRAMMING INFORMATION!**

# THE #1 SPORTS RADIO NETWORK!

**Dan Patrick**  
MONDAY - FRIDAY  
1PM - 4PM ET

**ESPN RADIO**

**Troy Kozlowski**  
MONDAY - FRIDAY  
10AM - 1PM ET

**BOWL CHAMPIONSHIP SERIES**

**Mike & Mike**  
Weekdays 6-10am ET  
in the morning

**ESPN RADIO**  
THE NBA ON ESPN RADIO

**NFL ON ESPN RADIO**

*Mother and Child* and many, many others. All you have to do is look at the ads in them to see which parents they are targeting — not by age, but by lifestyle, when it comes to their children.”

Other special-interest groups that Geller went on to define included renters and home-buyers, singles and loners, committed couples, people with good health and those with poor health. “Radio is beginning to get this, but it’s cable television that has really embraced it,” she said. “There’s the Golf Channel, the Food Channel, channels for pet lovers, even *Antiques Roadshow*.”

“Anything that attracts a group of people with special interests becomes a lifestyle demographic. In all of these categories, it doesn’t matter how many years of living you have under your belt. What really matters is what lifestyle you are in and what you have in common with others experiencing that same lifestyle. That is what people in all of these groups have in common, not their chronological ages.”

**Small Life Circles**

Geller said that her lifestyle research showed that most listeners have a relatively small life circle, meaning that they connect deeply with a core group of only 15 to 18 people during the course of a given week.

“Think about your own life,” she suggested. “If you were being given a surprise birthday party tomorrow, the 18 people there would probably be your core group. They can be family, friends and co-workers, but they all have one thing in common: They are people with whom you share many lifestyle traits, and you know what they think about things.”

Geller said that she also found that many of the most popular Talk radio hosts are considered by most listen-

ers to be the “19th, 20th or 21st person in their core group” because they are people whom the listeners feel a connection with, get ideas from, spend time with and have fun with. These hosts were chosen by listeners not because of their appeal to a given demographic age group, but primarily because of their appeal to the listeners’ lifestyle.

Geller also pointed out that using Lifestyle Demographics doesn’t necessarily mean excluding one lifestyle group in favor of another. “We live in a culture that is multi-lifestyle,” she said. “You may be a homeowner, and your best friend may live in an apartment, but the two of you can still connect deeply even if you have lifestyle areas that are not the same because there will always be common areas where you can and will connect.

**“While age, gender, nationality and race may define commonality to some extent, they overlook lifestyle and common interests, the things that really connect us as people.”**

“This is a relatively new idea, and the material is new, so I can’t easily tell you exactly how to go back to your station and begin implementing these concepts today. What I can tell you is that our research is showing us that it is

something that is real. It’s happening, and you need to begin to think about it now and how it applies to your station and hosts. If we ignore it, we’ll be left behind like steamboat captains were when the railroads took over.”

This kind of research isn’t complicated or mystical, according to Geller. “Research is simply asking people a list of questions about what they think about things,” she said. “Then you ask some more people and some more after that and begin to look for trends among your audience. That’s all it really is.

“If you want to know about your station’s home-advice show, pick out a cross section of listeners in that lifestyle group and ask them about it. On the other hand, if a woman listener says that she doesn’t like that your therapist’s show talks about sex but that listener has never been married or dated, she’s probably not the best person to be asking about that particular show.”

**A Whole New World**

Geller repeated that lifestyles cannot be defined by traditional demographics, yet she said that many who are responsible for ad buys on our stations continue to ignore that fact. “It’s a new world,” she said. “Ironically, the very people who ought to be aware of this — the young people who are making the key decisions about advertising buys — are doing so without an awareness of how listeners and consumers in different lifestyles actually live. That’s especially true when it comes to older listeners.

“At radio, a practical understanding of the listeners’ various lifestyles can not only help you with content and show prep direction for programming, but also with specific targeting for sales presentations. Superserving a life-

**“The traditional demographic breakdowns that we’ve worked with in the past are no longer relevant. If radio is going to continue to grow, develop and powerfully connect to the audience, it may be time to rethink how we look at the audience breakdown.”**

stage can even help production directors create better and more successful commercials that will get better results for your clients.”

Geller cited targeting the homeowner lifestyle group as an example. “If you are targeting homeowners, it’s useful to know that many couples not only spend huge amounts of money at Home Depot, they also make up to four trips there or to the local hardware store in a single weekend — but not just to buy things. They go back again and again to return items that didn’t fit correctly or to have additional questions answered.

“Another example is insurance. For those account execs out there pitching insurance agencies, it’s helpful to be aware that many lifestyle singles simply don’t buy life insurance. That purchase most often comes after they have kids.”

**Special-Interest Markets**

Geller mentioned a recent article in the *Hollywood Reporter* that reminded her that the magazine-publishing world has learned the concept of lifestyle demos better than the radio industry over the past 40 years. “Magazines have migrated from their mass-circulation, one-size-fits-all editorial content to today’s multiple, small-niche special-interest markets,” she said.

“These focused publications do

have definable characteristics, but they set their foundations on the common interests of their readers. In this age of continual reassessment of the entire advertising and programming equation, it is time to get rid of demographics as a marketing strategy.

“Demographics are characteristics of people — age, sex, address, race, religion, gender and nationality. While these characteristics do define commonality, they completely overlook common interests and lifestyles.

“The article also reminds us that common interests elevate awareness for commercials. Advertising in special-interest media is as interesting to the audience as editorial content. That means less of the ad dollar is being spent on simply getting attention and more of it goes into defining the message.

“If radio ignores this new audience fragmentation, we may very well hand over receptive consumers to other media. I believe that it may be time for all of us to redefine demographics as a marketing strategy and go with special interests and Lifestyle Demographics instead.”

*Valerie Geller can be reached at 212-580-3385, on the web at www.gellermedia.com or via e-mail at vgeller@aol.com.*



**Are you endorsing Body Solutions?**

**YOU SHOULD BE!**

**For more information please call: (210)477-4745**

## 12+ WINTER 2002 ARBITRON RESULTS

### Baltimore - #20

| Station (Format)     | Owner         | Fa '01 | Wi '02 |
|----------------------|---------------|--------|--------|
| WPOC-FM (Country)    | Clear Chan.   | 7.1    | 8.8    |
| WERQ-FM (CHR/Rhy)    | Radio One     | 7.9    | 7.8    |
| WBAL-AM (N/T)        | Hearst-Argyle | 7.3    | 5.4    |
| WLIF-FM (AC)         | Infinity      | 4.2    | 5.4    |
| WQSR-FM (Oldies)     | Infinity      | 5.7    | 5.3    |
| WWIN-FM (Urban AC)   | Radio One     | 5.2    | 4.9    |
| WXV-FM (CHR/Rhy)*    | Infinity      | 4.2    | 4.6    |
| WWMX-FM (Hot AC)     | Infinity      | 3.8    | 4.3    |
| WIYY-FM (Act. Rock)  | Hearst-Argyle | 4.4    | 3.9    |
| WCAO-AM (Gospel)     | Clear Chan.   | 2.6    | 3.3    |
| WHFS-FM (Alt.)       | Infinity      | 4.5    | 3.3    |
| WDOCT-FM (Cl. Rock)  | Clear Chan.   | 3.1    | 2.8    |
| WCBM-AM (N/T)        | M-10 Br.      | 3.2    | 2.4    |
| WPGC-FM (CHR/Rhy)    | Infinity      | 1.5    | 2.1    |
| WRBS-FM (Inspirat.)  | Peter & John  | 1.9    | 1.7    |
| WWOC-FM (Alt.)       | Clear Chan.   | 1.4    | 1.5    |
| WZBA-FM (Rock AC)    | Shamrock      | 1.5    | 1.5    |
| WWLG-AM (Adult Std.) | M-10 Br.      | 1.4    | 1.4    |
| WTDJ-FM (News)       | Bonneville    | 1.2    | 1.3    |
| WJFK-AM (Alt.)       | Infinity      | 1.2    | 1.2    |
| WHUR-FM (Urban AC)   | Howard Univ.  | 1.1    | 1.0    |
| WROX-FM (Hot AC)     | ABC           | 1.2    | 1.0    |

\* Evolved from CHR/Pop during January

### Portland, OR - #24

| Station (Format)       | Owner       | Fa '01 | Wi '02 |
|------------------------|-------------|--------|--------|
| KKCW-FM (AC)           | Clear Chan. | 6.3    | 6.1    |
| KKSN-FM (Oldies)       | Entercom    | 4.6    | 5.8    |
| KUPL-FM (Country)      | Infinity    | 5.4    | 5.8    |
| KXJM-FM (CHR/Rhy)      | Rose City   | 5.0    | 5.3    |
| KKRZ-FM (CHR/Pop)      | Clear Chan. | 3.8    | 5.1    |
| KUFO-FM (Act. Rock)    | Infinity    | 4.4    | 4.7    |
| KGON-FM (Cl. Rock)     | Entercom    | 4.7    | 4.4    |
| KINK-FM (Triple A)     | Infinity    | 4.3    | 4.4    |
| KEX-AM (Full Serv.)    | Clear Chan. | 5.4    | 4.1    |
| KNRK-FM (Alt.)         | Entercom    | 3.7    | 4.1    |
| KWJJ-FM (Country)      | Fisher      | 4.6    | 4.1    |
| KVMX-FM ('80s)         | Infinity    | 3.4    | 3.5    |
| KXL-AM (N/T)           | Rose City   | 4.1    | 3.4    |
| KRSK-FM (Hot AC)       | Entercom    | 3.3    | 2.9    |
| KLTH-FM (AC)*          | Infinity    | 3.1    | 2.7    |
| KFIS-FM (Christ. AC)   | Salem       | 2.3    | 2.1    |
| KKSN-AM (Adult Std.)   | Entercom    | 1.4    | 2.0    |
| KOTK-AM (Talk)         | Fisher      | 1.0    | 1.6    |
| KTLK-AM (Talk)**       | Clear Chan. | 0.5    | 1.5    |
| KFXN-AM (Sports)       | Entercom    | 1.3    | 1.2    |
| KSTE-FM (Hot AC)       | Clear Chan. | 1.7    | 1.2    |
| KWIP-AM (Reg. Mex.)    | Jupiter     | 0.6    | 1.2    |
| KPDQ-FM (Christ. Talk) | Salem       | 1.2    | 1.1    |

\* Was KKJZ-FM (Smooth Jazz) until January

\*\* Was KOBZ-AM until January

### San Antonio - #31

| Station (Format)     | Owner       | Fa '01 | Wi '02 |
|----------------------|-------------|--------|--------|
| KISS-FM (Act. Rock)  | Cox         | 7.1    | 8.5    |
| KBBT-FM (CHR/Rhy)    | Hispanic    | 6.7    | 7.1    |
| KCYY-FM (Country)    | Cox         | 5.9    | 5.5    |
| KONO-FM (Oldies)     | Cox         | 4.7    | 5.5    |
| KAJA-FM (Country)    | Clear Chan. | 4.5    | 5.4    |
| KQXT-FM (AC)         | Clear Chan. | 5.0    | 5.2    |
| KXXM-FM (CHR/Pop)    | Clear Chan. | 4.0    | 4.9    |
| KXTN-FM (Tejano)     | Hispanic    | 4.6    | 4.4    |
| WDAI-AM (N/T)        | Clear Chan. | 6.2    | 4.4    |
| KTFM-FM (CHR/Rhy)    | Infinity    | 3.7    | 4.1    |
| KZEP-FM (Cl. Rock)   | Lotus       | 4.5    | 3.5    |
| KTSA-AM (N/T)        | Infinity    | 3.6    | 3.4    |
| KSMG-FM (Hot AC)     | Cox         | 4.0    | 3.2    |
| KROM-FM (Reg. Mex.)  | Hispanic    | 3.5    | 2.9    |
| KCJZ-FM (CHR/Rhy)    | Cox         | 2.7    | 2.4    |
| KLEY-FM (Reg. Mex.)  | SBS         | 2.2    | 2.4    |
| KCDR-FM (Span. AC)   | Hispanic    | 1.9    | 1.8    |
| KKXY-AM (Country/O)  | Cox         | 1.7    | 1.8    |
| KLUP-AM (Adult Std.) | Salem       | 1.3    | 1.8    |
| KSJL-A/F (Urban)     | Clear Chan. | 1.0    | 1.5    |
| KTKR-AM (Sports)     | Clear Chan. | 0.8    | 1.5    |
| KCDR-AM (Span. N/T)  | Hispanic    | 0.8    | 1.0    |

### Tampa-

### St. Petersburg - #21

| Station (Format)         | Owner       | Fa '01 | Wi '02 |
|--------------------------|-------------|--------|--------|
| WOUV-FM (Soft AC)        | Cox         | 9.2    | 9.8    |
| WQYK-FM (Country)        | Infinity    | 6.8    | 6.8    |
| WLLD-FM (CHR/Rhy)        | Infinity    | 6.0    | 6.4    |
| WFLA-AM (N/T)            | Clear Chan. | 6.7    | 5.2    |
| WFLZ-FM (CHR/Pop)        | Clear Chan. | 6.7    | 5.1    |
| WGUL-A/F (Adult Std.)    | WGUL Inc.   | 3.4    | 4.6    |
| WSJT-FM (Sm. Jazz)       | Infinity    | 3.9    | 4.4    |
| WXTB-FM (Act. Rock)      | Clear Chan. | 5.0    | 4.3    |
| WWRM-FM (AC)             | Cox         | 4.8    | 4.1    |
| WPOI-FM ('80s)*          | Cox         | 2.4    | 3.8    |
| WSUN-FM (Alt.)           | Cox         | 3.1    | 3.7    |
| WTBT-FM (Cl. Rock)       | Clear Chan. | 2.7    | 3.4    |
| WMTX-FM (AC)**           | Clear Chan. | 4.2    | 3.2    |
| WRBQ-FM (Country)        | Infinity    | 2.5    | 3.2    |
| WYUU-FM (Oldies)         | Infinity    | 2.0    | 3.2    |
| WSSR-FM (Hot AC)         | Clear Chan. | 3.3    | 2.6    |
| WHPT-FM (Cl. Rock)       | Cox         | 1.8    | 2.5    |
| WDAE-AM (Sports)         | Clear Chan. | 1.6    | 2.3    |
| WTMP-AM (Urban)          | PSI Com.    | 1.8    | 2.3    |
| WBBY-FM (Cl. Hits)***    | Cox         | 2.8    | 1.8    |
| WMGG/WTMP (Tropical)**** | Mega        | 0.8    | 1.3    |
| WQYK-AM (Sports)         | Infinity    | 0.9    | 1.0    |

\* Was Rhythmic Oldies until December; WFJQ-FM until February

\*\* Evolved from Hot AC during January

\*\*\* Evolved from Rock AC during November

\*\*\*\* WTMP-FM was WMGG-FM until January

### Cincinnati - #26

| Station (Format)     | Owner       | Fa '01 | Wi '02 |
|----------------------|-------------|--------|--------|
| WLW-AM (Full Serv.)  | Clear Chan. | 11.0   | 9.4    |
| WRRM-FM (AC)         | Susq'hanna  | 6.2    | 7.1    |
| WIZF-FM (Urban)      | Radio One   | 5.1    | 7.0    |
| WKFS-FM (CHR/Pop)    | Clear Chan. | 5.6    | 6.1    |
| WUBE-FM (Country)    | Infinity    | 4.9    | 5.6    |
| WEBN-FM (Rock)       | Clear Chan. | 7.5    | 5.5    |
| WGRR-FM (Oldies)     | Infinity    | 6.6    | 4.9    |
| WMOJ-FM (Rhy/O)      | Susq'hanna  | 3.9    | 4.5    |
| WKRC-AM (Full Serv.) | Clear Chan. | 3.7    | 4.3    |
| WOFX-FM (Cl. Rock)   | Clear Chan. | 4.8    | 4.1    |
| WYGY-FM (Country)    | Salem       | 3.9    | 4.0    |
| WKRQ-FM (Hot AC)*    | Infinity    | 3.5    | 3.9    |
| WVMX-FM (Hot AC)     | Clear Chan. | 3.2    | 3.5    |
| WAQZ-FM (Alt.)       | Infinity    | 2.5    | 2.9    |
| WSAI-AM (Adult Std.) | Clear Chan. | 3.5    | 2.6    |
| WAKW-FM (Christian)  | Pillar/Fire | 0.0    | 1.6    |
| WCKY-AM (AC)         | Clear Chan. | 1.2    | 1.4    |
| WNLT-FM (Christian)  | Baldwin     | 0.9    | 1.3    |

\* Evolved from CHR/Pop during January

### Denver-Boulder - #22

| Station (Format)     | Owner         | Fa '01 | Wi '02 |
|----------------------|---------------|--------|--------|
| KYGO-FM (Country)    | Jeff.-Pilot   | 7.0    | 7.9    |
| KBCO-FM (Triple A)   | Clear Chan.   | 6.4    | 6.8    |
| KOA-AM (N/T)         | Clear Chan.   | 7.4    | 5.3    |
| KOSI-FM (AC)         | Tribune       | 6.3    | 5.1    |
| KQKS-FM (CHR/Rhy)    | Jeff.-Pilot   | 4.7    | 4.6    |
| KRFX-FM (Cl. Rock)   | Clear Chan.   | 5.5    | 4.5    |
| KXKL-FM (Oldies)     | Infinity      | 5.0    | 4.5    |
| KJCO-FM (Sm. Jazz)   | Jeff.-Pilot   | 2.4    | 3.9    |
| KEZW-AM (Adult Std.) | Tribune       | 2.7    | 3.6    |
| KBPI-FM (Act. Rock)  | Clear Chan.   | 4.4    | 3.2    |
| KIMN-FM (Hot AC)     | Infinity      | 2.9    | 3.0    |
| KHOW-AM (N/T)        | Clear Chan.   | 3.2    | 2.9    |
| KTCL-FM (Alt.)       | Clear Chan.   | 2.3    | 2.9    |
| KALC-FM (Hot AC)     | Emmis         | 2.9    | 2.6    |
| KFMO-FM (CHR/Pop)    | Clear Chan.   | 2.3    | 2.6    |
| KKHK-FM (Cl. Rock)   | Tribune       | 2.0    | 2.3    |
| KDJM-FM (Rhy/O)      | Infinity      | 2.2    | 1.9    |
| KKFN-AM (Sports)     | Jeff.-Pilot   | 1.5    | 1.8    |
| KXPK-FM ('80s)       | Emmis         | 2.1    | 1.8    |
| KJMN-FM (Span. AC)   | Entravision   | 1.7    | 1.7    |
| KMXA-AM (Reg. Mex.)  | Entravision   | 2.1    | 1.7    |
| KCKK-AM (Country)    | Jeff.-Pilot   | 1.0    | 1.5    |
| KBNO-AM (Reg. Mex.)  | Latino Com.   | 0.7    | 1.4    |
| KXUU-FM (CHR/Rhy)    | High Peak Br. | 1.3    | 1.4    |
| KNUS-AM (N/T)        | Salem         | 0.7    | 1.1    |
| KJME-AM (Reg. Mex.)  | Montana       | 0.9    | 1.0    |

### Sacramento - #27

| Station (Format)     | Owner       | Fa '01 | Wi '02 |
|----------------------|-------------|--------|--------|
| KFBK-AM (N/T)        | Clear Chan. | 10.1   | 9.3    |
| KNCI-FM (Country)    | Infinity    | 5.6    | 5.6    |
| KRXQ-FM (Act. Rock)  | Entercom    | 4.2    | 4.8    |
| KYMX-FM (AC)         | Infinity    | 4.1    | 4.7    |
| KSEG-FM (Cl. Rock)   | Entercom    | 3.6    | 4.6    |
| KONO-FM (CHR/Pop)    | Entercom    | 3.3    | 4.5    |
| KSSJ-FM (Sm. Jazz)   | Entercom    | 5.4    | 4.3    |
| KSFM-FM (CHR/Rhy)    | Infinity    | 4.8    | 4.1    |
| KWDD-FM (Alt.)       | Royce Int'l | 3.8    | 4.1    |
| KBMB-FM (CHR/Rhy)    | Diamond     | 4.4    | 3.7    |
| KHYL-FM (Urban AC)   | Clear Chan. | 3.3    | 3.3    |
| KSTE-AM (N/T)        | Clear Chan. | 3.2    | 3.3    |
| KHTK-AM (Sports)     | Infinity    | 3.4    | 3.1    |
| KCLL-FM (Oldies)     | Entravision | 3.5    | 3.0    |
| KCTC-AM (Adult Std.) | Entercom    | 3.0    | 3.0    |
| KGBY-FM (AC)         | Clear Chan. | 3.6    | 2.9    |
| KZZO-FM (Hot AC)     | Infinity    | 3.9    | 2.8    |
| KNFS-FM (Christ. AC) | Salem       | 1.9    | 1.7    |
| KXOA-FM (Talk)       | Infinity    | 1.0    | 1.7    |
| KRCX-FM (Reg. Mex.)  | Entravision | 0.7    | 1.3    |
| KRRE-FM (Span. AC)   | Entravision | 1.1    | 1.3    |

### Milwaukee-Racine - #32

| Station (Format)     | Owner          | Fa '01 | Wi '02 |
|----------------------|----------------|--------|--------|
| WTMJ-AM (N/T)        | Journal        | 10.7   | 9.1    |
| WMIL-FM (Country)    | Clear Chan.    | 6.4    | 7.2    |
| WKV-FM (Urban)       | Clear Chan.    | 7.2    | 6.5    |
| WXSS-FM (CHR/Pop)    | Entercom       | 5.2    | 6.1    |
| WMYZ-FM (Hot AC)     | Entercom       | 5.1    | 5.6    |
| WLZR-FM (Act. Rock)  | Saga           | 5.6    | 5.4    |
| WKLF-FM (Cl. Hits)   | Saga           | 6.0    | 5.3    |
| WKTI-FM (AC)*        | Journal        | 5.1    | 4.9    |
| WLTO-FM (AC)         | Clear Chan.    | 5.6    | 4.7    |
| WOKY-AM (Adult Std.) | Clear Chan.    | 5.9    | 4.2    |
| WISN-AM (Talk)       | Clear Chan.    | 4.9    | 4.1    |
| WRIT-FM (Oldies)     | Clear Chan.    | 4.0    | 3.5    |
| WJMR-FM (Urban AC)   | Saga           | 2.1    | 3.3    |
| WJZI-FM (Sm. Jazz)   | Milwaukee      | 2.7    | 3.0    |
| WFMR-FM (Classical)  | Saga           | 2.0    | 2.4    |
| WLUM-FM (Act. Rock)  | Milwaukee      | 1.4    | 2.1    |
| WMCMS-AM (Urban AC)  | Milwaukee      | 1.7    | 1.5    |
| WNOV-AM (Urban)      | Courier        | 1.5    | 1.5    |
| WTKM-A/F (Country)   | Kettle Moraine | 0.6    | 1.3    |
| WFZH-FM (Christ. AC) | Salem          | 0.0    | 1.2    |

\* Evolved from Hot AC during January

### Pittsburgh - #23

| Station (Format)       | Owner       | Fa '01 | Wi '02 |
|------------------------|-------------|--------|--------|
| KOKA-AM (N/T)          | Infinity    | 11.6   | 10.5   |
| WQVE-FM (Rock)         | Clear Chan. | 8.4    | 9.5    |
| WOSY-FM (Country)      | Infinity    | 7.0    | 6.9    |
| WSHH-FM (AC)           | Renda       | 4.7    | 6.0    |
| WJAS-AM (Adult Std.)   | Renda       | 4.9    | 5.5    |
| WBZZ-FM (CHR/Pop)      | Infinity    | 5.7    | 5.4    |
| WXOX-FM (Alt.)         | Clear Chan. | 5.6    | 5.0    |
| WWSW-FM (Oldies)       | Clear Chan. | 4.6    | 4.5    |
| WKST-FM (CHR/Pop)      | Clear Chan. | 4.7    | 3.5    |
| WRRK-FM (Cl. Rock)     | Steel City  | 3.6    | 3.4    |
| WJJJ-FM (Rhy/O)        | Clear Chan. | 4.2    | 3.3    |
| WLTZ-FM (AC)           | Steel City  | 2.9    | 3.0    |
| WZPT-FM (Rock AC)      | Infinity    | 2.5    | 3.0    |
| WAMO-FM (Urban)        | Sheridan    | 3.3    | 2.8    |
| WOGG/WOGI (Country)    | Keymarket   | 1.8    | 2.0    |
| WFAE-AM (Sports)       | ABC         | 1.6    | 1.9    |
| WORO-FM (Christ. Talk) | Salem       | 1.0    | 1.3    |
| WPTT-AM (Talk)         | Renda       | 1.1    | 1.3    |
| KQV-AM (News)          | Calvary     | 1.5    | 1.1    |

### Kansas City - #29

| Station (Format)      | Owner       | Fa '01 | Wi '02 |
|-----------------------|-------------|--------|--------|
| KQRC-FM (Act. Rock)   | Entercom    | 7.9    | 7.8    |
| KPRS-FM (Urban)       | Carter      | 6.9    | 7.5    |
| KFKF-FM (Country)     | Infinity    | 4.5    | 5.6    |
| KMBZ-AM (N/T)         | Entercom    | 4.2    | 5.4    |
| KMXV-FM (CHR/Pop)     | Infinity    | 4.4    | 5.3    |
| WDAF-AM (Country)     | Entercom    | 6.3    | 5.3    |
| KCIY-FM (Sm. Jazz)    | Entercom    | 3.4    | 4.9    |
| KUOL-FM (AC)          | Entercom    | 5.8    | 4.1    |
| KCMO-FM (Oldies)      | Susquehanna | 4.5    | 4.0    |
| KBEQ-FM (Country)     | Infinity    | 3.9    | 3.6    |
| KSRC-FM (AC)          | Infinity    | 4.3    | 3.6    |
| KCFX-FM (Cl. Rock)    | Susquehanna | 4.1    | 3.4    |
| KCHZ-FM (CHR/Pop)     | Syncom      | 3.0    | 3.4    |
| WHB-AM (Sports)       | Union       | 3.5    | 3.4    |
| KRBZ-FM (Hot AC)      | Entercom    | 3.3    | 3.3    |
| KFME-FM (Hot AC)*     | Jesscom     | 2.9    | 3.2    |
| KCMO-AM (N/T)         | Susquehanna | 2.4    | 2.8    |
| KYYS-FM (Cl. Rock)    | Entercom    | 3.9    | 2.5    |
| KMJJ-FM (Urban AC)    | Syncom      | 2.9    | 2.3    |
| KWSJ-AM (Span. Misc.) | Entercom    | 0.7    | 1.2    |
| KXTR-AM (Classical)   | Entercom    | 0.9    | 1.2    |
| KPRT-AM (Gospel)      | Carter      | 1.8    | 1.1    |

\* Evolved from '80s during November

### San Jose - #30

| Station (Format)      | Owner        | Fa '01 | Wi '02 |
|-----------------------|--------------|--------|--------|
| KGO-AM (N/T)          | ABC          | 8.7    | 6.5    |
| KYLO-FM (CHR/Rhy)     | Clear Chan.  | 5.2    | 5.3    |
| KSFO-AM (Talk)        | ABC          | 4.3    | 5.0    |
| KOIT-A/F (AC)         | Bonneville   | 3.9    | 4.5    |
| KCBS-AM (News)        | Infinity     | 5.5    | 4.2    |
| KBRG-FM (Span. AC)    | Entravision  | 3.1    | 4.1    |
| KRTY-FM (Country)     | Empire       | 3.2    | 3.8    |
| KUFY-FM (Cl. Rock)    | Clear Chan.  | 3.1    | 3.6    |
| KLOK-AM (Reg. Mex.)   | Entravision  | 2.9    | 3.4    |
| KARA-FM (AC)          | Empire       | 2.4    | 3.1    |
| KSJO-FM (Rock)        | Clear Chan.  | 2.7    | 3.1    |
| KBAY-FM (AC)          | Infinity     | 3.2    | 3.0    |
| KFRC-A/F (Oldies)     | Infinity     | 2.9    | 2.8    |
| KEZR-FM (Hot AC)      | Infinity     | 3.1    | 2.6    |
| KSOL/KZOL (Reg. Mex.) | Hispanic     | 1.9    | 2.6    |
| KDFC-FM (Classical)   | Bonneville   | 2.5    | 2.5    |
| KKSF-FM (Sm. Jazz)    | Clear Chan.  | 2.2    | 2.3    |
| KFFG/KFOG (Triple A)  | Susquehanna  | 1.6    | 2.2    |
| KITS-FM (Alt.)        | Infinity     | 1.9    | 2.2    |
| KMEL-FM (CHR/Rhy)     | Clear Chan.  | 2.5    | 1.9    |
| KZOZ-FM (CHR/Pop)     | Bonneville   | 2.4    | 1.8    |
| KABL-AM (Adult Std.)  | Clear Chan.  | 1.6    | 1.7    |
| KIOI-FM (Hot AC)*     | Clear Chan.  | 1.5    | 1.7    |
| KNBR-AM (Sports)      | Susquehanna  | 1.9    | 1.6    |
| KCNL-FM (Alt.)        | Clear Chan.  | 1.2    | 1.5    |
| KISQ-FM (Urban AC)    | Clear Chan.  | 1.5    | 1.2    |
| KAZA-AM (Spanish/O)   | Radio Fiesta | 0.7    | 1.0    |
| KSAN-FM (Cl. Rock)    | Susq'hanna   | 0.5    | 1.0    |

\* Evolved from '80s during November

### Format Abbreviations

AC-Adult Contemporary, Adult Std. - Adult Standards, B/EZ-Beautiful/Easy Listening, CHR/Pop - Contemporary Hit Radio/Pop, CHR/Rhy - Contemporary Hit Radio/Rhythmic, Cl. Hits - Classic Hits, Cl. Rock - Classic Rock, Full Serv - Full Service, Hot AC - Hot AC, Misc - Miscellaneous, Reg. Mex. - Regional Mexican, Sm. Jazz - Smooth Jazz Span. AC - Spanish Adult Contemporary, Spanish Con-Spanish Contemporary, Span N/T - Spanish News/Talk, Spanish/O - Spanish Oldies, Triple A - Triple A, Urban/AC - Urban Adult Contemporary, Urban-Urban Contemporary, Urban/O - Urban Oldies.

**SAME-DAY  
RATINGS RESULTS  
ronline.com**



10100 Santa Monica Blvd. Third Floor • Los Angeles CA 90067-4004  
Tel (310) 553-4330 • Fax (310) 203-9763  
www.ronline.com

|  |   |
|--|---|
| EDITOR-IN-CHIEF  | RON RODRIGUES • ronn@ronline.com              |
| EXECUTIVE EDITOR   | JEFF GREEN • jgreen@ronline.com               |
| MANAGING EDITOR  | RICHARD LANGE • rlange@ronline.com            |
| MUSIC EDITOR   | STEVE WONSIEWICZ • swonz@ronline.com          |
| NEWS EDITOR  | JULIE GIDLOW • jgidlow@ronline.com            |
| RADIO EDITOR   | ADAM JACOBSON • jacobson@ronline.com          |
| RESEARCH DIRECTOR  | HURRICANE HEERAN • ratings@ronline.com        |
| ASSISTANT MANAGING EDITOR  | BRIDA CONNOLLY • bride@ronline.com            |
| SENIOR ASSOCIATE EDITOR/MUSIC  | FRANK CORREIA • fcorreia@ronline.com          |
| <b>FORMAT EDITORS</b>  |   |
| AC EDITOR  | KID KELLY • kkelly@ronline.com                |
| ALTERNATIVE EDITOR   | JIM KERR • jimker@ronline.com                 |
| SR. VP/CHR EDITOR  | TONY NOVIA • inovia@ronline.com               |
| CHRISTIAN EDITOR   | RICK WELKE • rwelke@ronline.com               |
| CHR/RHYTHMIC EDITOR  | DONTAY THOMPSON • dthompson@ronline.com       |
| COUNTRY EDITOR   | LON HELTON • lhelton@ronline.com              |
| NEWS/TALK/SPORTS EDITOR  | AL PETERSON • alpeterson@ronline.com          |
| ROCK EDITOR  | CYNDEE MAXWELL • max@ronline.com              |
| SMOOTH JAZZ EDITOR   | CAROL ARCHER • archer@ronline.com             |
| STREET TALK DAILY EDITOR   | KEVIN CARTER • kcarter@ronline.com            |
| TRIPLE A EDITOR  | JOHN SCHOENBERGER • jschoenberger@ronline.com |
| URBAN EDITOR   | KASHON POWELL • kpowell@ronline.com           |
| ASST. EDITOR   | KEITH BERMAN • kberman@ronline.com            |
| ASST. EDITOR   | MIKE DAVIS • mdavis@ronline.com               |
| ASST. EDITOR   | TANYA O'QUINN • oquinn@ronline.com            |
| ASST. EDITOR   | MARK BROWER • mbrower@ronline.com             |
| ASST. EDITOR   | KATY STEPHAN • kstephan@ronline.com           |
| ASST. EDITOR   | HEIDI VAN ALSTYNE • heidiv@ronline.com        |
| <b>MUSIC OPERATIONS</b>  |   |
| SR. VP/MUSIC OPERATIONS  | KEVIN MCCABE • kmccabe@ronline.com            |
| DIRECTOR/CHARTS  | ANTHONY ACCAMPORA • anthony1@ronline.com      |
| DIRECTOR/OPERATIONS  | AL MACHERA • almachera@ronline.com            |
| DIRECTOR/DIGITAL INITIATIVES   | GREG MAFFEI • gmaffi@ronline.com              |
| CHARTS & MUSIC MANAGER   | ROB AGNOLETTI • rob@ronline.com               |
| PRODUCT & TECH SUPPORT MGR.  | JOSH BENNETT • jbennett@ronline.com           |
| ASST. OPERATIONS MANAGER   | MICHAEL TRIAS • mtrias@ronline.com            |
| PRODUCT ADMINISTRATOR  | DIANE RAMOS • dramos@ronline.com              |
| <b>BUREAU</b>  |   |
| 888 17 <sup>th</sup> Street NW • Washington, DC 20006 • Tel (202) 463-0500 • Fax (202) 463-0432    |   |
| ASSOCIATE EDITOR   | JOE HOWARD • jhoward@ronline.com              |
| 1106 16 <sup>th</sup> Avenue South • Nashville, TN 37212 • Tel (615) 244-8822 • Fax (615) 248-6655 |   |
| BUREAU CHIEF   | LON HELTON • lhelton@ronline.com              |
| ASSOCIATE EDITOR   | CALVIN GILBERT • gilbert@ronline.com          |
| OFFICE MANAGER   | CHRISTINA BULLOCK • cbullock@ronline.com      |
| <b>CIRCULATION</b>   |   |
| FULFILLMENT MANAGER  | KELLEY SCHIEFFELIN • morsinto@ronline.com     |
| CIRCULATION COORDINATOR  | JIM HANSON • jhanson@ronline.com              |
| <b>IT</b>  |   |
| DIRECTOR   | SAEED IRVANI • sirvani@ronline.com            |
| SYSTEM ADMIN   | JOSE DE LEON • deleon@ronline.com             |
| COMPUTER SERVICES  | ANDREW CHIZOV • achizov@ronline.com           |
| COMPUTER SERVICES  | AMIT GUPTA • agupta@ronline.com               |
| COMPUTER SERVICES  | HAMID IRVANI • hirvani@ronline.com            |
| COMPUTER SERVICES  | ABHIJIT JOGLEKAR • ajoglekar@ronline.com      |
| COMPUTER SERVICES  | PUNEET PARASHAR • pparashar@ronline.com       |
| COMPUTER SERVICES  | CECIL PHILLIPS • cphillips@ronline.com        |
| NETWORK ADMIN  | DAVID PUCKETT • dpuckett@ronline.com          |
| COMPUTER SERVICES  | MARJON SHABANPOUR • mshabanpour@ronline.com   |
| COMPUTER SERVICES  | CARLOS REYES • creyes@ronline.com             |
| <b>PRODUCTION</b>  |   |
| DIRECTOR   | KENT THOMAS • kthomas@ronline.com             |
| MANAGER  | ROGER ZUMWALT • roger@ronline.com             |
| GRAPHICS   | FRANK LOPEZ • flopez@ronline.com              |
| GRAPHICS   | DELIA RUBIO • drubio@ronline.com              |
| <b>DESIGN</b>  |   |
| DIRECTOR   | GARY VAN DER STEUR • vdsteur@ronline.com      |
| DESIGN   | MIKE GARCIA • mgarcia@ronline.com             |
| ELECTRONIC PUBS DESIGN   | CARL HARMON • cjdesign@ronline.com            |
| DESIGN   | TIM KUMMEROW • kummerow@ronline.com           |
| AD DESIGN MANAGER  | EULALAE C. NARIDO • bnarido@ronline.com       |
| DESIGN   | JEFF STEIMAN • voodoo@ronline.com             |
| <b>ADVERTISING</b>   |   |
| DIRECTOR/SALES   | HENRY MOWRY • hmowry@ronline.com              |
| ADVERTISING COORDINATOR  | NANCY HOFF • nhoff@ronline.com                |
| SALES REPRESENTATIVE   | PAUL COLBERT • pcolbert@ronline.com           |
| SALES REPRESENTATIVE   | MISSY HAFFLEY • mhaffley@ronline.com          |
| SALES REPRESENTATIVE   | JESSICA HARRELL • jessica@ronline.com         |
| SALES REPRESENTATIVE   | KAREN MUMAW • kmumaw@ronline.com              |
| SALES REPRESENTATIVE   | KRISTY REEVES • kreesves@ronline.com          |
| SALES REPRESENTATIVE   | STEVE RESNIK • sresnik@ronline.com            |
| SALES REPRESENTATIVE   | MICHELLE RICH • mrich@ronline.com             |
| SALES REPRESENTATIVE   | ROBERT TAYLOR • rtaylor@ronline.com           |
| SALES REPRESENTATIVE   | BROOKE WILLIAMS • bwilliams@ronline.com       |
| <b>ACCOUNTING</b>  |   |
| CHIEF FINANCIAL OFFICER  | JOE RAKAUSKAS • jrakauskas@ronline.com        |
| ACCOUNTING MANAGER   | MARIA ABUIYSA • maria@ronline.com             |
| ACCOUNTING   | MAGDA LIZARDO • magda@ronline.com             |
| ACCOUNTING   | WHITNEY MOLLAHAN • whitley@ronline.com        |
| ACCOUNTING   | ERNESTINA RUBIO • erubio@ronline.com          |
| ACCOUNTING   | GLENDA VICTORES • glenda@ronline.com          |
| ACCOUNTING ASSISTANT   | SUSANNA PEDRAZA • spedraza@ronline.com        |
| <b>ADMINISTRATION</b>  |   |
| PUBLISHER/CEO  | ERICA FARBER • efarber@ronline.com            |
| OPERATIONS MANAGER   | PAGE BEAVER • pbeaver@ronline.com             |
| LEGAL COUNSEL  | LISE DEARY • lise@ronline.com                 |
| DIRECTOR OF CONVENTIONS  | JACQUELINE LENNON • lennon@ronline.com        |
| DIRECTOR HUMAN RESOURCES   | LIZ GARRETT • lgarrett@ronline.com            |
| EXECUTIVE ASSISTANT  | TED KOZLOWSKI • tkozlow@ronline.com           |
| EXECUTIVE ASSISTANT  | KAT CARRIDO • kcarrido@ronline.com            |
| RECEPTIONIST   | JUANITA NEWTON • jnewton@ronline.com          |
| MAILROOM   | ROB SPARAGO • rsparago@ronline.com            |

A Perry Capital Corporation

Conference

Continued from Page 13

also in the way they're buying. Bressler said advertisers are now ordering media plans for one to three months. Not so long ago it was common for advertisers to place orders for just the next week. Bressler added that Infinity closed the month of April with low-single-digit revenue growth and expects May revenue growth in the high single digits. June pacsings look good as well, he said.

Bressler also boasted about his company's diversified asset base, saying, "Advertisers cannot buy around us." In other words, he believes that Viacom's broad and diverse stable of assets ensures that there will always be a stream of dollars flowing into the company — even during tough years like 2001.

Repeating Chairman/CEO Summer Redstone's mantra, Bressler claimed that Viacom is unlike any other media conglomerate, insisting that comparisons to companies like AOL Time Warner and Disney are not relevant. In particular, he noted that 60% of AOL Time Warner's business comes from sectors Viacom isn't even in and that radio makes up just 6% of Disney's portfolio, while Infinity was responsible for 28% of Viacom's EBITDA last year.

Emmis To Expand TV

Emmis Chairman/CEO Jeff Smulyan said he'd like to grow his company's burgeoning TV business, probably through a merger. "We en-

vision it being a strategic partnership with somebody else," he said, adding that Emmis is looking at several companies with which it could join.

He said Emmis' TV division could even be spun off into a separate public company. "If there's enough attractiveness, maybe," Smulyan said. "It depends, but clearly there is interest." And it sounds like a matter on the company's radar screen, as Smulyan and Emmis Exec. VP/CFO Walter Berger said they plan to resolve the issue of expanding the TV business by next February.

But Smulyan hasn't abandoned radio. He took the time to stress that radio must take advantage of declines in newspaper circulation to increase its own advertising share. "The money is in the hands of daily newspapers," he said, "but the target audiences that advertisers want to reach aren't reading newspapers."

Smulyan said it's remarkable that some advertisers still spend 85% of their ad dollars on daily newspapers, given how newspaper circulation has declined in the past decade. He noted that, while radio has already picked up four ad-share points from daily newspapers — an uptick he describes as "the fuel that has grown the radio business" — he believes there's still a tremendous opportunity for both radio and television to gain even more ad share from newspapers.

Addressing the question of whether current pacsings are overly optimistic considering last year's downturn, Smulyan said pacsings are actually more in line with levels that

were considered normal prior to the explosion in dot-com advertising. "We saw an aberration with dot-com," he said, noting that it's considered normal to have 65% of a month's ad inventory sold at the start of the month. During the dot-com boom he saw 97% of inventory sold going into some months.

Radio certainly couldn't count on TV to return it to those levels during Q1, at least as far as Cox Radio President/CEO Bob Neil was concerned. He said TV threw in the towel during February, failing to counter program against NBC's Olympics coverage — and not buying radio ad time to hype sweeps programming. "They just didn't do it," he said.

On the other hand, Neil said he was surprised at the strength of auto-industry advertising during Q1. After automakers spent a lot in Q4 2001 promoting 0% financing deals, Neil said he expected spending to plummet once those incentives ended. Instead, he said, the segment has stayed aggressive.

Fisher Broadcasting was aggressive in outbidding Entercom for the rights to broadcast Seattle Mariners games. But Entercom VP/CFO Steve Fisher told attendees, "We'll be fine without them," noting that sports contracts don't make a lot of money. He added that even if a company manages to get a decent return on broadcasts a few years into the contract, the gains are frequently lost when rates for the rights go up at contract-renewal time.

Field

Continued from Page 1

call with investors, David Field thanked his dad and said the change in leadership is really only a change in nomenclature. "We adjusted our titles to reflect our roles," he said. "I

am privileged to work for such an outstanding organization whose greatest asset is its talented team of individuals. We have accomplished many great things over the years, and we look forward to the challenges and opportunities of the future.

"Clearly, none of Entercom's success would have been possible without Joe's vision and leadership over the years, and we are delighted that he will continue to play an active role in the future of the organization."

Joseph Field said, "David has done an outstanding job of leading

Entercom to consistently superior performance and in positioning the company for the future. This appointment to CEO gives recognition to his leadership role in the company."

Entercom Exec. VP/CFO Steve Fisher told R&R that Joseph Field believes his son is ready to serve in an executive capacity. "It's time to pass the baton," Fisher said. Joseph Field founded Entercom in 1968 and has served as Chairman/CEO since then.

R&R's Joe Howard contributed to this report.

Viacom

Continued from Page 1

Rock KCBS-FM, Talk KLSX, Alternative KROQ, Oldies KRTH, and Smooth Jazz KTWW.

Infinity spokesman Dana McClintock told R&R that the company has not yet decided which station to sell but is very excited about the acquisition of KCAL. "It's very important to the company," he said. "We're looking forward to great things with KCAL."

While FCC Commissioner Michael Copps supports granting Viacom a six-month waiver while it owns more than the current rules allow — mainly because it's for such a short period — he said the FCC plans to stand firm on the six-month deadline. "With the range of radio properties available to sell, I expect Viacom's best efforts to result in a sale well within the time period allowed," he said. "I do not expect to see, nor do I expect to support, a request for an extension of the waiver."

— Joe Howard

Flying High



Elektra's full-court press supporting the launch of Tweet's first album paid off, as Southern Hummingbird debuted at No. 3. The label coordinated with various record stores for promotional activities, culminating in a live remote broadcast by WQHT (Hot 97)/New York when Tweet visited The Wiz in New York City for an in-store album signing. Seen smiling here are Hot 97 afternoon personality Angie Martinez (l) and Tweet.



CALVIN GILBERT

gilbert@rronline.com

## Trash To Treasure

□ Dick Clark's pack rat tendencies salvaged a wealth of history

**A**s the old saying goes, one person's trash is another person's treasure. In the case of Dick Clark's *American Bandstand* archives, the very things a TV network executive deemed trash turned out to be a national treasure.

If you watched the two-hour special *American Bandstand's 50th ... A Celebration!* when it aired on ABC-TV May 3, there's a good chance you saw film clips that Clark literally saved from the garbage. While rock 'n' roll was considered a passing fad in the '50s, Clark had the foresight to realize the long-term financial and cultural value of what he was witnessing.

"I've been a pack rat all my life," Clark tells R&R. "I saved everything. I began saving old kinescopes of the shows as soon as they were returned to us from Alaska and Hawaii. It's the only way they could get the show in those days, since there weren't any tapes or satellite transmission."

Asked whether he knew the clips would have such historic significance in the years to come, Clark says, "I don't know whether I did or not. It's just my nature not to throw stuff away, much to my wife's consternation. I just didn't want to see it lost. I can remember begging ABC at one point to let me take old kinescopes of any of our shows and warehouse them. They said no. I said, 'Let me buy them at scrap prices,' and they still said no.



Dick Clark

"Then, one day out of the blue, a kid called me and said, 'Mr. Clark, I've got a truck full of stuff with your name on it. They want me to bring it to the dump and burn it. Would you like it?' I said, 'Yes. I'll send a truck over immediately.' There was a treasure trove there. Nowadays people are not so hasty to burn things, but they threw away the first night of

*The Tonight Show* with Johnny Carson. That's criminal."

### 'We Were Adaptable'

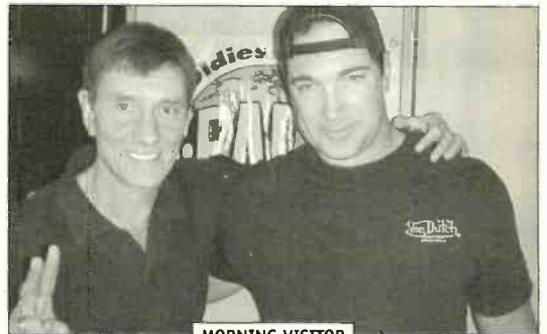
Considering the show's beginnings in Philadelphia, it's easy to associate *American Bandstand* with teen idols such as Bobby Rydell and Frankie Avalon. However, the anniversary TV special featured musical performances by acts that spanned five decades, including Michael Jackson, Cher, Alanis Morissette, Kiss and Stevie Wonder. The series provided the first national TV exposure for countless acts, including future megastars like Prince and Aerosmith, as well as many one-hit wonders.

In producing the TV special, Clark says, "Our biggest problem was that we had 10,000 musical performanc-

es on the show — literally thousands of individual acts. What we left out is what we're going to be criticized for. People will probably say, 'Good show, but where was so and so?' We had to leave out more than we originally put on. We could have aired a special lasting hundreds of hours with all the material we had."

By the late '60s, rock 'n' roll's landscape had changed a lot more than *Bandstand's* ever would. "The drug-laden era was probably the most difficult time we had because the majority of the music really wasn't danceable," Clark says. "We didn't want to endorse the taking of drugs and hallucinogens and so forth, so it was a tough time.

**"The drug-laden era was probably the most difficult time we had because the majority of the music really wasn't danceable."**



MORNING VISITOR

Actor Patrick Warburton (r) recently stopped by the KRTH (K-Earth 101)/Los Angeles morning show to visit with air personality Frazer Smith. Warburton, who portrayed Elaine's boyfriend on TV's *Seinfeld*, was promoting his role in the film *Big Trouble*, which stars Tim Allen and Rene Russo.

"In any period, you can always find something you can dance to, but you have to remember that during that era we had artists on like The Mamas And The Papas, Jefferson Airplane, The Doors and some other acts you would not expect. Later on we had Pink Floyd, Def Leppard and Jethro Tull. We were adaptable."

Although Clark hasn't changed much personally, he says, "I had a lot of hair during the '70s, and I wore pretty conservative disco clothing. You wouldn't notice it very much, but I wore some high-heeled shoes at one time. It was very subtle."

Clark's personable on-air delivery remained — and remains — a constant. "I just happened to find a medium that fit whatever minimum talent I had, and that was talking to a television camera," he says. "The other day I watched a television commercial that I did in 1952. The technique and the style of that young guy weren't any different from what I use today. It just happened to be the way I was.

"I was influenced by radio personality Arthur Godfrey. I unashamedly stole from him, but I didn't know I was doing it at the time. Years later a comedian did an impression of me, and it was so distorted that I said, 'My

God, he's doing Arthur Godfrey, and he doesn't know it. He thinks it's Dick Clark.' I suddenly realized that's where I got my style from."

### Promotion Power

During its heyday, *American Bandstand* was an incredibly strong promotional device for record labels. Not only was it a time before cable television, it was also an era when Top 40 radio signals weren't blanketing the rural areas of middle America. *Bandstand* brought the music into those living rooms.

"It was the immediate word-spreader," Clark says. "Because of its phenomenal television success, PDs at radio stations would have a secretary or assistant copy down what was played on *Bandstand* that day so they could put it on the air. *Bandstand* probably got the credit for a lot of stuff that it really shouldn't have, other than the fact that it led the way and caused this immediate radio impact. The combination of the two [TV and radio] was phenomenal."

Clark says *Bandstand's* influence was reduced in the late '60s when the show moved from airing five days a week to a single time slot on Saturdays, but adds, "It was always a really good record-selling tool."

# R&R convention: 2002

## June 13-15

★ The Beverly Hilton Hotel  
Beverly Hills, California

Register NOW at  
[www.rronline.com](http://www.rronline.com)



## The Kick-Ass Career Of John Sebastian

The power of dreams

By Bob Shannon

"My dad raised me — and this is no joke — to be president of the United States," says John Sebastian. "But I wanted to play professional baseball, and later, when it was obvious that I was better at basketball, that's where I focused."

Then Sebastian broke his back. He kept playing ball through the pain, but the doctors put the kibosh on that. "If you keep this up, you're going to be paralyzed from the waist down," they told him.

"So I had spinal fusion," Sebastian says. A body cast for six months. Lots of thinking time. "During the darkest of it, I decided to do the most radical thing I could think of," says Sebastian. "Become a disc jockey." It was a whole new ballgame, and his father wasn't happy.

Radio? Why radio?

### ALMOST AMERICAN GRAFFITI

A few years earlier, On screen, Richard Dreyfuss stared through a window at Wolfman Jack. In real life, Sebastian stared through a window at The Real Don Steele. "I was captured by his energy and how he sounded," says Sebastian. "I remember thinking to myself, 'What a dream come true it would be if I were the disc jockey in that window.'"

The journey began at KPAM/Portland, OR. Sebastian played tapes for peanuts and supplemented his income by flipping burgers, selling fire alarms and managing a local putt-putt course. "Basically, I didn't sleep," he says.

It got to be too much, and Sebastian started looking for full-time work. Bingo! KACI/The Dalles, OR.

Open the station before dawn, sweep the floors, make coffee, and then hit the phones to sell time. Sebastian's airshift started at 2pm. He did what the station wanted, but when it went dark — it was a daytimer — he'd return to the studio and do the show he wanted to do, for a tape recorder.

The plan worked: KPAM called him back to Portland. But he still dreamed of sitting in Don Steele's chair. When that happened, Sebastian says he began to believe that what you envision can come true. "But first you have to envision it," he says.

Not a bad lesson for a 20-year-old.



John Sebastian

### READY! SET! GO!

In 1970 Todd Wallace brought Sebastian to KRUX/Phoenix and gave him a new name, Gary Stevens. Normally, this wouldn't mean much, but ex-WMCA/New York jock (and future Doubleday Broadcasting President) Gary Stevens had just been named GM at arch competitor KRIZ, and Wallace was having some fun.

"It drove Gary bananas," Sebastian recalls. "He'd introduce himself at agencies, and they'd stare and say, 'Yeah, we heard you on KRUX last night.'"

Fast forward. Stevens moved to KDWB/Minneapolis and hired Buzz Bennett to program it. He'd promised not to steal anyone from KRIZ and was true to his word — sorta. "I told John he'd be the PD of KDWB at some point," says Stevens.

Stevens instructed Sebastian to quit KRIZ and say he was going to Portland. "I said, 'Go home for a couple of days, and then call Todd and tell him it didn't work out,'" Stevens recalls.

By then, of course, Sebastian's old job would be filled. "So John does exactly that, and Todd says, 'Well, I'd love to have you back, but I don't have anything,' and John was on the next plane," Stevens says.

### SWEET SUCCESS

Bennett didn't stay at KDWB for long. Then, despite objections from some of the older jocks, Stevens made Sebastian PD. He executed his plan one step at a time.

"Gary let me develop a research department," says Sebastian. He brought Steve Casey up from KRIZ, and they computerized the callout data. "Gary let me do everything I described to him because I sold it well and he believed in it."

KDWB was like an explosive rocket ship. "Gary gave me the confidence to be as expansive, broadminded, contrary and out of the box as I could be," says Sebastian. "And we didn't stop until we had double digits."

In 1978 KHJ/Los Angeles called. FM penetration in L.A. was close to 70%, and KHJ was on its last legs. Sebastian created a hybrid — the best of CHR, the cream of AOR — and KHJ, on the AM dial, hit a 3.7 share. It wasn't a Ron Jacobs number, but for the time it was, in Sebastian's words, "pretty damn good."

His dream of programming KHJ had come true. OK, what next?

Sebastian returned to Phoenix to take over KUPD. He continued to merge the sensibilities of AOR with Top 40's rotations, to apply research, ears and instinct. "Common sense," says Sebastian, "but I was among the first to try it."

When the PD slot at KLOS/Los Angeles opened up, Sebastian started salivating. When WCOZ/Boston PD Tommy Hedges got the nod instead, Sebastian immediately called Boston about replacing him. "The first thing I did at 'COZ was take everything out of the control room except for albums that I knew wouldn't kill us," Sebastian says.

The jocks freaked. The local press called foul. The *Boston Globe* likened Sebastian to "a hatchet murderer from the West." He stuck to his guns. When the ratings came out, WCOZ was in double digits, and Sebastian, already a hero to his bosses, became the darling of the industry.

At the time I remember thinking, "I'm not surprised he won. What 18-to-24-year-old male wouldn't listen to a station that heralded 'Kick-Ass Rock and Roll' at the top of every hour?"

Of course, it wasn't that simple.

### THE FIRE STILL BURNS

AOL's Jimmy de Castro, then SM of WXKS/Boston, was one of many who suggested that Sebastian consult, and for the first half of the '80s Sebastian and Steve Casey were road warriors.

By 1985 Sebastian was motel-weary and not a little distressed that his new format concept, EOR (Eclectic Oriented Rock — a story for another time), hadn't been accepted by radio, even though it predated and suggested the nuances that would come to characterize Smooth Jazz and Triple A.

In recent years Sebastian's multiformat turnarounds (Smooth Jazz, Country and Rock, at KTWV & KZLA/Los Angeles, KSLX/Phoenix and KISW/Seattle) have, as before, turned industry heads. He's dabbled in ownership and continues to consult, but here's what I really noticed: Sebastian still has a fire in his belly, still remembers how Don Steele inspired him and still dreams about how good radio can be.

"John takes programming very seriously and knows how to win," says Todd Wallace.

A dreamer who knows how to win. Couldn't we use a little more of that these days?

Bob Shannon can be reached at [bob@shannonworks.com](mailto:bob@shannonworks.com).

## Showcase Your Brand. Anywhere on the Planet.

Grab attention fast with Banners On A Roll®.

It's so easy to use these lightweight plastic banners. Just pull what you need off the roll, cut, and tape. Put up 10...100...even 1,000 feet in minutes! Call today. Let us help you stand out at your next event.

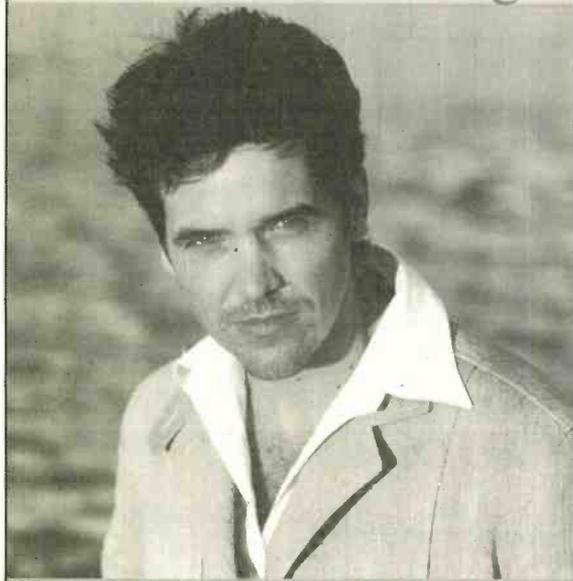
1-800-786-7411

[www.bannersonaroll.com](http://www.bannersonaroll.com)



# Michael Damian

## Shadows In The Night



### New This Week At:

WWLI KVLV WLEV  
 KWAV WHBC KVKI  
 KKBA WGLU WSTO  
 WQGN WBTI KFRX

**“A fitting song for the times we are living in & about the struggle of personal relationships, something we can all relate to”**  
 — NMW

**Already a Hit on over 100+ secondary market reporting stations “slamming” with 2,100+ spins!**

**“Top 10” this week at New Music Weekly!**  
**Spread The Word...**

**National Record Promotion:**

**Larry Weir**  
**(323)658-7449**  
**nrpromo@pacbell.net**

**Weir Brothers**



[www.michael-damian.net](http://www.michael-damian.net)



## Street Talk®

### A Premature ‘Drive’ On S.F. Streets

Sometimes the best-laid plans of a large corporation to guard the details of a top-secret format flip don't go according to the script. Mere hours before an announced format change at **KZQZ/San Francisco** from CHR/Pop to Classic Hits as “95.7 The Drive” (see Page 3), a local record rep just happened to be in a neighborhood Kinko's making copies of an expense report. The rep tells **ST**, “When I looked down at what was coming out of the machine, I was amazed.” What did the rep see? “My expense report — printed on ‘95.7 The Drive’ letterhead, complete with KZQZ's address and phone number. I couldn't believe it!” A nearby trash can reportedly contained mock-ups for bumper stickers, stationery, T-shirts, etc. “I wish someone would have taken a picture of my face — I thought I was on *Candid Camera* or something. It was so bizarre,” says the rep. “Never in my life have I seen something so funny. [The Kinko's] was less than a block away from the radio station. I don't know about those guys, but I was always taught to shred this type of stuff.”



When Prince (yes, we can safely call him that now) recently blew into Portland, OR, **KXJM's Morning Playhouse** gave away tickets using its own listener-unfriendly methodology: pepper spray. “It was called ‘When Fans Cry,’” says PD Mark Adams. “We started with eight contestants who took turns being pepper-sprayed. Whoever lasted the longest won the tickets. By the way, pepper-dust particles floated throughout the building all day, which was a bonus.” And then there were two: “These last two guys wouldn't budge, so the pepper spray was moved south to their, uh, unwrapped packages,” Adams says. When even *that* didn't work, Playhouse member P.K. announced the tiebreaker. “He told the guys to bend over so they could spray their asses.” Just hearing that led one contestant to immediately flee, Adams tells **ST**. Asked when the next Playhouse stunt was scheduled, Adams replies, “It's better if I don't know. It's called ‘plausible deniability.’”

The Big City Radio quadcast known as “New Country Y-107” came to an end May 7 as the stations officially signed off after airing Garth Brooks' “The Dance.” The stations — **WWVY/Riverhead-Sag Harbor, NY; WWVY/Stroudsburg, PA; WWZY/Monmouth-Ocean; and WYNY/Westchester** — are now airing a Spanish-language format that debuted on May 8. Although **ST** went to bed hours before the relaunch of Y-107, we're betting that it'll end up as “Viva 107.1,” the perfect East Coast bookend to for the L.A. version. It's not clear if WWVY will be included in the simulcast, as **ST** hears it's been dark for several days. Meanwhile, a support group for former Y-107 listeners has been created at <http://groups.yahoo.com>.

When **ST** recently called officials at Citadel with a routine inquiry, we were surprised to learn that the new Farid Suleman-led regime will no longer allow corporate personnel to talk on the record to industry trades or the general press about any issues involving Citadel or its stations. No one here wanted to be the one to call back for a comment about the new “no comment” policy.

The Collective Contesting Gods must have been smiling on Clear Channel Urban AC KHHT (Hot 92.3/Los Angeles). Out of eight \$1 million winners in the company's national million-dollar contest, two were Hot 92.3 listeners. “You hear all these stories about collective contesting and the possible pitfalls, but I gotta tell you, when it works in your favor *twice*, this shit is pretty hype,” PD **Michelle Santosuosso** laughs. “To give it away once is amazing, which happened here two weeks ago. When it happened again last Friday, we were running around the station like idiots, high-fiving each other and screaming so loud you would have thought that we had won the money.”

Who needs *The Osbournes* when you now have R&R TV! The R&R charts and music information you've come to know and love are on the tube. OK, it's basic cable, just like MTV, but that still counts as TV! **CNBC's Power Lunch** now contains a new feature, “Listen Up!,” which highlights the week in music according to the industry's No. 1 chart source: *Gavin*. No, wait: **Radio & Records!** If only we had cable — and a TV — we could watch it.

### Anatomy Of An Aborted Stunt

May 1 was a day like any other for Mark Kaye and Kris Gamble, hosts of *The Hot Morning Mess* on WIHT (Hot 99.5)/Washington. The plan was simple: Dress stunt boy Teapot Tim oh-so-topically as Spider-Man and rappel him from the roof of the six-story Clear Channel building in suburban Rockville, MD. Co-owned rival WWDC (DC101) caught wind of the stunt, however, and invited listeners with access to paintball guns to come down and shoot at Spider-Tim. When the weather refused to

Continued on Page 27

### Rumbles

- **Carlos Campos**, PD/afternoon talent at **Americom Hot AC KLCA/Reno, NV** crosses the street for the same gig at **Citadel Hot AC KNEV, Americom/Reno Director/Programming Bill Shultz** seeks a replacement and says, “Qualified candidates must know the music and love promotions ... and legalized prostitution.”
- **WKXJ/Chattanooga, TN PD Tommy Chuck** takes similar duties at **Citadel's new CHR/Rhythmic WYIL-FM/Knoxville**.
- **WKSS/Hartford Asst. PD/MD/afternoon talent Mike McGowan** exits after five years.
- **WAAF/Boston afternoon co-host Matt Blake** exits and is “pursuing other career interests in television and stand-up comedy,” PD **Dave Douglas** says. Co-host **Rocko** is flying solo for now.
- **Ken West** is named Asst. PD/MD of Greater Media's **Classic Hits WROR/Boston**.
- It's stripes all around at **Clear Channel CHR/Rhythmic KKXX/Bakersfield**: night jock **Mingo** adds Asst. PD stripes, and midday personality **Lauren Michaels** becomes MD.
- **Radio One Satellite Programming**, a division of Radio One that provides five channels of programming content to **XM Satellite Radio**, has shortened its name to **Satellite One**. At the same time, Director/Programming **Mike Abrams** is upped to Director/Operations for **Satellite One**.
- Longtime Philly PD and air personality **Glenn Kalina**, most recently the morning guy at **Philly's WLCE**, joins **Sirius Satellite Radio** as an air talent on the company's U.S. 1 CHR channel.

# "Heavy Metal Drummer"

**NEW AT:**

**WXRV KGSR**

**WKOC WRLT**

**WZEW WVOD**

**WMPS**

**R&R AAA:**

**NEW & ACTIVE #5**

**BDS AAA: 46-30\***

**NON-COM**

**TOTALLY ADULT: 2\***

**CMJ: 1\***

**1st Week Sales  
55,576 Units**

**BILLBOARD TOP 200:  
DEBUT#13**

**D#1 CHICAGO**

**D#3 MINNEAPOLIS**

**D#4 BALTIMORE**

**D#4 AUSTIN**

**D#5 BOSTON**

**D#6 DENVER**

**D#7 DC**

**D#8 SEATTLE**

**D#8 PHILADELPHIA**

**D#8 SAN DIEGO**

**D#9 SAN FRANCISCO**

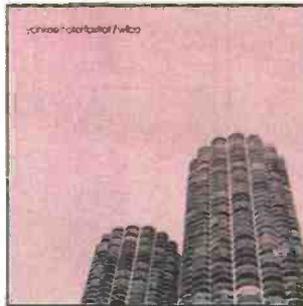
**"★★★★ American Classic: The first  
great album of the year."  
ROLLING STONE**

**"...daring, gorgeous, and the best album the  
band has ever made."  
SPIN**

**"Wilco's finest hour"  
Chicago Tribune**

**wilco** yankee  
hotel  
foxtrot

Featuring the single "Heavy Metal Drummer"  
In stores now



[www.wilcoworld.net](http://www.wilcoworld.net)  
[www.nonesuch.com](http://www.nonesuch.com)

Warner Music Group © 2002 Atlantic Recording Group.  
An AOL Time Warner Company

# SnoopDogg

Featuring  
Mr. Kane, Bootsy Collins, Quazé and Fred Wesley

## UNDERCOVA FUNK (GIVE UP THE FUNK!)

FROM THE ORIGINAL MOTION  
PICTURE SOUNDTRACK

## UNDERCOVER BROTHER

*Impacting Urban and X-over Radio  
May 13*

*Soundtrack in Stores May 21*

*Movie in Theatres May 31*



*"106 & Park" and "Rap City"  
Medium Rotation*



IMAGINE  
WORLD

UNIVERSAL

HOLLYWOOD  
RECORDS

[WWW.HOLLYWOODRECORDS.COM/SNOOPNOW](http://WWW.HOLLYWOODRECORDS.COM/SNOOPNOW) [WWW.UNDERCOVERBROTHER.COM](http://WWW.UNDERCOVERBROTHER.COM)

© 2002 Hollywood Records, Inc. All Rights Reserved. Title and Lyrics: © ZGS Universal Studios. Made in the U.S.A.

[WWW.Americanraphistory.com](http://WWW.Americanraphistory.com)

PRODUCED BY QUAZÉ  
Snoop Dogg Appears Courtesy of Doggy Style Records/Priority Records. Mr. Kane Appears Courtesy of Doggy Style Records.

# Street Talk®

Continued from Page 24

cooperate, the action moved inside — and that's when things began to get weird. "Suddenly, a scuffle broke out between Teapot Tim and DC101 stunt idiot **Flounder**," Kaye says. "In a fit of rage, Flounder — armed with a paintball gun — burst into the Hot 99.5 studio and fired two rounds into the air. I rushed

him, disarmed him and tossed the gun to my producer. In a last-ditch effort to redeem himself, Flounder sprayed Silly String all over the studio, threw a box of doughnuts on the floor and returned to DC101, where he was ridiculed by his co-workers and listeners." By the way, the entire incident occurred during the first two hours of the show. Hot 99.5 PD **Jeff Wyatt** says, "I called Mark after the incident, and, after establishing that they were OK, I said, 'Sorry, I missed it. I was busy listening to [AC sister] WASH.'" *Epilogue:* Wyatt and *The Hot Morning Mess* just agreed to a new deal.



Teapot Tim

In the wake of the scandal currently rocking the Catholic church, Clear Channel News/Talker **WLW/Cincinnati** — known as "The Big One" (no pun intended) — is sensitively getting involved by offering to open the door of its "confessional of the air" to any guilty priest who wishes to bare his soul. "If a priest has something to tell us, we're ready for him," OM Darryl Parks tells ST. "We have a way to confess all sins — and a fabulous prize package too!" WLW is offering any priest who may have broken his vow of celibacy a chance to break his silence by giving him an hour of commercial-free airtime to confess his sins via WLW's 50,000 soul-cleansing watts! While on the air, the tainted holy man will be wearing a high-quality, "I Confessed on The Big One" T-shirt. "Plus, the padre gets a \$700 shopping spree at the local adult 'novelty' store," Parks adds.

Who says radio doesn't pay well? Just ask **Derrick Arthur**, a former part-time Promotions Asst. at Pamal Broadcasting, owner of WSPK (K104)/Poughkeepsie, NY; WBNR/Newburgh, NY; and WLNA & WHUD/Westchester. He took home an extra \$14,000 this year ... and not from doing dances. The *Poughkeepsie Journal* reports that Arthur, 31, pled guilty to felony charges of grand larceny after admitting to stealing four checks, sent to Pamal by clients, between November 2001 and February 2002. He then cashed the checks, pocketing \$14,190.75. In exchange for his guilty plea, Arthur will receive no more than six months in jail and five years probation ... and somehow has to pay back all the money. No word yet on whether any other area radio stations are hiring.

*A Chewable News Update:* After a flurry of late-inning activity that saw the dollar amount virtually double overnight, the *Bazooka Joe* comic starring KRQQ/Tucson morning maniacs **JohnJay & Rich** and signed by Arizona D-Backs slugger Luis Gonzales sold for \$1,225 May 1 on eBay.

## It Only Hurts When He Laughs

WKTU/New York morning co-host **Goumba Johnny** is back on the air but movin' a little slow. That's 'cause he's still on the mend after breaking four ribs in a mishap with a motor scooter while in the Bahamas on a station promotion.

It looks like **Howard Stern** has mended fences with his alma mater, Boston University. Either that, or he needs the write-off. According to the always-reliable *New York Post*, Stern has agreed to endow a scholarship fund for the next

RADIO & RECORDS



1

- Citadel sets **Thomas Garry** as President/Midwest Region and **Jerry McKenna** as President/Far West Region.
- **Rick Weinkauff** tapped as VP/GM of WLOQ/Orolando.
- **Chuck DuCoty** selected as GM of WKQX/Chicago.
- **Kerry Wolfe** upped to Director/Programming for Clear Channel/Milwaukee.

5

- **Theresa Stone** recruited as President of Jefferson-Pilot Communications.
- Jacor appoints **Jack Evans** and **Marc Chase** Regional VPs/Programming.
- **Ron Geslin** grabs Sr. VP/Promotion duties for RCA Records.
- **Bill Gamble** gets the WKXK/Chicago PD chair.
- **Duane Doherty** debuts as WZTA/Miami's PD.

10



Ron Geslin

- **Ron Geslin** joins Chaos Recordings as VP/Promotion.
- **Jim Herron** hired as PD of WBOS/Boston.
- KQPW/Fresno MD **Rene Roberts** gets Asst. PD stripes.

15

- **Nancy Widmann** advances to VP/Owned Radio Stations for CBS.
- **Ben Hill** climbs to GM of WPGC-AM & WCLY-FM/Washington.
- **Lee Michaels** joins WBMX/Chicago as OM/PD.
- *Leap o' the week:* KRMD/Shreveport, LA PD **Bob Moody** takes similar duties at WPOC/Baltimore.
- **Russ Mottla** named PD at KTYD/Santa Barbara, CA.



Bob Moody

20



Buddy Scott

- **E. Patrick McNally** tapped as GM of WAPP/New York.
- WBBM-FM/Chicago goes "Hot Hits" as B96 with **Buddy Scott** as PD.
- **Bob Cole** chosen as PD of WPKX-FM/Washington.
- **Mike Schaefer** set as MD of KIIS/Los Angeles.
- **Ron Diaz** becomes MD of WYNF/Tampa.

25

- **John Hayes** appointed GM of KZOK/Seattle.
- **Ernie Singleton** named Southern Regional Promotion rep for Fantasy Records.

five years that will award two communications students \$10,000 apiece. Stern graduated from BU in 1974 and, according to the article, "has often blasted the college for failing to acknowledge his genius."

Infinity/Orlando Director/Operations **John Roberts** has left the building, as his position is eliminated. He had been overseeing CHR/Rhythmic WJHM, Hot AC WOMX and Alternative WOCL.

If you have Street Talk, call the R&R News Desk at 310-788-1699 or e-mail [streettalk@ronline.com](mailto:streettalk@ronline.com)

# THE PEN IS MIGHTIER THAN THE SWORD



{ bic clic stic pen }  
{ \$ .38 (300 pc. minimum) }

These  
**Bic®**  
Clic Stic.  
pens with  
custom  
imprint  
will keep  
your  
company  
looking  
**{ SHARP }**

800-786-8011  
[www.resultsmarketing.com](http://www.resultsmarketing.com)



**RESULTS MARKETING**  
CREATIVE PROMOTIONS



**STEVE WONSIEWICZ**  
swanz@irronline.com

## All In The Ozzy Family

Continued from Page 1

Epic Records, Ozzy's longtime label, is finding there's a lot of interest in Osbourne daughter Kelly's raucous punk-pop cover of Madonna's "Papa Don't Preach," which it's servicing to radio.

Then there's Island Records' Andrew W.K. For a couple of episodes MTV used a clip of the artist's single, "Party Hard," during *The Osbournes* end credits. Weeks later sales of his debut album, *I Get Wet*, jumped 20%, to 12,000 copies, according to Island. Also, several dates for *Ozzfest* have already sold out, and tickets just went on sale in April.

On the radio side, stations across the country have boarded the Osbournes' crazy train. CHR/Pop WHTZ (Z100) New York, for instance, produced a remix of "Dreamer" complete with audio lifted from the TV show. The track immediately took off at the station and within the Clear Channel chain.

Additionally, each episode of *The Osbournes* has provided morning-show fodder for radio across multiple formats, and hundreds of Pop and Rock stations have created games centered on *The Osbournes*.

### All Access

MTV had no idea what it was about to set in motion when the show began. Although *The Osbournes* has gone on to become the highest-rated program in cable TV history, the Executive Producer for the show, Greg Johnston, says, "We didn't have any lofty expectations. My primary goal was to create a show that I would watch and one that, hopefully, other people would want to watch.

"I never really thought too much about ratings. I try not to get caught up in that because it only drives me mad. I've worked on great shows that didn't rate and ones I wasn't that happy with that rated very well. We wanted to do something that would be funny but true to the family, and it looks like we succeeded."

As with most new TV shows, filming was completed well before the program's debut, but the Osbourne family's appearance on MTV's *Cribs* gave the network a glimpse of the show's potential.

"We got some great feedback on that episode that helped us a lot," Johnston says. "But when it came to the new series, we had to basically start from scratch. And once we started, we didn't change much, even after it became a hit, because we had finished shooting and were pretty far into editing. We made only slight

changes, like at the opening of the show. We basically tried to make sure we had a story line each time.

"When we were reviewing the footage, we saw a lot of stuff that, at first glance, wasn't that interesting. But after awhile we started seeing little things, like Ozzy trying to work the vacuum cleaner. They were little domestic bits that didn't fall into any traditional story line but were funny. That's when we realized that was the show."

Johnston gives the Osbourne family credit for their willingness to open up to the camera. "Sharon knew, and we had discussed this many times, that it had to be all or nothing when it came to the show," he says. "They had to give us access and trust us. That took awhile, but their openness and their willingness not to act up for the camera is what has made the show a success. They got it."

### Major-League Success

E! Exec. VP/Programming Mark Sonnenberg, whose network knows a thing or two about celebrity programming, gives MTV high marks for its efforts. "You have to give them and the Osbournes credit," he says. "They took something and did a great job with it."

Sonnenberg contends that the major-league success of *The Osbournes* could benefit the radio and record industries — in addition to TV webs

**"It's made radio exciting again for the listeners. People are talking about radio."**

Joel Klaiman

starved for new content — down the road. He says other recording artists might decide to open their doors to cameras, which, in turn, would benefit these acts and give radio even more juicy programming ideas.

"People will be able to package this every which way," says Sonnenberg, whose network has started airing reruns of Ozzy's appearances on *The Howard Stern Show*. "It goes to what we strive to do here, which is to play to people's interest in celebrities.

"If you break it down very simply, people want a view from the inside. They want to connect with celebrities. They want things to be revealed to them. Not necessarily the tabloid stuff, but they want to feel they're a part of someone, especially if they're a fan. *The Osbournes* is great because Ozzy is who he is, but I believe it can work with many other celebrities if they allow the access that the Osbourne family did."

As for the inevitable Osbourne emulators, Sonnenberg notes, "You're going to see a plethora of knockoffs. It happens any time there's a breakout show. There isn't a studio in town that isn't trying to figure out how to come up with a new version of that show."

"Will the next two or three shows that come along work? Some will, because of the initial curiosity factor, but it will still come down to compelling personalities, good storytelling and execution on the network's part."

### Record Rewards

As for the record industry, label execs whose artists are connected to the show have deftly capitalized on the media attention. Island Records, for instance, immediately bought ad spots on MTV when Andrew W.K.'s clip was shown during the end credits of *The Osbournes*.

Island President Julie Greenwald says, "We couldn't have been happier when we learned MTV picked Andrew. It was perfect for his demographic.

Once they started running the clips, we immediately bought spots all over MTV, and they literally ran the next day. It was the perfect opportunity to promote Andrew's music and connect the dots to Ozzy. You could definitely see the potency of the show, because it immediately translated into sales."

Island and many other labels and recording artists will also benefit from heightened interest in *Ozzfest*, which was the 15th best-selling tour of last year, grossing \$26.4 million in 31 shows, according to *Pollstar*. Andrew W.K. is slated to participate in this year's tour.

"Ozzfest will be absolutely enormous this year," Greenwald says. "It has always been a great tour, and Sharon's team has done a wonderful job coming up with a great collection of rock bands. But the success of *The Osbournes* is going to broaden the



ZIGGY MARLEY FLIES SOLO

Award-winning artist Ziggy Marley has signed with the RCA Victor Group's imprint and will release his first solo album in early fall. The album was produced by Scott Litt (Incubus, R.E.M.) and includes performances by Red Hot Chili Peppers bassist Flea and guitarist John Frusciante and veteran session drummer Steve Jordan. Pictured here (l-r) are RCA Victor Group Sr. VP/Worldwide Marketing Jeb Hart and VP/A&R Patrick Clifford, BMG North America President/CEO Bob Jamieson, Marley, RCA Victor Group Exec. VP/GM David Weyner and Marley's manager, Addis Gessesse.

concert's appeal. Every band is going to benefit from it.

"We'll be taking every opportunity we can to promote Andrew all summer long. We'll try to make whatever connection we can in order to keep it going and increase the awareness for Andrew and his music."

### A Win-Win For Radio

Meanwhile, Epic Records has skillfully maximized its connection to Ozzy and the show. The label has worked closely with radio to service mixes of "Dreamer" to various formats. It's also working overtime to send out Kelly Osbourne's debut song, "Papa Don't Preach."

What has made *The Osbournes* such a great marketing and promotion opportunity is the simple fact that the show's popularity came about gradually and naturally. Epic Records Group Sr. VP/Promotion Joel Klaiman says, "Dreamer" is getting kicked off at Pop radio, thanks to Z100 taking the ball and running with it. That led to the genuine interest that radio has in Kelly, who's a bona fide artist, and her new single. It has all happened very organically because the fans have demanded it."

Klaiman also brings up another key point: Radio's willingness to wrap its collective arms around *The Osbournes* has people talking about the medium again. "It's made radio exciting again for the listeners," he says. "People are talking about radio. People want to tune into their favorite morning or afternoon show and hear what their favorite jocks have to say about last night's show."

WXRK/New York PD Steve Kingston couldn't agree more. His station's longstanding relationship with the Osbournes has paid off big time. "We've nurtured that relationship on a professional and personal level, and it has allowed us access that few stations have," he says. "We even covered the show by having Ozzy or Sharon call the station the morning after the Tuesday-night telecast."

Kingston sees it as a win-win in just about every sense. "We benefit because we're able to give our listeners some great entertainment," he

says. "The artists and labels benefit because the acts that have been important receive more media attention when they perform during *Ozzfest* and at our developing artists' shows. And Ozzy gets propelled into the mainstream. I never would have thought CHR would be playing Ozzy, but now they are."

### Tough Decisions

Going forward, MTV and the Osbournes have some tough decisions to make. The main issue, naturally, is money. Neither side has publicly disclosed figures, but *Daily Variety* reported in mid-April that the Osbourne family is seeking substantially more than the low-seven figure check they pocketed for the first season.



Steve Kingston

One entertainment veteran predicts that MTV and the Osbournes will agree to terms. "I hope they would appreciate what MTV did and what they can accomplish in the future," the vet said. "The show is doing spectacular numbers for cable, but it fits that medium. It might not translate that well on another network. If I was MTV, I'd sign them up, accept the hefty increase and go do the next season."

On the creative side, that's easier said than done. Laura Caraccioli, VP/Director of the largest cable advertising agency, Starcom Entertainment, says MTV has to tread carefully with *The Osbournes* franchise. "They're great about staying hip, cool and one step ahead of the trends," she says. "A hit like *The Osbournes* presents them with an enviable problem: Do they continue to renew it and, assuming they can, risk becoming seen as too mainstream? Or do they kill it, like they did with *Beavis & Butthead*, because the hipness factor wore off?"

"The success of *The Osbournes* took everyone by surprise. As a result, MTV has pulled in an even broader, older audience. And, as everybody knows, kids really don't want to be associated with things their parents like."



THIS WEEK AT:

# MUSIC MEETING™

## DAVE MATTHEWS BAND "Where Are You Going"



**A**  
ALTERNATIVE

TRIPLE  
**A**

**HAC**

**DOWNLOAD!**  
On May 15th at 5am EST.

### HEAR THE HITS

[www.rrmusicmeeting.com](http://www.rrmusicmeeting.com)

liquid audio™

R&R

Selector



LAUNCHING PAD LAUNCHING PAD

LAUNCHING PAD

MUSIC NEWS & VIEWS

Crow, Train Drive Jeep Fest

Sheryl Crow, Train and Ziggy Marley are among the artists scheduled to participate in the inaugural Jeep World Outside Festival, which kicks off July 10 in Charlotte. The tour, which is being billed as the first combination of adventure sports and music, is being organized by Clear Channel Entertainment, *Outside* magazine and Daimler-Chrysler's Jeep division. The five-week tour will visit 23 cities and feature two stages. More acts are expected to be announced soon. In addition to music, the tour will feature a 30-foot-high ski jump, ice- and rock-climbing walls, a tank with state-of-the-art wave-making equipment and a mountain-biking course. *Outside* Director/Marketing Matt McKee says the tour is anything but typical concerts. "Come prepared to bike, swim, climb, ski, snowboard and listen to some fantastic music," he advises.



Train

AOL, Tonos Partner

Tonos Entertainment, the online music site founded by Grammy-winning writer-producers Carole Bayer Sager, David Foster and Kenneth "Babyface" Edmonds, has partnered with AOL to give subscribers even greater access to music-industry contacts.

The two kicked off an initiative on April 29 that allows AOL members to enter a Michael Jackson Songwriting Contest. The winner will get to co-write a song with Jackson, 14-time Grammy winner Foster and Oscar winner and Songwriting Hall of Fame inductee Bayer Sager.

The winning submission will be recorded by Jackson and may be released as part of an upcoming album. Luminaries from around the world will also participate in the recording of the winning song. All proceeds from sales of the song will be donated to children's charities around the world. In addition, runners-up will receive a membership to tonosPRO, the subscription service from Tonos that helps musicians interact with music-industry executives and network with other musicians, songwriters and producers.

The Warner Music Group/BMG compilation *Totally Hits 2002* will be released this spring. The collection will feature Fat Joe's "What's Luv?," Pink's "Get the Party Started," Default's "Wasting My Time," P.O.D.'s "Youth of the Nation," Jewel's "Standing Still" and Alanis Morissette's "Hands Clean," among others.

This 'n' that: Cher begins her farewell tour June 14 in Toronto ... Platinum-plus artist-producer Wyclef Jean will help produce legendary singer Tom Jones' forthcoming album ... Aerosmith will include two new songs, "Girls of Summer" and "Bad Enough," on their forthcoming greatest-hits package, set for release June 25 ... Multi-Platinum Latin pop star Marc Anthony embarks on a national tour July 6 in Mansfield, MA ... Five For Fighting have been tapped as an opening act on The Goo Goo Dolls tour, which kicks off June 7 in Atlantic City, NJ ... Katie Cassidy, the daughter of David Cassidy (of *Partridge Family* fame), will release a cover of the song "I Think I Love You," which was made famous by her father and hit No. 1 in the fall of 1970.

POLSTAR CONCERT PULSE

| Pos. | Artist                       | Avg. Gross (in 000s) | Among this week's new tours: |
|------|------------------------------|----------------------|------------------------------|
| 1    | PAUL MCCARTNEY               | \$2,570.9            |                              |
| 2    | CROSBY, STILLS, NASH & YOUNG | \$1,126.2            |                              |
| 3    | 'N SYNC                      | \$1,054.9            |                              |
| 4    | LUIS MIGUEL                  | \$736.0              | CHER                         |
| 5    | NEIL DIAMOND                 | \$718.5              | KENNY LOGGINS                |
| 6    | CREED                        | \$590.0              | MARC ANTHONY                 |
| 7    | BARRY MANILOW                | \$472.2              | RACHELLE FERRELL             |
| 8    | ROBIN WILLIAMS               | \$373.7              | STATIC-X                     |
| 9    | LINKIN PARK                  | \$295.7              | SOCIAL DISTORTION            |
| 10   | ALAN JACSON                  | \$282.2              |                              |
| 11   | MARY J. BLIGE                | \$277.3              |                              |
| 12   | KID ROCK                     | \$261.8              |                              |
| 13   | DOWN FROM THE MOUNTAIN       | \$225.3              |                              |
| 14   | LORD OF THE DANCE            | \$222.2              |                              |
| 15   | ENRIQUE IGLESIAS             | \$220.0              |                              |

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

'Feeling Fine' About Riddlin' Kids

First it was Train, then Five For Fighting. Most recently, it's John Mayer. Will the alternative rock band Riddlin' Kids be the next act in the red-hot tandem of Aware and Columbia breaks?

Many radio and record execs are betting that's exactly what will happen, based on the before-the-box airplay for Austin-based Riddlin' Kids' new song "I Feel Fine." Columbia goes for adds May 7, but already several influential Alternative stations have jumped the gun, including hometown outlet KROX, KEDJ/Phoenix, WOCL/Orolando, KTCL/Denver and KWOD/Sacramento.



Riddlin' Kids

Comprising vocalist-guitarist Clint Baker, guitarist-vocalist Dustin Stroud, bassist Mark Johnson and drummer Dave Keel, Riddlin' Kids began to take form several years ago, when founding members Baker and Stroud first teamed in a band called Igmo.

Soon after, the group changed their name to The Ritalin Kids and self-released an EP, *What Does It Matter*. (The band later opted to alter the spelling of their name to avoid any legal wrangling with pharmaceutical giant CIBA-Geigy, which manufactures the drug Ritalin.)

The EP contained the song "Blind," which then-KROX PD Alan Smith — (he's now at WOCL) — began spinning to impressive results in late May 2000. That, in turn, caught the attention of Aware Records President Gregg Latterman. "I called Alan, and he helped me get some music, which I really loved," Latterman says. "A few days later I flew to Austin and met the band. They played me a couple of songs in their garage, which I really loved, and I pretty much signed them on the spot.

"They didn't have a lawyer or a manager at the time. I remember they kept asking me, 'Is it really this easy?' Well, for me it was, because these guys know how to write catchy, hooky, melodic rock songs."

By August 2000 Riddlin' Kids were officially on the Aware/Columbia roster. "Columbia's Lee Danny A&R'd the record with me, and she started getting really involved," Latterman says. "It was her idea to get Paul Ebersold [3 Doors Down] to produce it, which was brilliant. She had wanted to work with Paul, so she sent him the band's EP. He loved it and came aboard."

The group began recording at the famed Ardent Studios (Big Star, The Replacements) in Memphis. Things progressed smoothly, and the album was near completion when the band came to Danny, Latterman and Ebersold with a couple of new songs.

"They didn't even have lyrics yet, but we all loved the melodies and hooks," Latterman says. "We decided to give them some more time to work the songs up, and they eventually came up with the first single, 'I Feel Fine,' and 'Here We Go Again,' which will probably be the second. They really stepped up and delivered."

By early 2001 Columbia and Aware faced a key decision: to finish the album quickly or wait. "Around this time last year there were a lot of bands with music out that we knew radio would start comparing to Riddlin' Kids," Latterman says. "We didn't want to rush the album out and compete against anyone, so we decided to take a break and come back to the album later. The band just hit the road and toured all summer."

Aware released a five-song EP, which sold about 7,000-8,000 copies, mostly due to the band's constant touring schedule. "The guys were playing with bands like Goldfinger and Reel Big Fish — acts that have a lot of street cred with their fans," says Latterman. "The time off allowed us to take a long-term approach to building the group's fan base, which we knew would help us in the long run at radio, even though we knew we weren't going to go to commercial radio until the first quarter of 2002."

When it was time to set up the band and "I Feel Fine," Columbia initially targeted college, and then Alternative specialty shows. Columbia VP/Alternative & Rock Promotion Jeff Sodikoff says, "In late January we sent the album to college and let them live with it for a while. Then in March we took it to Alternative specialty shows, which was a key part of our plan. We wanted the jocks and MDs who host and program the shows to feel the buzz firsthand. It was important that they hear about the record first from their listeners, rather than a record company calling them on the phone to pitch it.

"We also wanted to let specialty radio have it for a while. We felt it was important to let those guys own it for at least a month before we went for adds at Alternative. And now we're gearing up for add week, and we have several stations already stepping out. It's a great sign."

Looking forward, Columbia plans to focus mostly on Alternative. "We'll be aggressive at Alternative, but we also know we'll have to take our time, because there's a lot of traffic out there," Sodikoff says. "This is an Alternative rock band, and we want to spend the right amount of time working with the format to develop the band and not just the song, because we all believe these guys will have a long career. If it hits big at the format, then we'll consider crossing it over."

Riddlin' Kids' major-label debut album, *Hurry Up and Wait*, hits retail July 16. The band begins an East Coast tour May 24 in Old Bridge, NJ.

— Steve Wonsiewicz



THIRD EYE BLIND MEET LUCAS

While completing work on their forthcoming album, *Crystal Baller*, at George Lucas' Skywalker Sound studio, the members of multi-Platinum rock band Third Eye Blind were visited by the legendary director. The San Francisco-based band presented Lucas with a plaque commemorating 6 million units sold for their self-titled debut album, which was also recorded at Skywalker Sound. Seen here (l-r) are 3EB's Arion Salazar and Brad Hargreaves, Lucas, 3EB's Stephan Jenkins, manager Eric Godtland and 3EB's Tony Fredianelli.

## THE INDUSTRY'S NO. 1 RETAIL CHART May 10, 2002

| LW | TW | ARTIST                      | ALBUM                           | LABEL                      | POWERINDEX | CHANGE |
|----|----|-----------------------------|---------------------------------|----------------------------|------------|--------|
| —  | 1  | <b>BIG TYMERS</b>           | Hood Rich                       | Cash Money/Universal       | 161,721    | —      |
| 1  | 2  | <b>KENNY CHESNEY</b>        | No Shoes, No Shirt, No Problem  | BNA                        | 126,083    | -48%   |
| 2  | 3  | <b>ASHANTI</b>              | Ashanti                         | Murder Inc./Def Jam./IDJMG | 124,568    | -6%    |
| —  | 4  | <b>SOUNDTRACK</b>           | Spiderman                       | Roadrunner/Columbia/IDJMG  | 116,741    | —      |
| —  | 5  | <b>VANESSA CARLTON</b>      | Be Not Nobody                   | A&M/Interscope             | 106,726    | —      |
| 5  | 6  | <b>NOW VOL. 9</b>           | Various                         | UTV                        | 98,155     | -9%    |
| 3  | 7  | <b>SHERYL CROW</b>          | C'mon, C'mon                    | A&M/Interscope             | 97,455     | -11%   |
| 4  | 8  | <b>CELINE DION</b>          | A New Day Has Come              | Epic                       | 96,833     | -11%   |
| 7  | 9  | <b>JOSH GROBAN</b>          | Josh Groban                     | 143/Reprise                | 75,213     | +13%   |
| 10 | 10 | <b>PINK</b>                 | !Ssundaztood                    | Arista                     | 58,425     | 0%     |
| 9  | 11 | <b>SOUNDTRACK</b>           | O Brother, Where Art Thou?      | Lost Highway/IDJMG         | 57,157     | -2%    |
| 12 | 12 | <b>SHAKIRA</b>              | Laundry Service                 | Epic                       | 55,163     | -1%    |
| 8  | 13 | <b>SOUNDTRACK</b>           | Scorpion King                   | Universal                  | 48,126     | -24%   |
| 6  | 14 | <b>SOUNDTRACK</b>           | Star Wars Episode II: Attack... | Sony Classical/Columbia    | 46,225     | -41%   |
| 27 | 15 | <b>BONNIE RAITT</b>         | Silver Lining                   | Capitol                    | 43,00      | +13%   |
| 14 | 16 | <b>LUDACRIS</b>             | Word Of Mouf                    | Def Jam South/IDJMG        | 42,841     | -6%    |
| 17 | 17 | <b>TWEET</b>                | Southern Hummingbird            | Gold Mind/Elektra/EEG      | 42,568     | 0%     |
| 16 | 18 | <b>PUDDLE OF MUDD</b>       | Come Clean                      | Flawless/Geffen/Interscope | 41,809     | -4%    |
| 15 | 19 | <b>LINKIN PARK</b>          | Hybrid Theory                   | Warner Bros.               | 40,861     | -6%    |
| —  | 20 | <b>ALI</b>                  | Heavy Starch                    | Universal                  | 40,641     | —      |
| 20 | 21 | <b>NICKELBACK</b>           | Silver Side Up                  | Roadrunner, IDJMG          | 39,606     | -5%    |
| 35 | 22 | <b>NORAH JONES</b>          | Come Away With Me               | Blue Note                  | 38,622     | +14%   |
| 13 | 23 | <b>WILCO</b>                | Yankee Hotel Foxtrot            | Nonesuch/Atlantic          | 38,558     | -27%   |
| 25 | 24 | <b>NO DOUBT</b>             | Rock Steady                     | Interscope                 | 37,939     | -1%    |
| 21 | 25 | <b>JOHN MAYER</b>           | Room For Squares                | Aware/Columbia             | 36,882     | -7%    |
| 26 | 26 | <b>NAPPY ROOTS</b>          | Watermelon, Chicken & Gritz     | Atlantic                   | 35,818     | -6%    |
| 28 | 27 | <b>ALAN JACKSON</b>         | Drive                           | Arista                     | 35,730     | —      |
| 18 | 28 | <b>SYSTEM OF A DOWN</b>     | Toxicity                        | American/Columbia          | 34,798     | -18%   |
| 32 | 29 | <b>USHER</b>                | 8701                            | Arista                     | 33,584     | -3%    |
| 23 | 30 | <b>ENRIQUE IGLESIAS</b>     | Escape                          | Interscope                 | 33,558     | -14%   |
| 24 | 31 | <b>GOO GOO DOLLS</b>        | Gutterflower                    | Warner Bros.               | 33,133     | -14%   |
| 37 | 32 | <b>MICHELLE BRANCH</b>      | Spirit Room                     | Maverick/WB                | 33,127     | +1%    |
| 22 | 33 | <b>BRANDY</b>               | Full Moon                       | Atlantic                   | 32,81      | -16%   |
| 30 | 34 | <b>FAT JOE</b>              | Jealous Ones Still Envy         | Terror Squad/Atlantic      | 32,716     | -8%    |
| 11 | 35 | <b>CEE-LO</b>               | Cee-Lo Green & His Perfect...   | Arista                     | 32,649     | -42%   |
| —  | 36 | <b>TREY ANASTASIO</b>       | Trey Anastasio                  | Elektra/EEG                | 31,902     | —      |
| 34 | 37 | <b>ALANIS MORISSETTE</b>    | Under Rug Swept                 | Maverick/Reprise           | 31,777     | -8%    |
| 31 | 38 | <b>JA RULE</b>              | Pain Is Love                    | Murder Inc./Def Jam/IDJMG  | 31,135     | -12%   |
| 33 | 39 | <b>AVANT</b>                | Ecstasy                         | Magic Johnson/MCA          | 30,537     | -12%   |
| 29 | 40 | <b>MARY J. BLIGE</b>        | No More Drama                   | MCA                        | 30,467     | -15%   |
| 36 | 41 | <b>ALICIA KEYS</b>          | Songs In A Minor                | J                          | 30,374     | -8%    |
| 38 | 42 | <b>P.O.D.</b>               | Satellite                       | Atlantic                   | 29,478     | -9%    |
| 43 | 43 | <b>B2K</b>                  | B2K                             | Epic                       | 28,808     | -5%    |
| 48 | 44 | <b>JIMMY EAT WORLD</b>      | Jimmy Eat World                 | DreamWorks                 | 28,481     | +5%    |
| 41 | 45 | <b>JENNIFER LOPEZ</b>       | J To Tha L-O!: The Remixes      | Epic                       | 28,135     | -10%   |
| 45 | 46 | <b>CREED</b>                | Weathered                       | Wind-up                    | 27,982     | -5%    |
| 19 | 47 | <b>ELVIS COSTELLO</b>       | When I Was Cruel                | Island/IDJMG               | 27,812     | -33%   |
| 42 | 48 | <b>ENYA</b>                 | Day Without Rain                | Reprise                    | 27,051     | -13%   |
| 39 | 49 | <b>R. KELLY &amp; JAY-Z</b> | Best Of Both Worlds             | Roc-A-Fella/Jive/IDJMG     | 26,713     | -16%   |
| —  | 50 | <b>DEFAULT</b>              | Fallout                         | TVT                        | 25,532     | —      |

© HITS Magazine Inc.

### ON ALBUMS

#### Big Tyme Is Money

□ They're like Cash Money in the bank

No doubt about the commercial clout of Cash Money's **Big Tymers** this week: The Universal-distributed rappers blow away the field with a solid



Big Tymers

No. 1 debut for *Hood Rich*.

Also making impressive top five bows are *Roadrunner/Columbia/IDJMG's Spider-Man* soundtrack at No. 4 and *A&M/Interscope* newcomer **Vanessa Carlton** at No. 5. *Spider-Man* is fueled not only by the record-setting box office of the flick, but by the gargantuan "Hero" by *Nickelback's* Chad Kroeger and *Saliva's* Josey Scott. Hmmm, hit movie and hit song = smash soundtrack album.

Miss Vanessa shows staying power, maintaining the public's interest after her hugely requested "A Thousand Miles" ran for weeks on MTV; it's still climbing the CHR/Pop and Hot AC charts. Hot damn.

A retail star is born.

Rounding out the top five this week are former chart champs **BNA's** **Kenny Chesney** at No. 2 and *Murder Inc./IDJMG's* **Ashanti** at No. 3.

Meanwhile, strong sales jumps are posted by No. 9 *Reprise's* **Josh Groban** (+13% over last week), No. 15 *Capitol's* **Bonnie Raitt** (+13%) and No. 22 *Blue Note's* **Norah Jones** (+14%). Jones climbs



Vanessa Carlton

35-22 as her just-hit-Gold debut album continues to build on *Triple A*, Jazz and video play for "Don't Know Why."

Further down, *Maverick/Warner Bros.' Michelle Branch* goes 37-32 as "All You Wanted" hovers at No. 2 at CHR/Pop and is top five at Hot AC. *DreamWorks' Jimmy Eat World* go 48-44 as "The Middle" heads towards the top at Hot AC.

Yeeeeeaaaaaa! Let's party.



Norah Jones

May 10, 2002

## Roach-Infested Radio

What a year it's been for insects! First, we had Alien Ant Farm crawling all over the airwaves, and now *Spider-Man* is swinging its way to box-office records. Back at radio, however, we're experiencing another infestation, thanks to DreamWorks' **Papa Roach**. "She Loves Me Not" is the first single from the group's upcoming album, *lovehate tragedy*, and it's getting major love from Active Rock, Rock and Alternative. Head on over to those formats and give a listen to the latest from P-Roach (as the baggy-panted masses like to call 'em).

After making nice headway with "Hey Mister," the one-man jam known as **Custom** comes with an even better track in "Beat Me." Featuring cool beats and a Beck-ish vibe, this track is custom-made for airplay.

Interscope has invested in some great nu-metal hooks by signing **Trust Company**. The group's lead single, "Downfall," is creating a big buzz, and major-market players in both Alternative and Active Rock are taking notice. This track is sure to pay dividends with programmers and listeners alike. Get on it today!

If you're looking for the "purrfect" track to play for the goth metallers hanging out at the local Hot Topic, check out **Kittie's** "In Winter." These feline rockers have been a favorite in the rock underground. Another act that's creating a big underground buzz

are hardcore heroes **Hatebreed**. Now signed with Universal, these boys are ready to build their fan base with the powerfully aggressive "I Will Be Heard." The title speaks for itself.

Over on the Urban and Rhythmic side of things, we've got "Song Cry" by the inimitable **Jay-Z**. This is the third single from his lauded album, *The Blueprint*. Get your hands on

his latest. And if you're looking for future superstars, look no further than the countrified rhymes of Atlantic's **Nappy Roots**. "Awnaw" is the first single from their album *Watermelon, Chicken & Gritz* — talk about a tasty number.

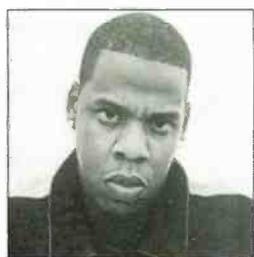
And is there anything tastier than a Scooby Snack? Not if you're a stoned teenager who likes to ride around in a van with a talking dog. With *Scooby Doo* hitting theaters, **OutKast** provide some quirky rhymes on the soundtrack with "Land of a Million Drums." Rapid raps and big beats are the name of the game with this fun track. Speaking of dogs, **Snoop Dogg** also gets in on the soundtrack action by providing the retro-funktastic "Undercova Funk..." for the upcoming flick *Undercover Brother*. The Bootsy Collins groove of this one will definitely put some funk in yo' trunk. Shake on over to Urban and Rhythmic to hear it.

Also at Urban, check out the cool groove of **Cee-Lo's** "Gettin' Grown," his followup to "Closet Freak." This is one cat who puts a contemporary twist on old-school funk. If you're looking for something with a rougher edge, give a listen to **Clipse's** "Grindin'."

Finally, kudos to the staff of RCA for recognizing the power of digital delivery. On Wednesday, May 15, Music Meeting will offer an exclusive download of the new **Dave Matthews Band** track, "Where Are You Going." The track will be available beginning at 5am ET, so set your alarm clocks and log onto [www.rmusicmeeting.com](http://www.rmusicmeeting.com). Where are you going on the 15th? Music Meeting, of course, to download some Dave!



Papa Roach



Jay-Z



Dave Matthews Band

## R&R Going For Adds

Week Of 5-13-02

### CHR/POP

**CREED** One Last Breath (*Wind-up*)  
**LUDACRIS** Saturday (Oooh! Oooh!) (*Island/IDJMG*)  
**MOBY** We Are All Made Of Stars (*V2*)  
**SEVEN AND THE SUN** Walk With Me (*Atlantic*)  
**UNWRITTEN LAW** Seein' Red (*Interscope*)  
**WILL SMITH** Black Suits Comin' (Nod Ya Head) (*Columbia*)

### CHR/RHYTHMIC

**OUTKAST** Land Of A Million Drums (*Lava/Atlantic*)  
**SMILEZ & SOUTHSTAR** Who Wants This (*ARTISTdirect*)  
**SNOOP DOGG** Undercova Funk (*Hollywood*)  
**VWALA** Say So (*Universal*)  
**WILL SMITH** Black Suits Comin' (Nod Ya Head) (*Columbia*)  
**WYCLEF JEAN / CLAUDETTE** Two Wrongs (*Columbia*)

### URBAN

**AZ** Take It Off (*Motown*)  
**CEE-LO** Gettin' Grown (*LaFace/Arista*)  
**CLIPSE** Grindin' (*Star Trak/Arista*)  
**OUTKAST** Land Of A Million Drums (*Lava/Atlantic*)  
**SNOOP DOGG** Undercova Funk (*Hollywood*)  
**STYLES / PHARAOHE MONCH** The Life (*Rawkus/MCA*)  
**SWIZZ BEATZ** Guilty (*DreamWorks*)  
**VWALA** Say So (*Universal*)  
**WYCLEF JEAN / CLAUDETTE** Two Wrongs (*Columbia*)

### URBAN AC

**ABENAA** Rain (*Nkunim*)  
**COOLY'S HOT BOX** It's Alright (*Omtown/Higher Octave*)  
**VICTOR FIELDS** Walk On By (*Regina*)

### COUNTRY

**ASHLEY WILSON** Good Girl (*ARL*)  
**RODNEY ATKINS** Sing Along (*Curb*)  
**SHEDAISY** Mine All Mine (*Lyric Street*)

### AC

**AMANDA MARSHALL** Everybody's Got A Story (*Columbia*)  
**FIVE FOR FIGHTING** Easy Tonight (*Aware/Columbia*)  
**KASEY CHAMBERS** Not Pretty Enough (*Warner Bros.*)

### HOT AC

**ALANA DAVIS** I Am Free (*Elektra/EEG*)  
**CREED** One Last Breath (*Wind-up*)  
**KASEY CHAMBERS** Not Pretty Enough (*Warner Bros.*)  
**MOBY** We Are All Made Of Stars (*V2*)  
**SEVEN AND THE SUN** Walk With Me (*Atlantic*)

### SMOOTH JAZZ

**JIM ADKINS** Straight Ahead (*Positive Music*)  
**MARK DOUTHIT** What A Shame About Me (*Hillsboro*)  
**SPECIAL EFX** Cruise Control (*Shanachie*)  
**TONY GUERRERO** If I Could Have It All (*Native Language Music*)

### ROCK

**ALIEN CRIME SYNDICATE** Ozzy (*V2*)  
**CRACKER** Don't Bring Us Down (*Back Porch/Virgin*)  
**CUSTOM** Beat Me (*ARTISTdirect*)  
**GROOVE HOGS** Blues Is My Business (*Trawf*)  
**HATEBREED** I Will Be Heard (*Universal*)  
**KITTIE** In Winter (*Artemis*)

### ACTIVE ROCK

**ALIEN CRIME SYNDICATE** Ozzy (*V2*)  
**CUSTOM** Beat Me (*ARTISTdirect*)  
**HATEBREED** I Will Be Heard (*Universal*)  
**KITTIE** In Winter (*Artemis*)

### ALTERNATIVE

**ALIEN CRIME SYNDICATE** Ozzy (*V2*)  
**ASH** Burn Baby Burn (*Kinetic/Arista*)  
**CUSTOM** Beat Me (*ARTISTdirect*)  
**FACE TO FACE** The New Way (*Vagrant*)  
**HATEBREED** I Will Be Heard (*Universal*)

### TRIPLE A

**BILLY BRAGG** St. Monday (*Elektra/EEG*)  
**COUNTING CROWS** American Girls (*Interscope*)  
**CRACKER** Don't Bring Us Down (*Back Porch/Virgin*)  
**DAVE ALVIN** Blue Blvd. (*Hightone*)  
**GROOVE HOGS** Blues Is My Business (*Trawf*)  
**HIGHWAY 9** Sadly (*Epic*)  
**MARAH** Float Away (*Artemis*)  
**MIDNIGHT OIL** Lurita Way (*Liquid 8*)  
**SEVEN AND THE SUN** Walk With Me (*Atlantic*)

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](http://www.rmusicmeeting.com)



**TONY NOVIA**  
tnovia@ronline.com

# Where Is Pop Music Headed?

□ PDs and MDs look to their crystal balls for answers

The winter Arbitrons have not been very kind to Pop stations, especially in the major markets. Simultaneously, music sales are down, and many Pop programmers are trying to look around the corner to see where the music is moving. Staying ahead of the curve or attempting to predict the next big thing is almost impossible, but it's sure fun to try.

Even in this age of technological wonders, the tools to help find the next big thing remain the same: gut, callout, requests, sales and keeping track of any hot local or national trends that may be developing or crossing over from another format or anyplace else in the world.

Perhaps the most accurate statement regarding the direction of pop music comes from WBMX/Boston PD Jeff Scott, who told us, "Anyone who can forecast that accurately should not be in the radio business because they could be making millions elsewhere!" So, what do other format experts predict?

**John Ivey**

**PD, KIIS & KYSR/Los Angeles**

CHR will always look for hit songs, regardless of genre.

**Jeff Kapugi**

**OM/DP, WFLZ/Tampa**

We will always play the best music out there, regardless of its genre. That's what the format is, and somehow we always find a way to make it work. On the mainstream level, my concern is with the Rhythmic and hip-hop stations attacking the low end. Also, some of the harder rock and alternative product might not mesh as well as we'd like with the 25-34 crowd, and we could erode there. It's a scary time for mainstream CHR.

**Stan 'The Man' Priest**

**MD, WFLZ/Tampa**

There is further divergence in sound, and look for some CHRs opting for more of a Hot AC approach. Ballads are the center now, sad to say for CHR.

**John Reynolds**

**OM, WNKS/Charlotte**

It appears to be moving in a direction of more pop rock. However, with big hits from Ja Rule and Ashanti, there is still a balance of sounds that Pop has to choose from.

**Jay Shannon**

**PD, KHFI/Austin**

To be honest, six months ago I would have never dreamed that Linkin Park would be a power on CHR. However, callout scores are running high among women for some of the extreme

rock titles. The key will be to play only the best of the best and watch the rock balance while holding true to the sound CHR is notorious for.

The labels and audience will decide the direction of the music for us. If true CHR/Pop product continues to be as scarce as it is, other formats will continue to dictate what Pop stations are forced to put on their playlists. I believe artists like Pink and Shakira have somewhat redefined what "pop" will be over the next year.

**Dylan Sprague**

**OM, WWWQ/Atlanta**

It appears as if rock is here for a while. Dance music seems to be replacing pure pop music in some instances, but I think those are isolated cases. Passion for rhythm product is fading with the upper end.

**Mark Medina**

**PD, KRQQ & KOHT/Tucson**

The edges are going to continue to be successful, and, as a format, we need to find a way to keep growing and nurturing the middle of the format — the pure down-the-middle pop and the pop R&B product.

**Ken Carr**

**Asst. PD/MD, KRQQ/Tucson**

We are in a hit music drought at the moment. Hopefully, more moderate pop records are coming to CHR radio as we get into spring and summer, but I am thinking that the extreme music cycle we are in will continue as the labels react to the huge success at Pop of Ja Rule, Nickelback and Linkin Park.

**Jay Hasting**

**OM, WABB/Mobile**

Just like the format has done in the past, some stations will splinter to become more dance, and some stations will take the alternative route. The mainstream stations may have to go outside of the traditional realm and find songs that fit the format but are not being worked by the record companies.

**Bill Michaels**

**PD, WVKS/Toledo**

The current pop music trend is definitely going in a pop rock direction. Will this hurt the format? No. Research is showing that females 18-34

are accepting the current pop rock trend.

**Bill West**

**PD, WZYP/Huntsville, AL**

It's kind of floundering around, looking for a place to land. We're already seeing that heavy hip-hop is not performing like it has over the past year. Rock and alternative acts are always going to do well in the South. Sooner or later some record exec will have a revelation and decide to send his A&R guys to find a pure pop act — not a boy band or track act, but a real act. We'll see more experimentation toward story songs and non-mainstream artists like Kasey Chambers and Jewel and acts like Jimmy Eat World, Default, etc.

**Keith Scott**

**Asst. PD, WDCG/Raleigh**

It's all a big circle. We have moved away from the oversaturation of teen pop acts like Backstreet, Britney and Christina, and people are looking for something different. That is why Linkin Park is the No. 1 record in the country for the second week in a row. It's not manufactured pop. However, that manufactured pop provides balance. So, just look back to the early '90s, and that is where pop music will go, with a few spikes of power pop like Real McCoy and La Bouche. Hell, look at Kylie Minogue!

**Pete De Graaf**

**Asst. PD/MD, WXXL Orlando**

We are holding on to some of the rock-leaning acts as long as the songs are hits. I hear some middle-ground pop music getting on right now: Vanessa Carlton, Michelle Branch, Shakira. Pink and Enrique are flying up in spin count, though there will still be room for artists like Fat Joe and Linkin Park.

**Al Levine**

**Asst. PD/MD, WBLI/Long Island, NY**

The trend seems to be moving back into a polarized land, but I'd like to believe that we know more about how to deal with this than the last time it happened. Balancing power recurrences and gold without getting too stale (more than two of those songs in a row) should be enough to at least get through the work hours, 9am-5pm. At night things

## Teens Wield More Revenue Power

With every Arbitron ratings period, radio continues to lose teen listening. By the looks of this research, radio's loss will be other media's financial gain. Here's a look at the growing revenue power among teens and the potential revenue upside if we superserve them.

**A Snapshot**

Teens wield enormous financial clout in America. Harris Interactive calculates that one in three consumer dollars spent in the U.S. is either spent by or influenced by someone under 18. Teenage Research Unlimited estimates that U.S. teens spent \$172 billion in 2001, up 11% from the 2000 figure of \$155 billion.

And there are plenty of teens out there to target. U.S. Census 2000 data shows that there were 20 million 10-to-14-year-olds and 20 million 15-to-19-year-olds in the U.S., collectively representing 14.5% of the overall U.S. population.

Approximately 14% of Americans age 13 to 17 have credit cards of their own. Based on U.S. Census data, here's a breakdown of the U.S. 12-to-19-year-old population by race and ethnicity: Non-Hispanic white, 65.5%; African American, 14.8%; Hispanic, 14.5%; Asian, 4%; other, 1.2%. Approximately 28% of U.S. teenagers say they earn money from a part-time job.

A report from KidEyes.com found that when young people ages 6 to 14 decide they want to buy something with their own money, 53.9% rush out and get it, while 46.1% wait until they find the item on sale. A 2002 study by Opinion Research Corp. showed that teens (age 12-17) watch an average of only 11 hours of TV per week, compared to an average of 17 hours for adults aged 18 and older.

According to a 2001 survey by Triple Dot Communications, 47% of young people had made one to three music purchases in the three months prior to the survey, while 27% had made four to six purchases and another quarter had made seven or more music purchases.

**Why They Buy**

A study by Beats Per Minute found that parents have a significant impact on teens' purchasing decisions, particularly those involving wireless products (40%) or food and beverages (30%). However, 44% of teens turn to a friend for advice on clothing purchases. Moreover, 30% ask friends' opinions regarding health and beauty aids.

According to Edison Media Research, when asked which was the best medium to find out about new music, 43% of 12-to-17-year-olds identified radio (the Internet was next at 28%). Primary reasons young people get a summer job: To earn money for things they want to buy, 59%; to save for the future, 19%; to avoid boredom, 7%; to get into a good college or improve a resume, 6%.

Teenage Research Unlimited says that teen consumers age 12-19 spent an average of \$104 per week in 2001, up from \$84 per week in 2000. (This total combines teens' own discretionary spending and any spending they do on their parents' behalf.) Major sources of income for teens age 12-19 (more than one answer possible): From parents as needed, 47%; odd jobs, 41%; gifts, 41%; part-time jobs, 28%; regular allowance, 25%; full-time jobs, 11%.

A study by Element Holdings, a youth-oriented market-research firm, found that 13-to-17-year-old Internet shoppers spent \$55 on their last on-line purchase.

Percentages of 13-to-18-year-olds owning the following electronic devices: Mobile phone, 29%; handheld device, 15%; pager, 12%; pocket PC, 5%. A mid-2001 survey of online teens found that clothing (71%) and music (61%) were the top two items they were considering purchasing via the Internet in the coming months. Books, sports equipment and electronics each were listed by approximately 33% of the respondents.

Source: Radio Advertising Bureau

can open up a little with dayparted records. But, again, balancing with major hits for the younger demo is key — not just a lot of "trim shots."

In the last few years it seems we have been more of a song-for-song format without nearly as much artist loyalty. This could be an advantage in these polarizing times: Listeners are not used to hearing familiar artists but look forward to the next new artist with a familiar favorite song.

**Joe Kelly**

**Asst. PD/MD, WNCI/Columbus, OH**

What's nice is that times have changed and people's tastes have changed. The mainstream person is open to all kinds of music. If you would have told me five years ago that a 28-year-old woman would love

to hear Ja Rule and Linkin Park on the same station but still wanted her Alanis, I would have laughed. But now I'm loving it. It's a great time for Pop radio.

**Jordan Walsh**

**PD, WLDI/West Palm Beach**

I see it getting even more polarized, with fewer and fewer pop records to bridge the rock and the urban product on CHR stations.

**Harry Kozlowski**

**PD, WJYY/Manchester, NH**

The hard rock and hip-hop phase we have been going through has peaked. What I see coming is a return to female pop. With the success of Michelle Branch and Vanessa Carlton, we'll start seeing more artists like them in the next six months.

## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES May 10, 2002

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of April 15-21.

HP = Hit Potential®

### CHR/POP

TOTAL AVERAGE  
FAVORABILITY ESTIMATE (1-5)

| ARTIST TITLE LABEL(S)   | 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 |
| <b>HP</b> PINK Don't Let Me Get Me (Arista)                     | 3.81                                      | 3.69 | 3.76 | 3.70 | 71.6                | 18.5         | 4.05         | 3.57        | 3.70        | 3.74    | 3.70  | 3.72     | 4.09 |
| MICHELLE BRANCH All You Wanted (Maverick/WB)                    | 3.79                                      | 3.78 | 3.84 | 3.84 | 71.6                | 17.3         | 4.02         | 3.60        | 3.65        | 3.80    | 3.60  | 3.58     | 4.15 |
| <b>HP</b> NICKELBACK Too Bad (Roadrunner/IDJMG)                 | 3.76                                      | 3.76 | 3.70 | 3.86 | 54.3                | 11.6         | 3.86         | 3.56        | 3.85        | 3.50    | 3.92  | 3.89     | 3.75 |
| NICKELBACK How You Remind Me (Roadrunner/IDJMG)                 | 3.76                                      | 3.74 | 3.61 | 3.75 | 80.0                | 30.6         | 3.66         | 3.71        | 3.95        | 3.46    | 3.81  | 4.04     | 3.75 |
| VANESSA CARLTON A Thousand Miles (A&M/Interscope)               | 3.76                                      | 3.69 | 3.74 | 3.77 | 66.2                | 17.5         | 4.06         | 3.45        | 3.63        | 3.83    | 3.48  | 3.73     | 3.95 |
| LINKIN PARK In The End (Warner Bros.)                           | 3.74                                      | 3.82 | 3.86 | 3.87 | 78.8                | 23.7         | 3.90         | 3.59        | 3.68        | 3.66    | 3.57  | 3.87     | 3.84 |
| <b>HP</b> P. DIDDY /USHER & LOON I Need A Girl (Bad Boy/Arista) | 3.71                                      | 3.68 | 3.79 | 3.85 | 54.1                | 13.8         | 3.83         | 3.64        | 3.49        | 3.83    | 3.39  | 3.56     | 4.00 |
| PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)              | 3.71                                      | 3.71 | 3.75 | 3.84 | 72.1                | 18.5         | 3.81         | 3.45        | 3.88        | 3.73    | 3.51  | 3.76     | 3.87 |
| FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)           | 3.70                                      | 3.82 | 3.59 | 3.66 | 75.3                | 25.2         | 3.84         | 3.62        | 3.54        | 3.68    | 3.66  | 3.77     | 3.67 |
| JIMMY EAT WORLD The Middle (DreamWorks)                         | 3.66                                      | 3.80 | 3.68 | 3.67 | 63.7                | 15.3         | 3.90         | 3.64        | 3.22        | 3.54    | 3.65  | 3.55     | 3.85 |
| ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)                     | 3.65                                      | 3.62 | 3.68 | 3.69 | 65.7                | 21.5         | 3.80         | 3.57        | 3.44        | 3.59    | 3.75  | 3.63     | 3.63 |
| DEFAULT Wasting My Time (TVT)                                   | 3.65                                      | 3.51 | 3.53 | 3.61 | 67.7                | 16.5         | 3.74         | 3.47        | 3.75        | 3.52    | 3.63  | 3.75     | 3.71 |
| CALLING Wherever You Will Go (RCA)                              | 3.62                                      | 3.70 | 3.64 | 3.70 | 80.7                | 27.4         | 3.54         | 3.56        | 3.79        | 3.51    | 3.69  | 3.61     | 3.68 |
| USHER U Don't Have To Call (LaFace/Arista)                      | 3.62                                      | 3.59 | 3.48 | 3.74 | 56.5                | 18.0         | 3.61         | 3.71        | 3.50        | 3.55    | 3.76  | 3.52     | 3.68 |
| INDIA.ARIE Video (Motown)                                       | 3.59                                      | 3.47 | —    | —    | 51.1                | 11.6         | 3.40         | 3.71        | 3.74        | 3.57    | 3.37  | 3.61     | 3.81 |
| SHAKIRA Underneath Your Clothes (Epic)                          | 3.59                                      | 3.71 | 3.67 | 3.68 | 70.4                | 17.8         | 3.62         | 3.67        | 3.45        | 3.49    | 3.46  | 3.61     | 3.83 |
| AALIYAH More Than A Woman (BlackGround)                         | 3.58                                      | 3.70 | 3.64 | 3.88 | 50.1                | 11.1         | 3.51         | 3.69        | 3.53        | 3.52    | 3.82  | 3.54     | 3.47 |
| B2K Uh Huh (Epic)   | 3.58                                      | —    | —    | —    | 53.8                | 12.3         | 3.64         | 3.68        | 3.18        | 3.60    | 3.55  | 3.43     | 3.75 |
| P.O.D. Youth Of The Nation (Atlantic)                           | 3.51                                      | 3.52 | 3.44 | 3.63 | 63.5                | 21.2         | 3.61         | 3.37        | 3.50        | 3.58    | 3.68  | 3.36     | 3.39 |
| JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)    | 3.46                                      | 3.56 | 3.44 | 3.50 | 77.5                | 33.3         | 3.55         | 3.37        | 3.45        | 3.40    | 3.56  | 3.66     | 3.23 |
| GOO GOO DOLLS Here Is Gone (Warner Bros.)                       | 3.45                                      | 3.35 | 3.44 | 3.53 | 62.0                | 14.3         | 3.44         | 3.40        | 3.52        | 3.31    | 3.72  | 3.39     | 3.40 |
| JENNIFER LOPEZ Ain't It Funny (Epic)                            | 3.45                                      | 3.57 | 3.55 | 3.62 | 77.5                | 30.6         | 3.45         | 3.49        | 3.40        | 3.39    | 3.61  | 3.62     | 3.15 |
| 'N SYNC Girlfriend (Jive)                                       | 3.41                                      | 3.59 | 3.41 | 3.56 | 69.1                | 24.0         | 3.34         | 3.58        | 3.28        | 3.49    | 3.22  | 3.63     | 3.28 |
| ENRIQUE IGLESIAS Escape (Interscope)                            | 3.41                                      | 3.50 | 3.39 | 3.46 | 58.8                | 21.2         | 3.32         | 3.26        | 3.82        | 3.38    | 3.38  | 3.23     | 3.62 |
| TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)                      | 3.25                                      | 3.09 | 3.21 | —    | 63.7                | 25.7         | 3.31         | 3.19        | 3.23        | 3.10    | 3.53  | 3.39     | 3.02 |
| NO DOUBT Hella Good (Interscope)                                | 3.20                                      | 3.38 | —    | —    | 56.8                | 14.8         | 3.12         | 3.19        | 3.36        | 2.98    | 3.10  | 3.30     | 3.39 |
| KYLIE MINOGUE Can't Get You... (Capitol)                        | 3.02                                      | 3.29 | 3.11 | 3.25 | 71.9                | 36.3         | 2.87         | 3.10        | 3.16        | 2.82    | 3.05  | 3.07     | 3.16 |

## CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

The top of Callout America looks a lot like R&R's CHR/Pop chart this week, with Pink moving into the top spot with "Don't Let Me Get Me" (Arista). "Let" is second with teens, eighth 18-24 and 10th 25-34.

Meanwhile, Michelle Branch, who is chasing Pink on the chart, is within .02 of first place on Callout America with "All You Wanted" (Maverick/WB). "Wanted" ranks third with teens, eighth 18-24 and 10th 25-34.

Nickelback continue to post strong scores with "Too Bad" (Roadrunner/IDJMG), which ranks third overall with a 3.76. "Bad" also ranks sixth with teens and third with women 25-34.

Vanessa Carlton is tied for third with "A Thousand Miles" (A&M/Interscope). "Miles" is the best-testing song among teens, with a 4.06.

B2K grab this week's only debut with "Uh Huh" (Epic). The song ranks fourth among women 18-24 right out the box.

Several songs perform strongly in key demos this week. Three songs are tied for No. 1 in the 18-24 female cell: "Video" by India.Arie (Motown/Universal), "U Don't Have to Call" by Usher (LaFace/Arista) and "How You Remind Me" by Nickelback. In the 25-34 demo, Default's "Wasting My Time" (TVT) ranks No. 6.

Those of you who receive Callout America via fax will soon be able to get it via e-mail. To sign up, please contact R&R's Circulation Department at 310-788-1625 or [moreinfo@rronline.com](mailto:moreinfo@rronline.com).

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.

## On Time. Every Time.

- Custom Production - Callouts & Montages
- Digital, Clear, Consistent
- 60,000+ Song Library
- All Formats & International Titles
- On-Time Delivery

Featuring: **1M CENTURY** GoldDiscs and HitDiscs

**HOOKS**  
UNLIMITED

The World's Premier Music Hook Service

Email: [hooks@hooks.com](mailto:hooks@hooks.com)  
[www.hooks.com](http://www.hooks.com)  
FAX: (573)443-4016

200 Old 63 South, #103  
Columbia, MO 65201-6081

For The Best Auditorium  
Test Hook Tapes

**Bernie Grice**  
**(573)443-4155**

# R&R CHR/Pop Top 50

May 10, 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         | PINK Don't Let Me Get Me (Arista)                                 | 8708        | -217      | 955717                 | 13             | 132/0               |
| 2         | 2         | MICHELLE BRANCH All You Wanted (Maverick/WB)                      | 7621        | +282      | 898884                 | 17             | 130/0               |
| 5         | 3         | ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)                       | 7501        | +592      | 906680                 | 8              | 130/0               |
| 3         | 4         | FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)             | 7452        | +204      | 924391                 | 10             | 119/1               |
| 6         | 5         | SHAKIRA Underneath Your Clothes (Epic)                            | 7356        | +463      | 845314                 | 12             | 131/0               |
| 8         | 6         | VANESSA CARLTON A Thousand Miles (A&M/Interscope)                 | 7211        | +534      | 928541                 | 12             | 131/1               |
| 7         | 7         | PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)                | 6711        | -131      | 718168                 | 16             | 131/0               |
| 4         | 8         | JENNIFER LOPEZ Ain't It Funny (Epic)                              | 6000        | -1138     | 613354                 | 18             | 129/0               |
| 11        | 9         | NO DOUBT Hella Good (Interscope)                                  | 5885        | +499      | 644045                 | 6              | 132/0               |
| 9         | 10        | LINKIN PARK In The End (Warner Bros.)                             | 5679        | -618      | 616183                 | 21             | 109/0               |
| 20        | 11        | P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista) | 4615        | +981      | 624614                 | 6              | 115/6               |
| 10        | 12        | 'N SYNC Girlfriend (Jive)   | 4412        | -1162     | 515010                 | 17             | 129/0               |
| 18        | 13        | DEFAULT Wasting My Time (TVT)                                     | 4125        | +234      | 455973                 | 11             | 117/3               |
| 14        | 14        | GOO GOO DOLLS Here Is Gone (Warner Bros.)                         | 4098        | +69       | 426152                 | 8              | 118/0               |
| 13        | 15        | ENRIQUE IGLESIAS Escape (Interscope)                              | 4044        | -688      | 510371                 | 14             | 130/0               |
| 15        | 16        | TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)                        | 3995        | +2        | 392236                 | 9              | 116/0               |
| 21        | 17        | JIMMY EAT WORLD The Middle (DreamWorks)                           | 3989        | +421      | 440797                 | 8              | 124/6               |
| 12        | 18        | KYLIE MINOUGE Can't Get You Out Of My Head (Capitol)              | 3925        | -841      | 380177                 | 18             | 130/0               |
| 17        | 19        | CALLING Wherever You Will Go (RCA)                                | 3850        | -70       | 444653                 | 29             | 120/0               |
| 19        | 20        | USHER U Don't Have To Call (LaFace/Arista)                        | 3836        | +192      | 461983                 | 7              | 119/1               |
| 22        | 21        | INDIA. ARIE Video (Motown/Universal)                              | 3167        | +83       | 322660                 | 11             | 121/0               |
| 24        | 22        | B2K Uh Huh (Epic)   | 3089        | +239      | 345313                 | 8              | 112/1               |
| 29        | 23        | NELLY Hot In Herre (Fo' Reel/Universal)                           | 2991        | +1069     | 318452                 | 3              | 115/3               |
| 23        | 24        | JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)      | 2535        | -461      | 274852                 | 19             | 122/0               |
| Debut     | 25        | EMINEM Without Me (Shady/Aftermath/Interscope)                    | 2533        | +1977     | 324788                 | 1              | 119/36              |
| 36        | 26        | JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)                  | 2452        | +864      | 267648                 | 3              | 119/6               |
| 25        | 27        | CELINE DION A New Day Has Come (Epic)                             | 2443        | -42       | 269932                 | 11             | 109/0               |
| 28        | 28        | CRAIG DAVID Walking Away (Wildstar/Atlantic)                      | 2305        | +379      | 256424                 | 5              | 110/5               |
| 27        | 29        | NICKELBACK Too Bad (Roadrunner/IDJMG)                             | 2298        | +337      | 192451                 | 6              | 110/1               |
| 30        | 30        | SHERYL CROW Soak Up The Sun (A&M/Interscope)                      | 2125        | +238      | 190979                 | 8              | 100/5               |
| 31        | 31        | RES They-Say Vision (MCA)   | 1791        | -45       | 206802                 | 9              | 104/2               |
| 38        | 32        | PAULINA RUBIO Don't Say Goodbye (Universal)                       | 1761        | +353      | 219178                 | 4              | 96/5                |
| 32        | 33        | JADE ANDERSON Sugarhigh (Columbia)                                | 1757        | +40       | 163462                 | 5              | 105/0               |
| 35        | 34        | BRITNEY SPEARS Overprotected (Jive)                               | 1609        | -29       | 157699                 | 5              | 102/1               |
| 42        | 35        | DIRTY VEGAS Days Go By (Capitol)                                  | 1477        | +491      | 200387                 | 3              | 86/18               |
| 43        | 36        | AALIYAH More Than A Woman (BlackGround/Virgin)                    | 1407        | +466      | 196204                 | 3              | 80/15               |
| 33        | 37        | ALICIA KEYS How Come You Don't Call Me (J)                        | 1322        | -324      | 128090                 | 7              | 112/0               |
| 26        | 38        | P.O.D. Youth Of The Nation (Atlantic)                             | 1315        | -903      | 136894                 | 12             | 107/0               |
| 34        | 39        | OUTKAST The Whole World (LaFace/Arista)                           | 1212        | -428      | 167386                 | 14             | 82/0                |
| 44        | 40        | CALLING Adrienne (RCA)  | 1192        | +268      | 118687                 | 2              | 76/4                |
| 37        | 41        | LUDACRIS Roll Out (My Business) (Def Jam South/IDJMG)             | 1102        | -318      | 97031                  | 15             | 88/0                |
| 45        | 42        | COURSE OF NATURE Caught In The Sun (Lava/Atlantic)                | 1037        | +116      | 72745                  | 4              | 60/4                |
| 40        | 43        | ALANIS MORISSETTE Hands Clean (Maverick/Reprise)                  | 965         | -185      | 107416                 | 16             | 100/0               |
| 39        | 44        | LENNY KRAVITZ Stillness Of Heart (Virgin)                         | 932         | -289      | 89566                  | 8              | 80/0                |
| 46        | 45        | SOLUNA For All Time (DreamWorks)                                  | 925         | +134      | 68447                  | 4              | 72/7                |
| 41        | 46        | FABOLOUS Young'n (Holla Back) (Desert Storm/Elektra/EEG)          | 916         | -100      | 108074                 | 14             | 68/0                |
| Debut     | 47        | MARC ANTHONY I've Got You (Columbia)                              | 844         | +379      | 129975                 | 1              | 68/10               |
| 49        | 48        | MARY J. BLIGE Rainy Dayz (MCA)                                    | 842         | +204      | 124626                 | 2              | 62/20               |
| Debut     | 49        | BRANDY Full Moon (Atlantic)                                       | 841         | +325      | 74880                  | 1              | 67/12               |
| 48        | 50        | BUSTA RHYMES Pass The Courvoisier (Part II) (J)                   | 831         | +170      | 104146                 | 2              | 58/8                |

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 4/28/02-5/4/02. 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 |
|--|------|
| C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG) | 60   |
| ANASTACIA One Day In Your Life (Epic)                  | 39   |
| EMINEM Without Me (Shady/Aftermath/Interscope)         | 36   |
| AVRIL LAVIGNE Complicated (Arista)                     | 29   |
| DROPLINE Fly Away From Here (...Day) (143/Reprise)     | 22   |
| MARY J. BLIGE Rainy Dayz (MCA)                         | 20   |
| JOHN MAYER No Such Thing (Aware/Columbia)              | 20   |
| DIRTY VEGAS Days Go By (Capitol)                       | 18   |
| AALIYAH More Than A Woman (BlackGround)                | 15   |
| BRANDY Full Moon (Atlantic)                            | 12   |
| TRIK TURNER Friends + Family (RCA)                     | 12   |
| A1 Caught In The Middle (Columbia)                     | 12   |
| NAPPY ROOTS Awnaw (Atlantic)                           | 12   |

**rubyhorse**  
"sparkle"

Over 300 Pop Spins Already!  
R&R Hot AC: Debut 29!

New Pop Adds at:  
**WSTR/Atlanta**  
**KHTS/San Diego**

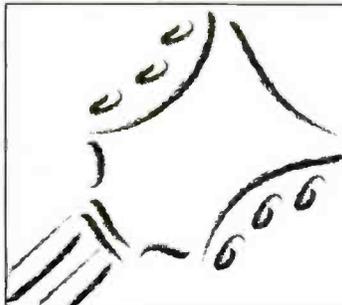
THE ISLAND DEF JAM MUSIC GROUP  
A UNIVERSAL MUSIC COMPANY

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                     | TOTAL PLAY INCREASE |
|---|---------------------|
| EMINEM Without Me (Shady/Aftermath/Interscope)            | +1977               |
| NELLY Hot In Herre (Fo' Reel/Universal)                   | +1069               |
| P. DIDDY F/USHER & LOON I Need A Girl... (Bad Boy/Arista) | +981                |
| JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)          | +864                |
| ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)               | +592                |
| VANESSA CARLTON A Thousand Miles (A&M/Interscope)         | +534                |
| NO DOUBT Hella Good (Interscope)                          | +499                |
| DIRTY VEGAS Days Go By (Capitol)                          | +491                |
| AALIYAH More Than A Woman (BlackGround)                   | +466                |
| SHAKIRA Underneath Your Clothes (Epic)                    | +463                |
| JIMMY EAT WORLD The Middle (DreamWorks)                   | +421                |

## Most Played Recurrents

| ARTIST TITLE LABEL(S)                                    | TOTAL PLAYS |
|--|-------------|
| NICKELBACK How You Remind Me (Roadrunner/IDJMG)          | 3827        |
| MARY J. BLIGE Family Affair (MCA)                        | 2393        |
| CRAIG DAVID 7 Days (Wildstar/Atlantic)                   | 2305        |
| LEANN RIMES Can't Fight The Moonlight (Curb)             | 2077        |
| CREED My Sacrifice (Wind-up)                             | 1934        |
| USHER U Got It Bad (LaFace/Arista)                       | 1807        |
| PINK Get The Party Started (Arista)                      | 1783        |
| NO DOUBT Hey Baby (Interscope)                           | 1635        |
| TOYA I Do (Arista)                                       | 1474        |
| SHAKIRA Whenever Wherever (Epic)                         | 1462        |
| LIFEHOUSE Hanging By A Moment (DreamWorks)               | 1424        |
| STAIN'D It's Been Awhile (Flip/Elektra/EEG)              | 1207        |
| NELLY FURTADO Turn Off The Light (DreamWorks)            | 1129        |
| EVE F/G.STEFANI Let Me Blow ... (Ruff Ryders/Interscope) | 1075        |



# Rock the House.

Build listeners, improve ratings and increase revenues...all with a slamin' decal or sticker promotion from Communication Graphics, the premier printer of radio decals since 1973.

DECALS / BUMPER STICKERS / STATICS / SIGNAGE / FULL SERVICE DESIGN STUDIO

SINCE 1973  
**Communication Graphics Inc**  
WHERE QUALITY STICKS

1765 N. JUNIPER, BROKEN ARROW, OK 74012  
(800) 331-4438 WWW.CGILINK.COM

# R&R CHR/Pop Top 50 Indicator

May 10, 2002

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

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)   | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (M) | WEEKS ON CHART | TOTAL STATIONS/ AODS |
|-----------|-----------|---|-------------|-----------|-----------------------|----------------|----------------------|
| 1         | 1         | PINK Don't Let Me Get Me (Arista)                                 | 3088        | -10       | 89702                 | 11             | 52/0                 |
| 3         | 2         | MICHELLE BRANCH All You Wanted (Maverick/WB)                      | 2797        | +100      | 83645                 | 16             | 51/0                 |
| 4         | 3         | VANESSA CARLTON A Thousand Miles (A&M/Interscope)                 | 2711        | +186      | 79365                 | 11             | 51/0                 |
| 5         | 4         | SHAKIRA Underneath Your Clothes (Epic)                            | 2619        | +257      | 74054                 | 10             | 50/0                 |
| 2         | 5         | PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)                | 2547        | -191      | 73124                 | 16             | 50/0                 |
| 7         | 6         | ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)                       | 2401        | +369      | 71753                 | 6              | 51/0                 |
| 10        | 7         | NO DOUBT Hella Good (Interscope)                                  | 2199        | +232      | 63900                 | 5              | 52/0                 |
| 9         | 8         | FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)             | 2104        | +106      | 60095                 | 10             | 47/0                 |
| 8         | 9         | GOO GOO DOLLS Here Is Gone (Warner Bros.)                         | 2073        | +48       | 61132                 | 7              | 51/0                 |
| 6         | 10        | JENNIFER LOPEZ Ain't It Funny (Epic)                              | 1854        | -261      | 53389                 | 19             | 44/0                 |
| 16        | 11        | JIMMY EAT WORLD The Middle (DreamWorks)                           | 1758        | +207      | 51710                 | 8              | 51/0                 |
| 15        | 12        | DEFAULT Wasting My Time (TVT)                                     | 1696        | +22       | 50013                 | 11             | 45/0                 |
| 11        | 13        | ENRIQUE IGLESIAS Escape (Interscope)                              | 1555        | -374      | 48910                 | 13             | 41/0                 |
| 14        | 14        | LINKIN PARK In The End (Warner Bros.)                             | 1533        | -160      | 44515                 | 19             | 37/0                 |
| 13        | 15        | 'N SYNC Girlfriend (Jive)   | 1523        | -216      | 42461                 | 15             | 39/0                 |
| 12        | 16        | KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)              | 1516        | -254      | 47137                 | 17             | 41/0                 |
| 19        | 17        | SHERYL CROW Soak Up The Sun (A&M/Interscope)                      | 1421        | +153      | 40836                 | 8              | 49/0                 |
| 17        | 18        | USHER U Don't Have To Call (LaFace/Arista)                        | 1421        | +105      | 42037                 | 7              | 45/0                 |
| 23        | 19        | NICKELBACK Too Bad (Roadrunner/IDJMG)                             | 1295        | +145      | 35537                 | 5              | 50/0                 |
| 22        | 20        | INDIA.ARIE Video (Motown/Universal)                               | 1239        | +53       | 34505                 | 10             | 46/2                 |
| 25        | 21        | P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista) | 1231        | +283      | 36096                 | 4              | 43/1                 |
| 18        | 22        | CALLING Wherever You Will Go (RCA)                                | 1187        | -93       | 33773                 | 29             | 38/0                 |
| 24        | 23        | TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)                        | 1181        | +75       | 32406                 | 8              | 45/0                 |
| 26        | 24        | CRAIG DAVID Walking Away (Wildstar/Atlantic)                      | 1018        | +109      | 30455                 | 4              | 48/2                 |
| 21        | 25        | P.O.D. Youth Of The Nation (Atlantic)                             | 863         | -329      | 24036                 | 12             | 31/0                 |
| 28        | 26        | B2K Uh Huh (Epic)   | 769         | +104      | 19283                 | 5              | 36/1                 |
| 27        | 27        | CELINE DION A New Day Has Come (Epic)                             | 744         | +14       | 21080                 | 10             | 31/0                 |
| 34        | 28        | CALLING Adrienne (RCA)  | 733         | +159      | 20699                 | 2              | 40/1                 |
| 41        | 29        | NELLY Hot In Herre (Fo' Reel/Universal)                           | 712         | +329      | 19332                 | 2              | 44/6                 |
| 29        | 30        | SOLUNA For All Time (DreamWorks)                                  | 693         | +29       | 23843                 | 8              | 42/0                 |
| 38        | 31        | JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)                  | 680         | +223      | 17805                 | 2              | 38/3                 |
| 30        | 32        | RES They-Say Vision (MCA)   | 642         | +9        | 16240                 | 9              | 30/0                 |
| 33        | 33        | JADE ANDERSON Sugarhigh (Columbia)                                | 633         | +40       | 17281                 | 4              | 37/1                 |
| 37        | 34        | COURSE OF NATURE Caught In The Sun (Lava/Atlantic)                | 515         | +36       | 16339                 | 4              | 32/1                 |
| Debut     | 35        | EMINEM Without Me (Shady/Aftermath/Interscope)                    | 511         | +461      | 16907                 | 1              | 44/21                |
| 40        | 36        | PAULINA RUBIO Don't Say Goodbye (Universal)                       | 477         | +93       | 13260                 | 2              | 29/3                 |
| 35        | 37        | BRITNEY SPEARS Overprotected (Jive)                               | 477         | -45       | 13076                 | 3              | 25/1                 |
| 31        | 38        | JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)      | 440         | -186      | 9507                  | 18             | 17/0                 |
| 36        | 39        | ALANIS MORISSETTE Hands Clean (Maverick/Reprise)                  | 400         | -93       | 12268                 | 15             | 18/0                 |
| 39        | 40        | ALICIA KEYS How Come You Don't Call Me (J)                        | 364         | -77       | 8897                  | 6              | 21/0                 |
| 32        | 41        | LENNY KRAVITZ Stillness Of Heart (Virgin)                         | 361         | -256      | 10246                 | 8              | 19/0                 |
| 46        | 42        | MARC ANTHONY I've Got You (Columbia)                              | 326         | +112      | 12498                 | 2              | 26/5                 |
| Debut     | 43        | AALIYAH More Than A Woman (BlackGround/Virgin)                    | 318         | +151      | 11237                 | 1              | 29/12                |
| 43        | 44        | KACI Just An Old Boyfriend (Curb)                                 | 313         | +57       | 8982                  | 2              | 30/2                 |
| 45        | 45        | TINA NOVAK Been Around The World (Spere/Arista)                   | 282         | +58       | 7273                  | 2              | 17/1                 |
| 50        | 46        | BRANDY Full Moon (Atlantic)                                       | 269         | +87       | 7210                  | 2              | 30/9                 |
| 49        | 47        | MARY J. BLIGE Rainy Dayz (MCA)                                    | 249         | +60       | 6219                  | 2              | 18/7                 |
| Debut     | 48        | DIRTY VEGAS Days Go By (Capitol)                                  | 247         | +133      | 5478                  | 1              | 23/12                |
| 47        | 49        | LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)             | 205         | +9        | 4413                  | 2              | 11/0                 |
| —         | 50        | BUSTA RHYMES Pass The Courvoisier (Part II) (J)                   | 184         | +13       | 3998                  | 2              | 8/0                  |

52 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 4/28-Saturday 5/4.  
© 2002, R&R Inc.

## Most Added

| ARTIST TITLE LABEL(S)                                  | ADDS |
|--|------|
| C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG) | 28   |
| EMINEM Without Me (Shady/Aftermath/Interscope)         | 21   |
| AALIYAH More Than A Woman (BlackGround/Virgin)         | 12   |
| DIRTY VEGAS Days Go By (Capitol)                       | 12   |
| JOHN MAYER No Such Thing (Aware/Columbia)              | 12   |
| AVRIL LAVIGNE Complicated (Arista)                     | 10   |
| BRANDY Full Moon (Atlantic)                            | 9    |
| DROPLINE Fly Away From Here (...Day) (143/Reprise)     | 8    |
| MARY J. BLIGE Rainy Dayz (MCA)                         | 7    |
| NELLY Hot In Herre (Fo' Reel/Universal)                | 6    |
| ANASTACIA One Day In Your Life (Epic)                  | 6    |
| MARC ANTHONY I've Got You (Columbia)                   | 5    |
| MICHAEL DAMIAN Shadows... (Modern Voices/Weir Bros.)   | 5    |
| LMNT Juliet (Purple Leopard/Atlantic)                  | 5    |
| TRIK TURNER Friends + Family (RCA)                     | 4    |
| JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)       | 3    |
| PAULINA RUBIO Don't Say Goodbye (Universal)            | 3    |
| CANDY BUTCHERS You Belong To Me Now (RPM)              | 3    |
| NAPPY ROOTS Awnaw (Atlantic)                           | 3    |
| CRAIG DAVID Walking Away (Wildstar/Atlantic)           | 2    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                     | TOTAL PLAY INCREASE |
|---|---------------------|
| EMINEM Without Me (Shady/Aftermath/Interscope)            | +461                |
| ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)               | +369                |
| NELLY Hot In Herre (Fo' Reel/Universal)                   | +329                |
| P. DIDDY F/USHER & LOON I Need A Girl... (Bad Boy/Arista) | +283                |
| SHAKIRA Underneath Your Clothes (Epic)                    | +257                |
| NO DOUBT Hella Good (Interscope)                          | +232                |
| JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)          | +223                |
| JIMMY EAT WORLD The Middle (DreamWorks)                   | +207                |
| VANESSA CARLTON A Thousand Miles (A&M/Interscope)         | +186                |
| CALLING Adrienne (RCA)                                    | +159                |
| SHERYL CROW Soak Up The Sun (A&M/Interscope)              | +153                |
| AALIYAH More Than A Woman (BlackGround/Virgin)            | +151                |
| NICKELBACK Too Bad (Roadrunner/IDJMG)                     | +145                |
| DIRTY VEGAS Days Go By (Capitol)                          | +133                |
| RUBYHORSE Sparkle (Island/IDJMG)                          | +125                |
| MARC ANTHONY I've Got You (Columbia)                      | +112                |
| CRAIG DAVID Walking Away (Wildstar/Atlantic)              | +109                |
| FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)     | +106                |
| USHER U Don't Have To Call (LaFace/Arista)                | +105                |
| B2K Uh Huh (Epic)   | +104                |
| C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)    | +103                |
| MICHELLE BRANCH All You Wanted (Maverick/WB)              | +100                |
| PAULINA RUBIO Don't Say Goodbye (Universal)               | +93                 |
| BRANDY Full Moon (Atlantic)                               | +87                 |
| TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)                | +75                 |
| TRIK TURNER Friends + Family (RCA)                        | +67                 |
| MARY J. BLIGE Rainy Dayz (MCA)                            | +60                 |
| TINA NOVAK Been Around The World (Spere/Arista)           | +58                 |
| KACI Just An Old Boyfriend (Curb)                         | +57                 |
| INDIA.ARIE Video (Motown/Universal)                       | +53                 |

# R&R convention: 2002

★ June 13-15 ★

☆ The Beverly Hilton Hotel  
Beverly Hills, California ☆

Register NOW at  
[www.rronline.com](http://www.rronline.com)





We're lucky to have no shortage of great-testing records from established and new artists in Las Vegas. The Usher, Pink, Fat Joe and Ashanti records are moving phones and research right now, and Puddle Of Mudd, The Calling and Linkin Park are all still coming back big. • There's a great balance with hits from Kylie Minogue, No



Doubt and Michelle Branch and pop rock groups like The Calling. It's great to see music out there that allows CHR to actually play the biggest rhythmic, pop and alternative records. A great song is a great song, and people want to hear it. Our core loves to hear Puddle Of Mudd and Ja Rule on the same radio station. The key is always going to be balance and flow. • Some of the newer music

we like: "Adrienne" by The Calling, Paulina Rubio, and I like what India.Arie and Res are adding to the sound of the stations playing them. We're also going straight to the core with some records at night, like the X-ecutioners, which added the right attitude to the station when we put it in. We're doing the same thing with Linkin Park's "Papercut" at night and have found that it's reacting immediately.

Leave it to the shady one to position himself smack dab in the middle of the chart. Eminem makes a big debut at 25\* with "Without Me" (Shady/Aftermath/Interscope). The audacious tune amasses 1,977 plays, topping the Most Increased Play column ... Other newcomers include Marc Anthony at 47\* with "I've Got You" (Columbia) and Brandy's "Full Moon" (Atlantic) at 49\* ... Pink's "Don't Let Me Get Me" (Arista) and Michelle Branch's "All You Wanted" (Maverick/WB) remain at No. 1 and 2 respectively. However, as Pink loses 217 plays, Branch ascends by 282 spins. Hmmm, could it be Pink's hue is starting to fade? ... With Ashanti's "Foolish" (Murder Inc./Def Jam/IDJMG) picking up 592 plays (twice as many as Branch), is the IDJMG crew contemplating a game of leapfrog with the Warner Bros. staff? ... Speaking of Ashanti, she enters the Most Increased Play list at No. 4. As for the rest of the list: Nelly's "Hot in Herre" (Fo' Reel/Universal) is No. 2 with +1069, P. Diddy's "I Need a Girl" (Bad Boy/Arista) earns the No. 3 slot with +981, and the fifth slot belongs to long-distance traveler Vanessa Carlton, with +534 on "A Thousand Miles" (A&M/Interscope) ... Interscope dominates the top 10: "A Thousand Miles" rises from 8-6\*, Puddle Of Mudd's "Blurry" remains at 7, and No Doubt's "Hella Good" rises from 11-9\*.



— Tanya O'Quinn/Asst. Editor

# ON THE RISE

ARTIST: Anastacia

LABEL: Epic

By Tanya O'Quinn / ASSISTANT EDITOR



Anastacia

If I'm not singing songs from my heart, and if I don't feel something in the groove or the lyrics, I don't touch the microphone," reveals the Chicago-born, New York City-raised Anastacia. Earnestly admitting that she had no idea how her record would turn out, the sassy artist says she was just happy to work with like-minded people on the project. She co-wrote 11 of the 13 tracks on her debut, *Not That Kind*. "Everyday living on the earth has inspired me to communicate through my music," she explains. "I have a way with words, so I just put them on paper and communicate them through my music." Her collaboration with such production talents as Rick Wake (Mariah Carey and Celine Dion) and Carl Sturken and Evan Rogers, who composed 'N Sync's "God Must Have Spent a Little More Time on You," is a rhythmic success. *Not That Kind* is top 10 on the album charts of nearly 10 countries and has overall sales of 5 million overseas and Gold, Platinum and multi-Platinum status in more than a dozen countries. And now the U.S. is catching on.

Anastacia is no stranger to rhythm. She worked as a dancer on *Club MTV* and performed in several music videos, including Salt-N-Pepa's "Everybody Get Up" and "Twist and Shout." However, she almost lost all hope of succeeding in the music business after being fired from her receptionist gig at a Los Angeles hair salon. Her manager convinced her to give it one more try, and that was the turning point in Anastacia's musical career.

Following her appearance on MTV's *The Cut*, several producers and labels approached her. After signing to Daylight/Epic Records, she received a call from the King of Pop himself, Michael Jackson. Naturally, the call increased her self-confidence level a bit. "Speaking to Michael Jackson and hearing his kind words of support and encouragement really gave me the confi-

dence and, more importantly, the belief that I was destined to get my shot in this business," says this self-proclaimed expressionist.

The title track, "Not That Kind," emits the musical feel of Stevie Wonder's "Living for the City" combined with Anastacia's Taylor Dayne-like vocals. This tune's powerful vocals make a statement, regardless of the lyrics. I'm not saying that the words aren't good, but, with her talent, Anastacia could sing about pink elephants dancing in a field of purple tulips, and nobody would care as long as they could dive into the waves of her lush sounds. "I'm Outta Love," the debut single, is a dancey exploration of emotional depletion. Keeping the dance feel going is "Yo Trippin'." "You're like a weight in my pocket every time you come around," Anastacia sings in the emotionally grappling "Cowboys & Kisses."

"Made For Lovin' You" gives the listener time to rejoice, while "Black Roses" are what's left when love makes an exit. Anastacia's unique vocal style seizes the spotlight on such tracks as "Who's Gonna Stop the Rain?" "I Ask of You" and "Late Last Night." From start to finish, *Not That Kind* demonstrates impeccable musical expression.

I am now questioning the definition of each genre. After reviewing *Not That Kind*, I'm left puzzled as to why Anastacia is a pop artist. This woman is simply an extremely talented vocalist and gifted expressionist. Her impassioned and remarkable musical contribution shouldn't be labeled or pigeonholed into one category. If pigeonholing is necessary, let's call her "unbelievable."

## Extend your on-air image! Quick STAND™

- Dress up your events • Durable Construction
- Maximum Portability • Set up in 30 seconds

"They look great! We're very happy with the QuickStands."  
— Kathy Preim, WFGP & WKOE/Atlantic City

"We'll do 80-100 remotes this year, and the QuickStands will be at every one. They're functional, practical and easy to use."  
— Bill Baker, WKKD AM & FM & WRWC/Aurora, IL

"We used it the day after we received it. Easy to set-up and take down; it is wonderful for us."  
— Ed Schumacher, WTUZ/New Philadelphia, OH



## BROADCAST PRODUCTS INCORPORATED

1-800-433-8460

6528 Constitution Drive  
Fort Wayne, IN 46804  
USA • (219) 459-1286

May 10, 2002

RateTheMusic.com  
BY MEDIABASE

America's Best Testing CHR/Pop Songs 12+  
For The Week Ending 5/10/02.

| Artist Title (Label)  | TW   | LW   | Familiarity | Burn | TD   | Familiarity | Burn |
|---|------|------|-------------|------|------|-------------|------|
| MICHELLE BRANCH All You Wanted (Maverick/WB)                    | 4.18 | 4.19 | 93%         | 20%  | 4.19 | 93%         | 21%  |
| LINKIN PARK In The End (Warner Bros.)                           | 4.15 | 4.22 | 95%         | 40%  | 4.21 | 95%         | 41%  |
| PINK Don't Let Me Get Me (Arista)                               | 4.10 | 4.16 | 96%         | 26%  | 4.08 | 99%         | 29%  |
| VANESSA CARLTON A Thousand Miles (A&M/Interscope)               | 4.02 | 4.08 | 88%         | 20%  | 3.98 | 90%         | 24%  |
| JIMMY EAT WORLD The Middle (DreamWorks)                         | 4.01 | 4.01 | 71%         | 12%  | 4.04 | 68%         | 12%  |
| PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)              | 4.00 | 4.04 | 91%         | 27%  | 4.03 | 90%         | 29%  |
| GOD GOD DOLLS Here Is Gone (Warner Bros.)                       | 4.00 | 3.95 | 76%         | 12%  | 4.17 | 75%         | 7%   |
| CALLING Wherever You Will Go (RCA)                              | 4.00 | 4.08 | 93%         | 40%  | 4.00 | 94%         | 43%  |
| ENRIQUE IGLESIAS Escape (Interscope)                            | 3.93 | 3.90 | 95%         | 28%  | 3.94 | 94%         | 32%  |
| NO DOUBT Hella Good (Interscope)                                | 3.90 | 3.92 | 80%         | 13%  | 3.89 | 81%         | 15%  |
| NICKELBACK How You Remind Me (Roadrunner/IDJMG)                 | 3.88 | 3.92 | 98%         | 53%  | 3.89 | 98%         | 56%  |
| NICKELBACK Too Bad (Roadrunner/IDJMG)                           | 3.88 | -    | 71%         | 16%  | 3.87 | 69%         | 14%  |
| DEFAULT Wasting My Time (TVT)                                   | 3.88 | 3.96 | 71%         | 16%  | 3.92 | 72%         | 16%  |
| FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)           | 3.87 | 3.87 | 84%         | 30%  | 3.95 | 88%         | 31%  |
| JENNIFER LOPEZ Ain't It Funny (Epic)                            | 3.79 | 3.81 | 95%         | 40%  | 3.88 | 96%         | 37%  |
| ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)                     | 3.75 | 3.72 | 78%         | 22%  | 3.87 | 81%         | 21%  |
| 'N SYNC Girlfriend (Jive)                                       | 3.71 | 3.74 | 98%         | 40%  | 3.91 | 98%         | 37%  |
| SHAKIRA Underneath Your Clothes (Epic)                          | 3.71 | 3.74 | 93%         | 34%  | 3.59 | 95%         | 38%  |
| P. DIDDY F/USHER & LOON I Need A Girl (Part I) (Bad Boy/Arista) | 3.66 | 3.76 | 76%         | 20%  | 3.90 | 78%         | 16%  |
| USHER U Don't Have To Call (Arista)                             | 3.64 | 3.68 | 79%         | 23%  | 3.76 | 80%         | 20%  |
| JENNIFER LOPEZ FEATURING NAS I'm Gonna Be Alright (Epic)        | 3.62 | -    | 55%         | 11%  | 3.82 | 59%         | 8%   |
| CELINE DION A New Day Has Come (Epic)                           | 3.60 | 3.63 | 82%         | 21%  | 3.68 | 86%         | 20%  |
| JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)    | 3.59 | 3.54 | 92%         | 49%  | 3.68 | 93%         | 51%  |
| SHERYL CROW Soak Up The Sun (A&M/Interscope)                    | 3.59 | 3.58 | 75%         | 19%  | 3.53 | 76%         | 18%  |
| INDIA ARIE Video (Mowtown/Universal)                            | 3.48 | 3.49 | 67%         | 21%  | 3.54 | 68%         | 20%  |
| B2K Uh Huh (Epic)   | 3.46 | 3.51 | 66%         | 19%  | 3.53 | 64%         | 19%  |
| NELLY Hot In Herre (Fo' Ree'/Universal)                         | 3.43 | -    | 49%         | 13%  | 3.35 | 49%         | 13%  |
| KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)            | 3.42 | 3.53 | 94%         | 50%  | 3.37 | 95%         | 55%  |
| TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)                      | 3.25 | 3.19 | 76%         | 31%  | 3.34 | 78%         | 29%  |

Total sample size is 563 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

- LUDACRIS Saturday... (Def Jam South/IDJMG)  
Total Plays: 760, Total Stations: 41, Adds: 6
- JOHN MAYER No Such Thing (Aware/Columbia)  
Total Plays: 443, Total Stations: 37, Adds: 20
- TINA NOVAK Been Around The World (Spere/Arista)  
Total Plays: 360, Total Stations: 35, Adds: 4
- TRIK TURNER Friends + Family (RCA)  
Total Plays: 355, Total Stations: 37, Adds: 12
- C. KROEGER... Hero (Roadrunner/Columbia/IDJMG)  
Total Plays: 303, Total Stations: 68, Adds: 60
- NAPPY ROOTS Awnaw (Atlantic)  
Total Plays: 263, Total Stations: 26, Adds: 12
- RUBYHORSE Sparkle (Island/IDJMG)  
Total Plays: 244, Total Stations: 30, Adds: 9
- A1 Caught In The Middle (Columbia)  
Total Plays: 233, Total Stations: 36, Adds: 12
- KACI Just An Old Boyfriend (Curb)  
Total Plays: 206, Total Stations: 25, Adds: 2
- AVRIL LAVIGNE Complicated (Arista)  
Total Plays: 192, Total Stations: 38, Adds: 29

Songs ranked by total plays

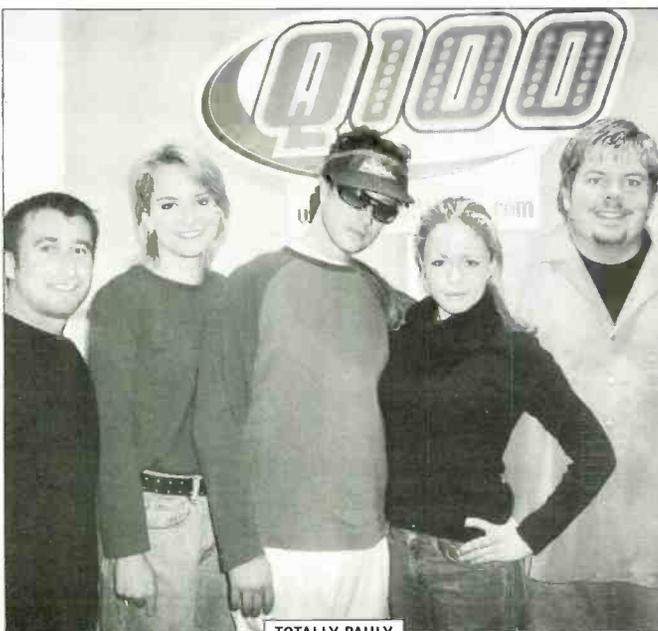
## PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white).

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

R&R c/o Mike Davis:

10100 Santa Monica Blvd., 3rd Floor  
Los Angeles, CA 90067



TOTALLY PAULY

On a visit to WWWQ/Atlanta to promote his new comedy tour, Pauley Shore poses for a picture with members of *The Bert Show*. Pictured here are (l-r) *The Bert Show*'s Bert Weiss and Melissa Carter, Shore and *The Bert Show*'s Lindsay Brien and Jeff Dauler.



DON'T SAY GOODBYE YET!!

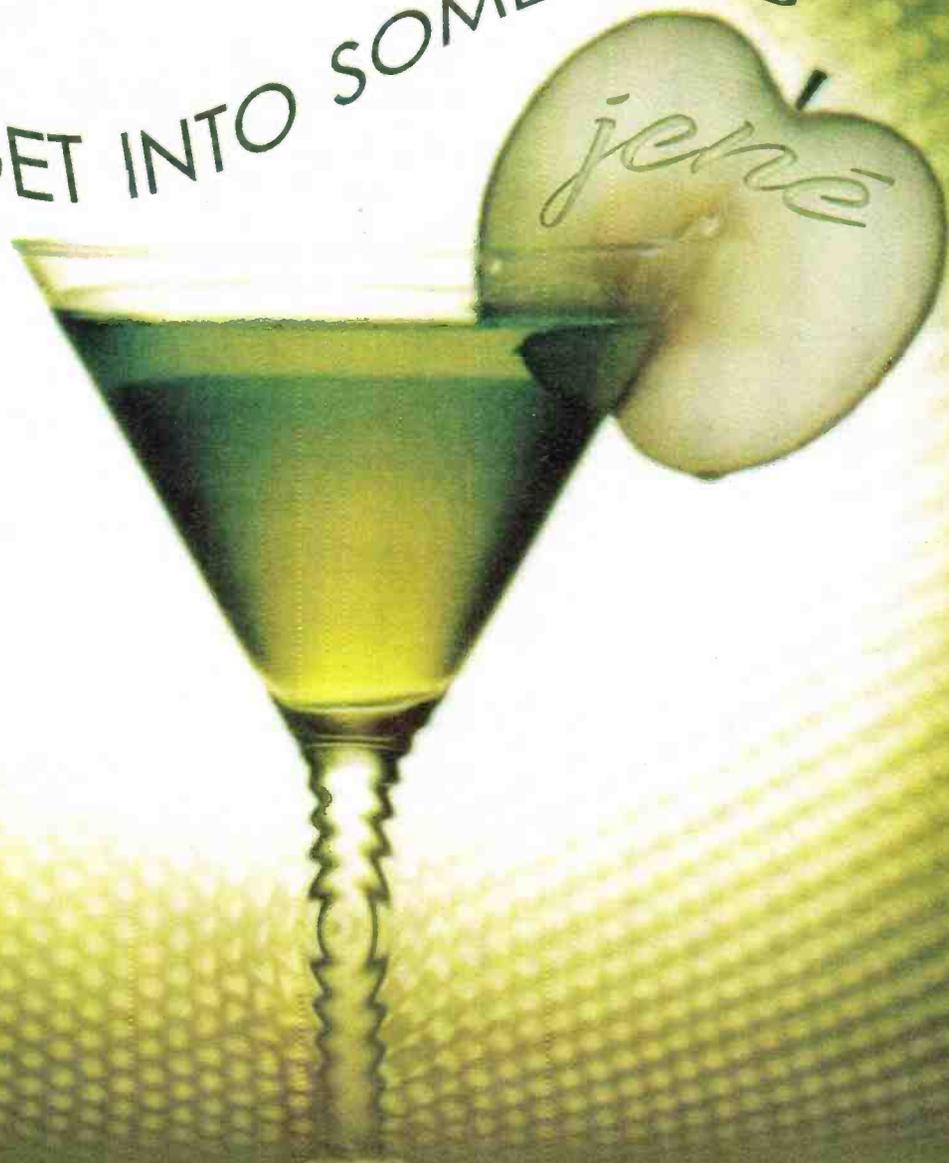
Paulino Rubio celebrates the success of her latest single, "Don't Say Goodbye," with WHZT (Z100)/New York and Universal Records. Pictured are (l-r) Universal's Kelly Nash and Dave Reynolds, Z100's Sharon Dastur, Universal's David Nathan, Rubio, Z100's Cubby, Universal's Monte Lipman, Z100's Tom Poleman, Universal's Val DeLong and Z100's Ax.

Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., WFLY/Albany, NY; WKXS/Boston, MA; WGTZ/Oakland, CA) with their respective programming and advertising details.

Monitored Reporters 184 Total Reporters 132 Total Monitored 52 Total Indicator. Includes a logo for 'MONITORED REPORTERS'.

GET INTO SOMETHING



THE BEST 3:47 OF ANY 20 MINUTE MUSIC SWEEP!

The first single and video from Jene's forthcoming CD Jene's Reign In Store August 20, 2002

**IMPACTING CROSSOVER MAY 20th & 21st**

**STATIONS  
GETTING INTO SOMETHING!**

Early Airplay:

WJMN WWKX KKXX KIKI  
KZZP XHTZ KCAQ



WWW.JENEONLINE.COM WWW.MOTOWN.COM

© 2002 Motown Records, a Division of UMG Recordings, Inc.





**DONTAY THOMPSON**  
dthompson@rronline.com

# KUBE 93 Turns Legal

Hot acts and a big bash help the Seattle station celebrate 21 years on the air

The party was poppin' and the confetti rained down recently as Seattle's No. 1 hit music station, KUBE, celebrated 21 years on the air by throwing a star-studded birthday bash at Key Arena. Those lucky enough to attend the concert witnessed performances by some of today's hottest stars. The lineup consisted of Ja Rule, Ashanti, Tweet, R.L., Master P and more. Fortunately, the station captured the events on film. Here's a visual recap of the festivities.



YOU'RE SO DREAMY

The ladies of KUBE couldn't stop lusting after J recording artist R.L. Here we see R.L. sandwiched between MD Julie Pilat (l) and night jock Tiffany.



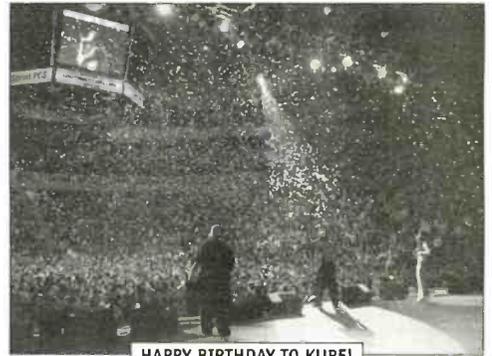
DOWN-ASS CHICK

KUBE OM Shellie Hart looks like a down-ass chick in this photo with superstar Ja Rule (c) and KUBE PD Eric Powers.



TWEET WORKIN' IT

When Tweet performed her hit single "Oops (Oh My)," she grabbed a lucky young man out of the crowd to join her onstage.



HAPPY BIRTHDAY TO KUBE!

While Ja Rule, Ashanti and Murder Inc.'s Irv Gotti were onstage in front of the excited crowd, confetti cannons helped everyone celebrate KUBE's 21st birthday.



HAPPY AS CAN BE

Having a good time during the festivities are (l-r) KUBE OM Shellie Hart, PD Eric Powers and air talent Damon Knight.



Things have been pretty hectic around the ol' R&R facilities here in Los Angeles as we prepare for our annual convention. If you aren't aware, we're going all out this year by having it at the Beverly Hills Hilton. This place is off the hook! As we gear up for that, I'm looking forward to seeing all of you who attend and having a damn good time. Isn't that the reasons we all go to conventions?

On the music tip, I know that every damn Rhythmic station is playing the new Eminem joint "Without Me" (Aftermath/Interscope), but what's the deal with Em's other song, "What You Say," where he and Dr. Dre diss Jermaine Dupri? Now, honestly, I'm not feeding into the hype — well, maybe I am — but Dr. Dre serves Jermaine Dupri. Sources say the diss is in response to an interview in the hip-hop magazine XXL, where Dupri basically said that he's better than Dre and Timbaland, then, in the same breath, said he loves them. I don't know, but it sounds like somebody's feelings got hurt.

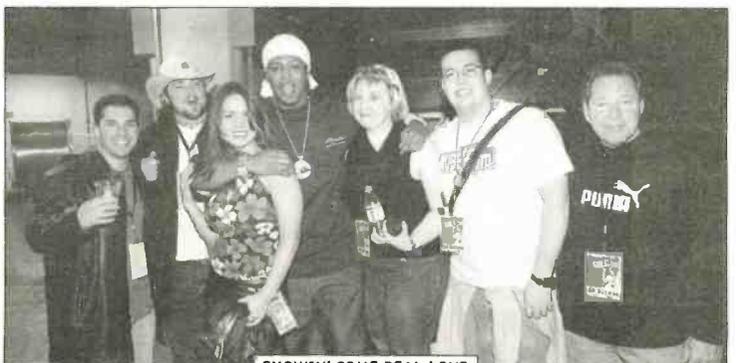
Gotta give continued props to Val DeLong, Gary Marella, Warren Gesin and the rest of the Universal crew for the great work they've been doing with the Nelly project. This will be a No. 1 record without a doubt. I must also give props to Glen Aure at Capitol/Priority for inviting me to check out Slum Village. Their new single, "Tainted," is currently on your desk. These cats have true talent, and it was most definitely displayed during their live show.

OutKast do it again by going against the grain of the typical hip-hop sound. Their new joint "Land of a Million Drums" (Atlantic) is on the *Scooby Doo* soundtrack, and you know how huge that film will be. Speaking of movies, how dope was *Spider-Man*?

Anyhoo, I hate to categorize records, but there are some really hot West Coast records out right now. Check out Knoc'turnal's "Muzik" (L.A. Confidential/Elektra) and Westside Connection's "Connected for Life" (Cash Money/Universal). Both records are very hot and make me want to throw the W up! Avant's "Makin' Good Love" (MCA) and Musiq's "Halfcrazy" (Def Soul/IDJMG) are two great R&B records that will have your female listeners going crazy. Stations like KMEL/San Francisco, WERQ/Baltimore, KBXX/Houston and KXJM/Portland, OR are bangin' both tracks.

Be on the lookout for all the hot records the people at Arista have right now. There's Lady May I/Blu Cantrell's "Round Up," Rob Jackson I/Lady May's "Boom, Boom, Boom," Cee-Lo's "Gettin' Grown" and Clipse's "Grindin'." Those records are all good, either on a mix show or an all-day rotation basis. You be the judge.

Shout outs go to my peoples at Rawkus and MCA who have the very hot Styles I/Pharoahe Monch song "The Life" (MCA). Albums you need to have in your life right now: Musiq's *Justisen* and Cee-Lo's *Cee-Lo Green and His Perfect Imperfections*. Holla!



SHOWIN' SOME REAL LOVE

When Master P sees a dime piece, he just grabs it the No Limit way! Seen here enjoying all 21 years of KUBE 93 are (l-r) *T-Man's Morning Show's* Jimmy Fred and Hot Shot Scott, Scott's girlfriend, Master P, KUBE MD Julie Pilat, KUBE's Mike Schubert and Universal regional Bob Osborne.



PRESENT

# SCARFACE

## "GUESS WHO'S BACK"

featuring  
JAY-Z  
&  
BEANIE SIGEL

Going For Adds at  
Rhythm Crossover  
this week:  
May 13th/14th

Early Add: Hot 97

In Rotation: WJMH

Hot in the mix with over 500  
Rhythm Crossover spins already...

Audience at 11 million

**THE NEW ALBUM THE FIX IN STORES AUGUST 6th**

[www.scarfacemusic.com](http://www.scarfacemusic.com)

# R&R CHR/Rhythmic Top 50

Powered By



May 10, 2002

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)   | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (9) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|---|-------------|-----------|-----------------------|----------------|---------------------|
| 1         | 1         | ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)                       | 5725        | +72       | 855030                | 15             | 79/0                |
| 3         | 2         | P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista) | 4970        | -9        | 776798                | 11             | 80/0                |
| 2         | 3         | FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)             | 4773        | -234      | 742132                | 16             | 78/0                |
| 4         | 4         | USHER U Don't Have To Call (LaFace/Arista)                        | 4158        | -175      | 649284                | 15             | 78/0                |
| 5         | 5         | LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)             | 3168        | -149      | 385455                | 13             | 72/0                |
| 6         | 6         | BUSTA RHYMES Pass The Courvoisier (Part II) (J)                   | 3027        | -12       | 431252                | 11             | 72/0                |
| 9         | 7         | TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)              | 2973        | +364      | 431813                | 6              | 76/1                |
| 8         | 8         | MARY J. BLIGE Rainy Dayz (MCA)                                    | 2924        | +14       | 457473                | 9              | 75/0                |
| 12        | 9         | NELLY Hot In Herre (Fo' Reel/Universal)                           | 2816        | +612      | 335504                | 3              | 73/0                |
| 39        | 10        | EMINEM Without Me (Shady/Aftermath/Interscope)                    | 2636        | +2005     | 351514                | 2              | 73/6                |
| 7         | 11        | TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)                        | 2409        | -628      | 316216                | 16             | 76/0                |
| 10        | 12        | JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)                  | 2304        | -5        | 278073                | 5              | 66/1                |
| 11        | 13        | JERMAINE DUPRI F/LUDACRIS Welcome... (So So Def/Columbia)         | 2257        | -45       | 319143                | 23             | 60/0                |
| 18        | 14        | JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)                | 2196        | +386      | 363335                | 6              | 63/2                |
| 15        | 15        | NAPPY ROOTS Awnaw (Atlantic)                                      | 2152        | +128      | 216272                | 13             | 67/2                |
| 13        | 16        | AALIYAH More Than A Woman (BlackGround/Virgin)                    | 2141        | -58       | 258044                | 17             | 67/0                |
| 16        | 17        | NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)         | 1995        | +8        | 185530                | 10             | 64/1                |
| 14        | 18        | JENNIFER LOPEZ Ain't It Funny (Epic)                              | 1921        | -148      | 258906                | 21             | 74/0                |
| 17        | 19        | B2K Uh Huh (Epic)   | 1780        | -42       | 246004                | 10             | 50/1                |
| 21        | 20        | KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)              | 1746        | +134      | 209014                | 6              | 60/5                |
| 23        | 21        | CAM'RON Oh Boy (Roc-A-Fella/IDJMG)                                | 1701        | +234      | 265669                | 5              | 59/3                |
| 19        | 22        | 'N SYNC Girlfriend (Jive)   | 1631        | -174      | 194897                | 13             | 53/0                |
| 22        | 23        | YING YANG TWINS Say I Yi Yi (Koch)                                | 1618        | +121      | 156258                | 8              | 52/8                |
| 26        | 24        | BRANDY Full Moon (Atlantic)                                       | 1509        | +227      | 202243                | 5              | 71/6                |
| 25        | 25        | AVANT Makin' Good Love (Magic Johnson/MCA)                        | 1449        | +83       | 223270                | 8              | 57/5                |
| 20        | 26        | FAITH EVANS I Love You (Bad Boy/Arista)                           | 1399        | -376      | 257972                | 14             | 62/0                |
| 24        | 27        | AMANDA PEREZ Never (Universal)                                    | 1348        | -36       | 137794                | 18             | 34/0                |
| 27        | 28        | NAS One Mic (Columbia)  | 1272        | +31       | 265520                | 7              | 57/5                |
| 40        | 29        | TWEET Call Me (Gold Mind/Elektra/EEG)                             | 994         | +375      | 122931                | 2              | 62/5                |
| 32        | 30        | MUSIQ Halfcrazy (Def Soul/IDJMG)                                  | 938         | +106      | 110735                | 7              | 45/7                |
| 35        | 31        | BIG TYMERS Still Fly (Cash Money/Universal)                       | 910         | +210      | 103773                | 4              | 42/15               |
| 29        | 32        | BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)            | 897         | -71       | 161356                | 14             | 40/0                |
| 37        | 33        | RAYVON My Bad (MCA)   | 858         | +202      | 78114                 | 3              | 34/4                |
| 31        | 34        | JAHEIM Anything (Divine Mill/WB)                                  | 787         | -84       | 152045                | 13             | 26/0                |
| 34        | 35        | BIG MOE Purple Stuff (Priority/Capitol)                           | 779         | -24       | 65608                 | 7              | 43/0                |
| 42        | 36        | MARIO Just A Friend (J)   | 738         | +164      | 82672                 | 2              | 47/6                |
| 30        | 37        | LIL BOW WOW Take Ya Home (So So Def/Columbia)                     | 735         | -137      | 99773                 | 12             | 34/0                |
| 38        | 38        | ISYSS F/JADAKISS Day + Night (Arista)                             | 718         | +86       | 62280                 | 4              | 42/3                |
| 28        | 39        | ALICIA KEYS How Come You Don't Call Me (J)                        | 701         | -324      | 92976                 | 8              | 51/0                |
| 43        | 40        | DIRTY VEGAS Days Go By (Capitol)                                  | 698         | +136      | 111355                | 3              | 23/1                |
| 41        | 41        | B2K Gots Ta Be (Epic)   | 696         | +111      | 93381                 | 3              | 32/10               |
| 36        | 42        | KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)              | 588         | -109      | 76563                 | 17             | 31/0                |
| 33        | 43        | R. KELLY & JAY-Z Take You Home... (Roc-A-Fella/Jive/IDJMG)        | 543         | -270      | 70815                 | 8              | 41/0                |
| 47        | 44        | BOYZ II MEN The Color Of Love (Arista)                            | 534         | +40       | 38726                 | 3              | 40/0                |
| Debut     | 45        | PINK Don't Let Me Get Me (Arista)                                 | 505         | +59       | 91561                 | 1              | 13/0                |
| 44        | 46        | PETEY PABLO I Told Y'all (Jive)                                   | 499         | -40       | 67556                 | 4              | 38/2                |
| 49        | 47        | NB RIDAZ I Wanna Love You (Upstairs)                              | 438         | -18       | 28727                 | 7              | 11/0                |
| 46        | 48        | BRANDY What About Us? (Atlantic)                                  | 437         | -92       | 46359                 | 17             | 46/0                |
| 50        | 49        | KEKE WYATT Nothing In This World (MCA)                            | 405         | -43       | 60358                 | 16             | 27/0                |
| Debut     | 50        | B RICH Whoa Now (Atlantic)  | 388         | +88       | 19313                 | 1              | 30/3                |

81 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 4/28/02-5/4/02. 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.radds.com

| ARTIST TITLE LABEL(S)                               | ADDS |
|---|------|
| BIG TYMERS Still Fly (Cash Money/Universal)         | 15   |
| WYCLEF JEAN Two Wrongs (Columbia)                   | 14   |
| B2K Gots Ta Be (Epic)                               | 10   |
| AMERIE Why Don't We Fall In Love (Rise/Columbia)    | 10   |
| DJ QUIK Trouble (Bungalo)                           | 10   |
| YING YANG TWINS Say I Yi Yi (Koch)                  | 8    |
| MUSIQ Halfcrazy (Def Soul/IDJMG)                    | 7    |
| EMINEM Without Me (Shady/Aftermath/Interscope)      | 6    |
| BRANDY Full Moon (Atlantic)                         | 6    |
| MARIO Just A Friend (J)                             | 6    |
| DONELL JONES You Know Than... (Untouchables/Arista) | 6    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                | TOTAL PLAY INCREASE |
|--|---------------------|
| EMINEM Without Me (Shady/Aftermath/Interscope)       | +2005               |
| NELLY Hot In Herre (Fo' Reel/Universal)              | +612                |
| JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)   | +386                |
| TWEET Call Me (Gold Mind/Elektra/EEG)                | +375                |
| TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope) | +364                |
| CAM'RON Oh Boy (Roc-A-Fella/IDJMG)                   | +234                |
| BRANDY Full Moon (Atlantic)                          | +227                |
| BIG TYMERS Still Fly (Cash Money/Universal)          | +210                |
| RAYVON My Bad (MCA)                                  | +202                |
| MARIO Just A Friend (J)                              | +164                |

## New & Active

|   |
|---|
| <b>PAULINA RUBIO</b> Don't Say Goodbye (Universal)<br>Total Plays: 342, Total Stations: 21, Adds: 2       |
| <b>LIL' ROMEO 2 Way</b> (No Limit/Soulja/Universal)<br>Total Plays: 314, Total Stations: 27, Adds: 2      |
| <b>NO DOUBT</b> Hella Good (Interscope)<br>Total Plays: 312, Total Stations: 8, Adds: 4                   |
| <b>RUFF ENDZ</b> Someone To Love You (Epic)<br>Total Plays: 310, Total Stations: 15, Adds: 2              |
| <b>FUNDISHA</b> Live The Life (So So Def/Columbia)<br>Total Plays: 305, Total Stations: 25, Adds: 1       |
| <b>AMERIE</b> Why Don't We Fall In Love (Rise/Columbia)<br>Total Plays: 261, Total Stations: 27, Adds: 10 |
| <b>DJ QUIK</b> Trouble (Bungalo)<br>Total Plays: 209, Total Stations: 13, Adds: 10                        |
| <b>LOVHER</b> How It's Gonna Be (Def Soul/IDJMG)<br>Total Plays: 145, Total Stations: 26, Adds: 2         |
| <b>AB</b> Most Beautiful Girl (Independent)<br>Total Plays: 131, Total Stations: 8, Adds: 0               |
| <b>WYCLEF JEAN</b> Two Wrongs (Columbia)<br>Total Plays: 123, Total Stations: 17, Adds: 14                |

Songs ranked by total plays

IF  
SUCCESS  
HAS A KEY...

THIS IS  
IT'S  
KEY  
RING

With these  
{COOL}  
key ring  
lights with  
custom imprint,  
success is easy  
to find



{800-786-8011  
{www.resultsmarketing.com}

\$1.00 {100 pc. minimum}

# R&R Rhythmic Mix Show Top 30

May 10, 2002

RANK ARTIST TITLE LABEL

- 1 TRUTH HURTS f/RAKIM Addictive (Aftermath/Interscope)
- 2 ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
- 3 BUSTA RHYMES Pass The Courvoisier (J)
- 4 USHER U Don't Have To Call (LaFace/Arista)
- 5 FAT JOE f/ASHANTI What's Luv (Terror Squad/Atlantic)
- 6 P. DIDDY f/USHER & LOON I Need A Girl (Bad Boy/Arista)
- 7 EMINEM Without Me (Shady/Aftermath/Interscope)
- 8 BEANIE SIGEL f/FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)
- 9 JERMAINE DUPRI f/LUDACRIS Welcome To Atlanta (So So Def/Columbia)
- 10 NELLY Hot In Herre (Fo' Reel/Universal)
- 11 CAM'RON Oh Boy (Roc-A-Fella/IDJMG)
- 12 LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)
- 13 JENNIFER LOPEZ f/NAS I'm Gonna Be Alright (Epic)
- 14 YING YANG TWINS Say I Yi Yi (Koch)
- 15 NAS One Mic (Columbia)
- 16 E-40 Automatic (Jive)
- 17 BIG TYMERS Still Fly (Cash Money/Universal)
- 18 NAUGHTY BY NATURE f/3LW Feels Good (TVT)
- 19 NAPPY ROOTS Awnaw (Atlantic)
- 20 R. KELLY AND JAY-Z Take You Home (Roc-A-Fella/IDJMG)
- 21 JENNIFER LOPEZ Ain't It Funny (Epic)
- 22 ISYSS f/JADAKISS Day + Night (f/Jadakiss) (Arista)
- 23 JA RULE Down A\*\* Chick (Murder Inc./Def Jam/IDJMG)
- 24 SCARFACE Guess Who's Back (Def Jam South/IDJMG)
- 25 MARY J. BLIGE Rainy Dayz (MCA)
- 26 TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)
- 27 KHIA Lick My Neck My Back (Dirty Down/Artemis)
- 28 TWEET Call Me (Gold Mind/Elektra/EEG)
- 29 DJ QUIK Trouble (Bungalow)
- 30 MARIO Just A Friend (J)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/28/02-5/4/02. (C) 2002, R&R, Inc.



## PHAT MIX SIX

- STYLES F/PHAROAEH MONCH The Life (Rawkus/MCA)  
 LUDACRIS Move This (Def Jam South/IDJMG)  
 ROB JACKSON f/LADY MAY Boom, Boom, Boom (Arista)  
 EMINEM f/DR. DRE & TIMBALAND What You Say (Shady/Aftermath/Interscope)  
 FREEWAY f/YOUNG CHRIS Line Em' Up (Roc-A-Fella/IDJMG)  
 WESTSIDE CONNECTION Connected For Life (Cash Money/Universal)

## wax traxx

Not only does The Ying Yang Twins' "Say I Yi Yi" (Koch) get the party started, it will also shut it down! Soon as you put this record on, get ready to duck! This song is too crunk for me. The Big Tymers' "Still Fly" reminds me of my youth. I keep everything in my mom's name, but, like they say, "I'm still fly." Come on, it's easier this way when the bill collectors call!

Big Von Johnson, KMEL/San Francisco

CORNERSTONE  
1200 SQUAD



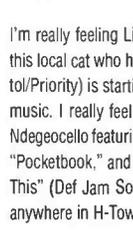
Big Von Johnson



Roy Barboza

A new joint that's hot and absolutely bananas that I've been bargin' in the mix is More's "Nothing" (Loud/Columbia). A big record in the clubs for us right now is Cam'ron's "Oh Boy" (Roc-A-Fella/IDJMG). This record sets the club off — as soon as I put it on, the crowd goes crazy! Another record that's getting instant phones for us is the new Cam'ron & Jay-Z, "Welcome to N.Y.C." (Roc-A-Fella/IDJMG). I've never seen a record get this much instant reaction off a few plays.

Roy Barboza, WJMN/Boston



DJ Penetrate, KPTY/Houston, TX

DJ Penetrate



Big Boy

The only record that's killing the clubs in my area is The Big Tymers' "Still Fly" (Cash Money/Universal). You could play this record four times within a few at the club, and nobody will be mad at you. I've never seen anything like that. They recently did a show out here in North Carolina, and people were paying \$250 for VIP passes to check them out. The Big Tymers' "Still Fly" should be in every DJ's crates.

Big Boy, WJMH/Greensboro & WCHH/Charlotte

# OWN YOUR EVENTS

If no one can see your signs, do they know who staged the event? Make sure you claim ownership at all your events with cost-effective, disposable plastic banners.



- We print your logo using up to four spot colors.
- Perfect for concerts, events and giveaways.
- Packaged on a roll and easy to use.
- Up to 3' High and 6' Wide
- Weather-resistant
- Durable

1-800-231-6074

P.O. Box 750250 Houston, Texas 77275-0250  
 Tel 713/507-4200 Fax 713/507-4295  
 ri@reefindustries.com www.reefindustries.com

ROLL A SIGN  
PLASTIC BANNERS

**ON THE RECORD**

**This Week's Hottest Music**

**Chris Cannon**

PD, KSPW/Springfield, MO

**Dirty Vegas**'s "Days Go By" (Capitol): We're diggin' this record. If we can only get our listeners to stop requesting it as "the car-commercial song!"

**Nelly**'s "Hot in Herre" (Fo Reel/Universal): This is smokin' the phones at night.

**Nappy Roots**' "Awnav" (Atlantic): It's generating big phones.



**Picazzo**

Asst. PD/MD, KISV/Bakersfield

**Dirty Vegas**'s "Days Go By": One of the few dance records we've played that has actually generated phone reaction.

**DJ Quik**'s "Trouble" (Bungalo/Universal): Making noise from only a few spins in the mix. We're looking to see this blow up!

**Meshell Ndegeocello featuring Redman & Tweet**'s "Pocketbook" (Maverick/WB): It's off the frickin' chicken fence! Turn it up, turn it up!

**Kevin Akitake**

MD, KXME/Honolulu

**Eminem**'s "Without Me" (Aftermath/Interscope): It's absolutely bananas!

**Eminem featuring Dr. Dre & Timbaland**'s "What You Say" (Aftermath/Interscope): I think a new war has just begun.

**Mark Adams**

PD, KXJM/Portland, OR

**Eminem**'s "Without Me":

One word: Insane!

**Lovher**'s "That's How It's Gonna Be" (Def Soul/IDJMG) A dope-slow, midtempo track we've had in slow jams for weeks. I think it's gonna break out and up.

**Knocturnal**'s "Str8ht West Coast" (L.A. Confidential/EEG): Dr. Dre-produced. The doc is in.

**Erika**'s "Relations" (Independent): A hot dance track we're blazing in the mix.

**Ashanti**'s "Happy" (Murder Inc./Def Soul/IDJMG): This could be bigger than "Foolish." We love it!

**Musiq**'s "Halfcrazy" (Def Soul/IDJMG): This'll be the next bomb-azz slow jam to cross.

**Bow Wow**'s "Basketball" (So So Def/Columbia): Heard this one from the upcoming soundtrack from Bow Wow's movie. It's going to be huge!

**G Wiz**

MD, WJBT/Jacksonville

**Slum Village**'s "Tainted" (Priority/Capitol): That's my joint, right there.

**Scarface featuring Jay-Z & Beanie Sigel**'s "Guess Who's Back" (Def Jam South/IDJMG): This song will be a classic.

**Erika**

PD, KCAQ/Oxnard, CA

**Raphael Saadiq & D'angelo**'s "Be Here" (Universal): We've been playing this for over a month, and the females are feelin' it a lot!

**Cam'ron**'s "Oh Boy" (Roc-A-Fella/IDJMG): Obviously, this is a big hit.

**Res**' "They-Say Vision" (MCA): This record is off the hook.

**Remy Shand**'s "Take a Message!" (Motown/Universal): We've been getting big phones on this.

**John E. Kage**

MD, KQKS/Denver

**Rob Jackson featuring Lady May**'s "Boom, Boom, Boom" (Arista): I think this

record will be very accessible to the format.

**Meshell Ndegeocello featuring Redman & Tweet**'s "Pocketbook": This record is hip, and I love the melody.

**Eminem**'s "Without Me": This got No. 1 phones in one day!

**Eddie Mix**

MD, WPOW/Miami

**Angie Martinez featuring Lil Mo & Saccario**'s "If I Could Go" (Elektra/EEG): This a hit!

**OutKast**'s "Land of a Million Drums" (Atlantic): This record is smokin'!

**Zac Davis**

PD, KUUV/Salt Lake City

**Nate Dogg**'s "Your Woman Has Just Been Sighted" (Elektra/EEG): This record is huge for us.

**Ying Yang Twins**' "Say 1 Yi Yi" (Koch): This has No. 7 phones already.

**Truth Hurts featuring Rakim**'s "Addictive" (Aftermath/Interscope): This is getting top 10 phones.

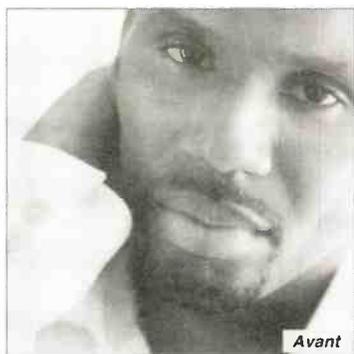
**Eminem**'s "Without Me": This got No. 2 phones after being on the air two days last week.

**Dana Cortez**

PD, KMRK/Odessa-Midland, TX

**Rob Jackson featuring Lady May**'s "Boom, Boom, Boom": Turn that s\*\*t up when it's bumpin' in yo' ride!

**Cam'ron**'s "Oh Boy": We added this lil' ditty about two weeks ago, and KMRK's audience loves it! Across the board, this one is a smash!



**Eminem**'s "Without Me": It's a no-brainer. The boy is back, and the s\*\*t is hot!

**Murph Dawg**

MD, WHZT/Greenville, SC

**OutKast**'s "Land of a Million Drums": This song is so infectious and unbelievable. It's unlike anything else out there.

**Meshell Ndegeocello featuring Redman & Tweet**'s "Pocketbook": Redman comes tight on this record.

**Snoop Dogg**'s "Undercova Funk (Give Up the Funk)": I'm definitely vibin' on this one.

**Orlando**

PD, WLLD/Tampa

**Dirty Vegas**' "Days Gone By": This is a blazin' joint! Never thought I'd like Mitsubishi-is, but this song made me start again.

**Brandy**'s "Full Moon" (Atlantic): "Get it crackin' if you like" is the lyric of the season.

**Eminem featuring Nate Dogg**'s "Collapse" (Aftermath/Interscope): Damn! This ish is blazin'!

**Alexa**

MD, KXJM/Portland, OR

**Eminem**'s "Without Me": That crazy white boy is at it again. It only took two hours to make "Without Me" No. 1 phones here in Portland.

**Avant**'s "Makin' Good Love" (MCA): Ladies love this record. They want to hear this cut all day, not just in the slow jams. Men, be prepared for nooners.

**Busta Rhymes**' "Pass the Courvoisier Part II": This is still top five phones as people try to pass the drink without driving.

**R&R convention: 2002**  
**June 13-15**

★ The Beverly Hilton Hotel  
Beverly Hills, California

Register NOW at  
[www.ronline.com](http://www.ronline.com)





# CHR/Rhythmic Playlists

| MARKET #1   |              |          |     |
|---|--------------|----------|-----|
| WKUT/New York<br>Clear Channel<br>(201) 420-3700<br>Blair |              |          |     |
| 12: Cumc 2,554,780  |              |          |     |
| PLAYS   | ARTIST/TITLE | GI (980) |     |
| 65  | 67           | 68       | 69  |
| 67  | 68           | 69       | 70  |
| 70  | 71           | 72       | 73  |
| 73  | 74           | 75       | 76  |
| 76  | 77           | 78       | 79  |
| 79  | 80           | 81       | 82  |
| 82  | 83           | 84       | 85  |
| 85  | 86           | 87       | 88  |
| 88  | 89           | 90       | 91  |
| 91  | 92           | 93       | 94  |
| 94  | 95           | 96       | 97  |
| 97  | 98           | 99       | 100 |
| 100   | 101          | 102      | 103 |
| 103   | 104          | 105      | 106 |
| 106   | 107          | 108      | 109 |
| 109   | 110          | 111      | 112 |
| 112   | 113          | 114      | 115 |
| 115   | 116          | 117      | 118 |
| 118   | 119          | 120      | 121 |
| 121   | 122          | 123      | 124 |
| 124   | 125          | 126      | 127 |
| 127   | 128          | 129      | 130 |
| 130   | 131          | 132      | 133 |
| 133   | 134          | 135      | 136 |
| 136   | 137          | 138      | 139 |
| 139   | 140          | 141      | 142 |
| 142   | 143          | 144      | 145 |
| 145   | 146          | 147      | 148 |
| 148   | 149          | 150      | 151 |
| 151   | 152          | 153      | 154 |
| 154   | 155          | 156      | 157 |
| 157   | 158          | 159      | 160 |
| 160   | 161          | 162      | 163 |
| 163   | 164          | 165      | 166 |
| 166   | 167          | 168      | 169 |
| 169   | 170          | 171      | 172 |
| 172   | 173          | 174      | 175 |
| 175   | 176          | 177      | 178 |
| 178   | 179          | 180      | 181 |
| 181   | 182          | 183      | 184 |
| 184   | 185          | 186      | 187 |
| 187   | 188          | 189      | 190 |
| 190   | 191          | 192      | 193 |
| 193   | 194          | 195      | 196 |
| 196   | 197          | 198      | 199 |
| 199   | 200          | 201      | 202 |
| 202   | 203          | 204      | 205 |
| 205   | 206          | 207      | 208 |
| 208   | 209          | 210      | 211 |
| 211   | 212          | 213      | 214 |
| 214   | 215          | 216      | 217 |
| 217   | 218          | 219      | 220 |
| 220   | 221          | 222      | 223 |
| 223   | 224          | 225      | 226 |
| 226   | 227          | 228      | 229 |
| 229   | 230          | 231      | 232 |
| 232   | 233          | 234      | 235 |
| 235   | 236          | 237      | 238 |
| 238   | 239          | 240      | 241 |
| 241   | 242          | 243      | 244 |
| 244   | 245          | 246      | 247 |
| 247   | 248          | 249      | 250 |
| 250   | 251          | 252      | 253 |
| 253   | 254          | 255      | 256 |
| 256   | 257          | 258      | 259 |
| 259   | 260          | 261      | 262 |
| 262   | 263          | 264      | 265 |
| 265   | 266          | 267      | 268 |
| 268   | 269          | 270      | 271 |
| 271   | 272          | 273      | 274 |
| 274   | 275          | 276      | 277 |
| 277   | 278          | 279      | 280 |
| 280   | 281          | 282      | 283 |
| 283   | 284          | 285      | 286 |
| 286   | 287          | 288      | 289 |
| 289   | 290          | 291      | 292 |
| 292   | 293          | 294      | 295 |
| 295   | 296          | 297      | 298 |
| 298   | 299          | 300      | 301 |
| 301   | 302          | 303      | 304 |
| 304   | 305          | 306      | 307 |
| 307   | 308          | 309      | 310 |
| 310   | 311          | 312      | 313 |
| 313   | 314          | 315      | 316 |
| 316   | 317          | 318      | 319 |
| 319   | 320          | 321      | 322 |
| 322   | 323          | 324      | 325 |
| 325   | 326          | 327      | 328 |
| 328   | 329          | 330      | 331 |
| 331   | 332          | 333      | 334 |
| 334   | 335          | 336      | 337 |
| 337   | 338          | 339      | 340 |
| 340   | 341          | 342      | 343 |
| 343   | 344          | 345      | 346 |
| 346   | 347          | 348      | 349 |
| 349   | 350          | 351      | 352 |
| 352   | 353          | 354      | 355 |
| 355   | 356          | 357      | 358 |
| 358   | 359          | 360      | 361 |
| 361   | 362          | 363      | 364 |
| 364   | 365          | 366      | 367 |
| 367   | 368          | 369      | 370 |
| 370   | 371          | 372      | 373 |
| 373   | 374          | 375      | 376 |
| 376   | 377          | 378      | 379 |
| 379   | 380          | 381      | 382 |
| 382   | 383          | 384      | 385 |
| 385   | 386          | 387      | 388 |
| 388   | 389          | 390      | 391 |
| 391   | 392          | 393      | 394 |
| 394   | 395          | 396      | 397 |
| 397   | 398          | 399      | 400 |
| 400   | 401          | 402      | 403 |
| 403   | 404          | 405      | 406 |
| 406   | 407          | 408      | 409 |
| 409   | 410          | 411      | 412 |
| 412   | 413          | 414      | 415 |
| 415   | 416          | 417      | 418 |
| 418   | 419          | 420      | 421 |
| 421   | 422          | 423      | 424 |
| 424   | 425          | 426      | 427 |
| 427   | 428          | 429      | 430 |
| 430   | 431          | 432      | 433 |
| 433   | 434          | 435      | 436 |
| 436   | 437          | 438      | 439 |
| 439   | 440          | 441      | 442 |
| 442   | 443          | 444      | 445 |
| 445   | 446          | 447      | 448 |
| 448   | 449          | 450      | 451 |
| 451   | 452          | 453      | 454 |
| 454   | 455          | 456      | 457 |
| 457   | 458          | 459      | 460 |
| 460   | 461          | 462      | 463 |
| 463   | 464          | 465      | 466 |
| 466   | 467          | 468      | 469 |
| 469   | 470          | 471      | 472 |
| 472   | 473          | 474      | 475 |
| 475   | 476          | 477      | 478 |
| 478   | 479          | 480      | 481 |
| 481   | 482          | 483      | 484 |
| 484   | 485          | 486      | 487 |
| 487   | 488          | 489      | 490 |
| 490   | 491          | 492      | 493 |
| 493   | 494          | 495      | 496 |
| 496   | 497          | 498      | 499 |
| 499   | 500          | 501      | 502 |
| 502   | 503          | 504      | 505 |
| 505   | 506          | 507      | 508 |
| 508   | 509          | 510      | 511 |
| 511   | 512          | 513      | 514 |
| 514   | 515          | 516      | 517 |
| 517   | 518          | 519      | 520 |
| 520   | 521          | 522      | 523 |
| 523   | 524          | 525      | 526 |
| 526   | 527          | 528      | 529 |
| 529   | 530          | 531      | 532 |
| 532   | 533          | 534      | 535 |
| 535   | 536          | 537      | 538 |
| 538   | 539          | 540      | 541 |
| 541   | 542          | 543      | 544 |
| 544   | 545          | 546      | 547 |
| 547   | 548          | 549      | 550 |
| 550   | 551          | 552      | 553 |
| 553   | 554          | 555      | 556 |
| 556   | 557          | 558      | 559 |
| 559   | 560          | 561      | 562 |
| 562   | 563          | 564      | 565 |
| 565   | 566          | 567      | 568 |
| 568   | 569          | 570      | 571 |
| 571   | 572          | 573      | 574 |
| 574   | 575          | 576      | 577 |
| 577   | 578          | 579      | 580 |
| 580   | 581          | 582      | 583 |
| 583   | 584          | 585      | 586 |
| 586   | 587          | 588      | 589 |
| 589   | 590          | 591      | 592 |
| 592   | 593          | 594      | 595 |
| 595   | 596          | 597      | 598 |
| 598   | 599          | 600      | 601 |
| 601   | 602          | 603      | 604 |
| 604   | 605          | 606      | 607 |
| 607   | 608          | 609      | 610 |
| 610   | 611          | 612      | 613 |
| 613   | 614          | 615      | 616 |
| 616   | 617          | 618      | 619 |
| 619   | 620          | 621      | 622 |
| 622   | 623          | 624      | 625 |
| 625   | 626          | 627      | 628 |
| 628   | 629          | 630      | 631 |
| 631   | 632          | 633      | 634 |
| 634   | 635          | 636      | 637 |
| 637   | 638          | 639      | 640 |
| 640   | 641          | 642      | 643 |
| 643   | 644          | 645      | 646 |
| 646   | 647          | 648      | 649 |
| 649   | 650          | 651      | 652 |
| 652   | 653          | 654      | 655 |
| 655   | 656          | 657      | 658 |
| 658   | 659          | 660      | 661 |
| 661   | 662          | 663      | 664 |
| 664   | 665          | 666      | 667 |
| 667   | 668          | 669      | 670 |
| 670   | 671          | 672      | 673 |
| 673   | 674          | 675      | 676 |
| 676   | 677          | 678      | 679 |
| 679   | 680          | 681      | 682 |
| 682   | 683          | 684      | 685 |
| 685   | 686          | 687      | 688 |
| 688   | 689          | 690      | 691 |
| 691   | 692          | 693      | 694 |
| 694   | 695          | 696      | 697 |
| 697   | 698          | 699      | 700 |

| MARKET #1   |              |          |     |
|---|--------------|----------|-----|
| WQHT/New York<br>Emmis<br>(212) 229-9787<br>Santoro |              |          |     |
| 12: Cumc 2,990,500                                  |              |          |     |
| PLAYS   | ARTIST/TITLE | GI (980) |     |
| 55  | 56           | 57       | 58  |
| 58  | 59           | 60       | 61  |
| 61  | 62           | 63       | 64  |
| 64  | 65           | 66       | 67  |
| 67  | 68           | 69       | 70  |
| 70  | 71           | 72       | 73  |
| 73  | 74           | 75       | 76  |
| 76  | 77           | 78       | 79  |
| 79  | 80           | 81       | 82  |
| 82  | 83           | 84       | 85  |
| 85  | 86           | 87       | 88  |
| 88  | 89           | 90       | 91  |
| 91  | 92           | 93       | 94  |
| 94  | 95           | 96       | 97  |
| 97  | 98           | 99       | 100 |
| 100   | 101          | 102      | 103 |
| 103   | 104          | 105      | 106 |
| 106   | 107          | 108      | 109 |
| 109   | 110          | 111      | 112 |
| 112   | 113          | 114      | 115 |
| 115   | 116          | 117      | 118 |
| 118   | 119          | 120      | 121 |
| 121   | 122          | 123      | 124 |
| 124   | 125          | 126      | 127 |
| 127   | 128          | 129      | 130 |
| 130   | 131          | 132      | 133 |
| 133   | 134          | 135      | 136 |
| 136   | 137          | 138      | 139 |
| 139   | 140          | 141      | 142 |
| 142   | 143          | 144      | 145 |
| 145   | 146          | 147      | 148 |
| 148   | 149          | 150      | 151 |
| 151   | 152          | 153      | 154 |
| 154   | 155          | 156      | 157 |
| 157   | 158          | 159      | 160 |
| 160   | 161          | 162      | 163 |
| 163   | 164          | 165      | 166 |
| 166   | 167          | 168      | 169 |
| 169   | 170          | 171      | 172 |
| 172   | 173          | 174      | 175 |
| 175   | 176          | 177      | 178 |
| 178   | 179          | 180      | 181 |
| 181   | 182          | 183      | 184 |
| 184   | 185          | 186      | 187 |
| 187   | 188          | 189      | 190 |
| 190   | 191          | 192      | 193 |
| 193   | 194          | 195      | 196 |
| 196   | 197          | 198      | 199 |
| 199   | 200          | 201      | 202 |
| 202   | 203          | 204      | 205 |
| 205   | 206          | 207      | 208 |
| 208   | 209          | 210      | 211 |
| 211   | 212          | 213      | 214 |
| 214   | 215          | 216      | 217 |
| 217   | 218          | 219      | 220 |
| 220   | 221          | 222      | 223 |
| 223   | 224          | 225      | 226 |
| 226   | 227          | 228      | 229 |
| 229   | 230          | 231      | 232 |
| 232   | 233          | 234      | 235 |
| 235   | 236          | 237      | 238 |
| 238   | 239          | 240      | 241 |
| 241   | 242          | 243      | 244 |
| 244   | 245          | 246      | 247 |
| 247   | 248          | 249      | 250 |
| 250   | 251          | 252      | 253 |
| 253   | 254          | 255      | 256 |
| 256   | 257          | 258      | 259 |
| 259   | 260          | 261      | 262 |
| 262   | 263          | 264      | 265 |
| 265   | 266          | 267      | 268 |
| 268   | 269          | 270      | 271 |
| 271   | 272          | 273      | 274 |
| 274   | 275          | 276      | 277 |
| 277   | 278          | 279      | 280 |
| 280   | 281          | 282      | 283 |
| 283   | 284          | 285      | 286 |
| 286   | 287          | 288      | 289 |
| 289   | 290          | 291      | 292 |
| 292   | 293          | 294      | 295 |
| 295   | 296          | 297      | 298 |
| 298   | 299          | 300      | 301 |
| 301   | 302          | 303      | 304 |
| 304   | 305          | 306      | 307 |
| 307   | 308          | 309      | 310 |
| 310   | 311          | 312      | 313 |
| 313   | 314          | 315      | 316 |
| 316   | 317          | 318      | 319 |
| 319   | 320          | 321      | 322 |
| 322   | 323          | 324      | 325 |
| 325   | 326          | 327      | 328 |
| 328   | 329          | 330      | 331 |
| 331   | 332          | 333      | 334 |
| 334   | 335          | 336      | 337 |
| 337   | 338          | 339      | 340 |
| 340   | 341          | 342      | 343 |
| 343   | 344          | 345      | 346 |
| 346   | 347          | 348      | 349 |
| 349   | 350          | 351      | 352 |
| 352   | 353          | 354      | 355 |
| 355   | 356          | 357      | 358 |
| 358   | 359          | 360      | 361 |
| 361   | 362          | 363      | 364 |
| 364   | 365          | 366      | 367 |
| 367   | 368          | 369      | 370 |
| 370   | 371          | 372      | 373 |
| 373   | 374          | 375      | 376 |
| 376   | 377          | 378      | 379 |
| 379   | 380          | 381      | 382 |
| 382   | 383          | 384      | 385 |
| 385   | 386          | 387      | 388 |
| 388   | 389          | 390      | 391 |
| 391   | 392          | 393      | 394 |
| 394   | 395          | 396      | 397 |
| 397   | 398          | 399      | 400 |
| 400   | 401          | 402      | 403 |
| 403   | 404          | 405      | 406 |
| 406   | 407          | 408      | 409 |
| 409   | 410          | 411      | 412 |
| 412   | 413          | 414      | 415 |
| 415   | 416          | 417      | 418 |
| 418   | 419          | 420      | 421 |
| 421   | 422          | 423      | 424 |
| 424   | 425          | 4        |     |



KASHON POWELL

kpowell@rronline.com

## Marvin Still Marvelous Power Gold

### What's playing at Urban AC?

According to recent Arbitron data, Urban AC is one of the fastest-growing formats. With that in mind, and more stations signing on, we thought you'd be curious about what stations in markets one-140 are playing in their gold category. Well, this is your lucky week, as we take a look at the 100 most-played gold titles for the year to date, according to Mediabase 24/7.

Marvin Gaye continues to be a power artist, with three of the top 15 songs: "Sexual Healing" at No. 2, "Let's Get It On" at No. 6 and "Got to Give It Up (Part I)" at No. 14. Gap Band have two in the top 10: "Outstanding" at No. 3 and "Yearning for Your

Love" at No. 8. With many stations keeping songs in a recurrent category for up to three years, a few songs released in 1999 appear on the chart. Joe's "I Wanna Know" ranks No. 1, and Maxwell's "Fortunate" comes in 10th.

- 1 JOE I Wanna Know
- 2 MARVIN GAYE Sexual Healing
- 3 GAP BAND Outstanding
- 4 MAZE Before I Let Go
- 5 ISLEY BROTHERS For The Love Of You
- 6 MARVIN GAYE Let's Get It On
- 7 EARTH, WIND & FIRE Reasons
- 8 GAP BAND Yearning For Your Love
- 9 CHERYL LYNN Got To Be Real
- 10 MAXWELL Fortunate
- 11 EMOTIONS Best Of My Love
- 12 AL GREEN Let's Stay Together
- 13 ISLEY BROTHERS Between The Sheets
- 14 MARVIN GAYE Got To Give It Up
- 15 RUFUS f/CHAKA KHAN Ain't Nobody
- 16 DONELL JONES U Know What's Up
- 17 L.T.D. Love Ballad
- 18 ERIC BENET Spend My Life With You



JOE

- 19 RICK JAMES f/TEENA MARIE Fire And Desire
- 20 TEDDY PENDERGRASS Love T.K.O.
- 21 FREDDIE JACKSON Jam Tonight
- 22 AL GREEN Love And Happiness
- 23 PATTI LABELLE If Only You Knew
- 24 EARTH, WIND & FIRE Devotion
- 25 MAXWELL Ascension (Don't Ever Wonder)
- 26 O'JAYS Forever Mine
- 27 TEMPTATIONS Treat Her Like A Lady
- 28 TEMPTATIONS Stay
- 29 KEITH SWEAT Make It Last Forever
- 30 AFTER 7 Ready Or Not



MARVIN GAYE

- 31 EMOTIONS Don't Ask My Neighbor
- 32 MARY JANE GIRLS All Night Long
- 33 HEATWAVE Always And Forever
- 34 L.T.D. (Every Time Turn Around) Back...
- 35 BABYFACE Whip Appeal
- 36 TEDDY PENDERGRASS Close The Door
- 37 LUTHER VANDROSS Never Too Much
- 38 ATLANTIC STARR Send For Me
- 39 SHALAMAR This Is For The Lover In You
- 40 DEELE Two Occasions
- 41 MTUME Juicy Fruit
- 42 BARRY WHITE Practice What You Preach
- 43 SWITCH There'll Never Be
- 44 FREDDIE JACKSON You Are My Lady



THE GAP BAND



EARTH, WIND &amp; FIRE

- 45 EARTH, WIND & FIRE That's The Way...
- 46 ANITA BAKER Sweet Love
- 47 RENE & ANGELA Your Smile
- 48 FREDDIE JACKSON Rock Me Tonight...
- 49 RUFUS Sweet Thing
- 50 BOBBY CALDWELL What You Won't Do...
- 51 NEXT Too Close
- 52 TYRESE Sweet Lady
- 53 PRINCE I Wanna Be Your Lover
- 54 JOHNNY GILL My, My, My
- 55 CHERRELLE f/A. O'NEAL Saturday Love
- 56 MAZE f/FRANKIE BEVERLY Happy Feelings
- 57 DENIECE WILLIAMS Silly
- 58 SOUL II SOUL Keep On Movin'
- 59 TOM BROWNE Funkin' For Jamaica
- 60 MARVIN GAYE What's Going On?
- 61 DENNIS EDWARDS Don't Look Any Further
- 62 MARVIN GAYE Mercy Mercy Me...
- 63 KENNY LATTIMORE For You
- 64 ANGIE STONE No More Rain...
- 65 TEDDY PENDERGRASS Turn Off The Lights
- 66 COMMODORES Brick House
- 67 S.O.S. BAND Take Your Time
- 68 CON FUNK SHUN Love's Train
- 69 MAZE f/FRANKIE BEVERLY Joy And Pain
- 70 AL B. SURE! Nite & Day
- 71 KEITH SWEAT I Want Her
- 72 MARVIN GAYE Distant Lover
- 73 S.O.S. BAND Tell Me If You Still Care
- 74 MIDNIGHT Slow Jam
- 75 BRICK Dazz
- 76 MCFADDEN & WHITEHEAD Ain't No Stoppin'...
- 77 BOBBY WOMACK If You Think You're Lonely...
- 78 ANITA BAKER You Bring Me Joy
- 79 LUTHER VANDROSS So Amazing
- 80 TONY! TONI! TONE! Anniversary
- 81 LENNY WILLIAMS 'Cause I Love You
- 82 PATRICE RUSHEN Forget Me Nots
- 83 STEVIE WONDER Ribbon In The Sky
- 84 DAZZ BAND Let It Whip
- 85 GEORGE CLINTON Atomic Dog
- 86 EARTH, WIND & FIRE Love's Holiday
- 87 ISLEY BROTHERS Voyage To Atlantis
- 88 BARRY WHITE It's Ecstasy...
- 89 STAPLE SINGERS I'll Take You There
- 90 Q. JONES f/EL DEBARGE... The Secret Garden
- 91 SOUL II SOUL Back To Life
- 92 AL GREEN I'm Still In Love With You
- 93 BRIAN MCKNIGHT Anytime
- 94 GLENN JONES We've Only Just Begun
- 95 GQ I Do Love You
- 96 SOUNDS OF BLACKNESS Hold On
- 97 ATLANTIC STARR Secret Lovers
- 98 PARLIAMENT Flash Light
- 99 STEVIE WONDER That Girl
- 100 ANITA BAKER Angel



| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)   | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|----------------------|
| 1         | 1         | ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)                       | 3145        | -207      | 551572                 | 13             | 65/0                 |
| 2         | 2         | USHER U Don't Have To Call (LaFace/Arista)                        | 2781        | -122      | 513700                 | 16             | 62/0                 |
| 4         | 3         | P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista) | 2567        | +48       | 482226                 | 10             | 61/0                 |
| 6         | 4         | MUSIQ Halfcrazy (Def Soul/IDJMG)                                  | 2436        | +158      | 444963                 | 12             | 65/1                 |
| 3         | 5         | BUSTA RHYMES Pass The Courvoisier (Part II) (J)                   | 2408        | -128      | 426225                 | 11             | 63/0                 |
| 7         | 6         | AVANT Makin' Good Love (Magic Johnson/MCA)                        | 2330        | +60       | 383285                 | 15             | 60/0                 |
| 9         | 7         | MARY J. BLIGE Rainy Dayz (MCA)                                    | 2146        | +26       | 326058                 | 9              | 63/0                 |
| 5         | 8         | FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)             | 2096        | -324      | 375511                 | 13             | 62/0                 |
| 8         | 9         | TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)                        | 1915        | -270      | 330181                 | 16             | 65/0                 |
| 15        | 10        | CAM'RON Oh Boy (Roc-A-Fella/IDJMG)                                | 1857        | +406      | 339727                 | 4              | 56/1                 |
| 12        | 11        | B2K Gots Ta Be (Epic)   | 1730        | +100      | 307897                 | 7              | 61/0                 |
| 11        | 12        | NAPPY ROOTS Awnaw (Atlantic)                                      | 1677        | 0         | 219180                 | 14             | 63/2                 |
| 18        | 13        | BIG TYMERS Still Fly (Cash Money/Universal)                       | 1649        | +322      | 231260                 | 7              | 51/11                |
| 10        | 14        | JAHEIM Anything (Divine Mill/WB)                                  | 1591        | -102      | 327618                 | 24             | 59/0                 |
| 14        | 15        | YING YANG TWINS Say I Yi Yi (Koch)                                | 1565        | +54       | 196375                 | 10             | 50/1                 |
| 19        | 16        | BRANDY Full Moon (Atlantic)                                       | 1503        | +236      | 245876                 | 5              | 59/0                 |
| 21        | 17        | TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)              | 1496        | +321      | 319338                 | 4              | 59/6                 |
| 17        | 18        | JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)                | 1411        | +55       | 236222                 | 5              | 57/0                 |
| 13        | 19        | FAITH EVANS I Love You (Bad Boy/Arista)                           | 1357        | -204      | 253665                 | 18             | 60/0                 |
| 25        | 20        | DONELL JONES You Know That I Love You (Untouchables/Arista)       | 1204        | +110      | 182250                 | 7              | 51/2                 |
| 22        | 21        | RUFF ENDZ Someone To Love You (Epic)                              | 1169        | +25       | 187344                 | 13             | 52/1                 |
| 16        | 22        | LUDACRIS Saturday (Oooh! Ooooh!) (Def Jam South/IDJMG)            | 1126        | -245      | 184394                 | 13             | 58/0                 |
| 26        | 23        | JOE What If A Woman (Jive)  | 1089        | +53       | 169988                 | 10             | 49/0                 |
| 28        | 24        | NAS One Mic (Columbia)  | 1021        | +154      | 165947                 | 8              | 44/2                 |
| 20        | 25        | JENNIFER LOPEZ Ain't It Funny (Epic)                              | 992         | -191      | 165032                 | 18             | 53/0                 |
| 23        | 26        | LIL BOW WOW Take Ya Home (So So Def/Columbia)                     | 967         | -165      | 122285                 | 14             | 47/0                 |
| 24        | 27        | AALIYAH More Than A Woman (BlackGround)                           | 962         | -166      | 200837                 | 16             | 34/0                 |
| 30        | 28        | NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)         | 945         | +163      | 122456                 | 6              | 50/1                 |
| 29        | 29        | ALICIA KEYS How Come You Don't Call Me (J)                        | 825         | +28       | 144804                 | 7              | 47/2                 |
| 27        | 30        | MAXWELL This Woman's Work (Columbia)                              | 819         | -91       | 136624                 | 14             | 44/0                 |
| 32        | 31        | ANGIE STONE Wish I Didn't Miss You (J)                            | 750         | +51       | 95932                  | 8              | 40/0                 |
| 44        | 32        | TWEET Call Me (Gold Mind/Elektra/EEG)                             | 723         | +288      | 129799                 | 2              | 50/3                 |
| 33        | 33        | BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)            | 692         | +6        | 160847                 | 15             | 47/0                 |
| 38        | 34        | JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)                  | 626         | +69       | 103613                 | 2              | 48/0                 |
| 34        | 35        | BOYZ II MEN The Color Of Love (Arista)                            | 624         | +2        | 85934                  | 3              | 49/1                 |
| 45        | 36        | NELLY Hot In Herre (Fo' Reel/Universal)                           | 605         | +171      | 113612                 | 2              | 50/47                |
| 31        | 37        | BRANDY What About Us? (Atlantic)                                  | 578         | -184      | 81536                  | 17             | 53/0                 |
| 39        | 38        | PETEY PABLO I Told Y'all (Jive)                                   | 569         | +17       | 69594                  | 4              | 40/1                 |
| 43        | 39        | ISYSS F/JADAKISS Day + Night (Arista)                             | 489         | +52       | 70766                  | 3              | 35/2                 |
| 35        | 40        | CEE-LO Closet Freak (LaFace/Arista)                               | 488         | -108      | 58322                  | 11             | 29/0                 |
| 41        | 41        | MYSTIKAL Tarantula (Jive)   | 481         | -18       | 48698                  | 3              | 38/0                 |
| Debut     | 42        | KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)              | 480         | +133      | 43158                  | 1              | 20/1                 |
| 40        | 43        | FUNDISHA Live The Life (So So Def/Columbia)                       | 470         | -42       | 51508                  | 4              | 41/0                 |
| 50        | 44        | JAY-Z Song Cry (Roc-A-Fella/IDJMG)                                | 469         | +88       | 81572                  | 1              | 1/1                  |
| 49        | 45        | HAMPTONS My Jacket (BlackGround)                                  | 453         | +63       | 51859                  | 2              | 37/1                 |
| 37        | 46        | 'N SYNC Girlfriend (Jive)   | 445         | -116      | 77267                  | 8              | 19/0                 |
| 36        | 47        | SHARISSA Any Other Night (Motown)                                 | 439         | -148      | 55926                  | 19             | 40/0                 |
| Debut     | 48        | MARIO Just A Friend (J)   | 427         | +157      | 42754                  | 1              | 37/2                 |
| Debut     | 49        | B RICH Whoa Now (Atlantic)  | 420         | +132      | 50936                  | 1              | 39/3                 |
| Debut     | 50        | SCARFACE Guess Who's Back? (Def Jam South/IDJMG)                  | 388         | +100      | 74961                  | 1              | 0/0                  |

### Most Added

www.rradds.com

| ARTIST TITLE LABEL(S)                                | ADDS |
|--|------|
| NELLY Hot In Herre (Fo' Reel/Universal)              | 47   |
| GLENN LEWIS It's Not Fair (Epic)                     | 33   |
| CLIPSE Grindin' (Star Trak/Arista)                   | 23   |
| BLACK COFFEY Hard To Get (Motown)                    | 18   |
| CHOOBAKKA Big Daddy Money (Big Daddy)                | 18   |
| BIG TYMERS Still Fly (Cash Money/Universal)          | 11   |
| DAVE HOLLISTER Keep Lovin' You (MCA)                 | 10   |
| TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope) | 6    |
| SHARISSA No Half Steppin' (Motown)                   | 5    |
| AMERIE Why Don't We Fall In Love (Rise/Columbia)     | 5    |
| DJ QUIK Trouble (Bungalow)                           | 5    |

### Most Increased Plays

| ARTIST TITLE LABEL(S)                                | TOTAL PLAY INCREASE |
|--|---------------------|
| CAM'RON Oh Boy (Roc-A-Fella/IDJMG)                   | +406                |
| BIG TYMERS Still Fly (Cash Money/Universal)          | +322                |
| TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope) | +321                |
| TWEET Call Me (Gold Mind/Elektra/EEG)                | +288                |
| BRANDY Full Moon (Atlantic)                          | +236                |
| EMINEM Without Me (Shady/Aftermath/Interscope)       | +205                |
| NELLY Hot In Herre (Fo' Reel/Universal)              | +171                |
| NAUGHTY BY NATURE F/3LW Feels Good!!! (TVT)          | +163                |
| MUSIQ Halfcrazy (Def Soul/IDJMG)                     | +158                |
| MARIO Just A Friend (J)                              | +157                |

### New & Active

|  |   |
|--|---|
| LIL' ROMEO 2 Way (No Limit/Soulja/Universal)     | Total Plays: 381, Total Stations: 43, Adds: 2 |
| ANN NESBY F/AL GREEN Put It On Paper (Universal) | Total Plays: 370, Total Stations: 22, Adds: 0 |
| JERZEE MONET Most High (DreamWorks)              | Total Plays: 360, Total Stations: 39, Adds: 3 |
| MR. CHEEKS Friday Night (Universal)              | Total Plays: 313, Total Stations: 32, Adds: 0 |
| LATHUN Fortunate (Motown)                        | Total Plays: 281, Total Stations: 22, Adds: 0 |
| KEKE WYATT I Don't Wanna (MCA)                   | Total Plays: 270, Total Stations: 34, Adds: 0 |
| RL Good Man (J)                                  | Total Plays: 251, Total Stations: 37, Adds: 4 |
| AMERIE Why Don't We Fall In Love (Rise/Columbia) | Total Plays: 243, Total Stations: 29, Adds: 5 |
| SHARISSA No Half Steppin' (Motown)               | Total Plays: 216, Total Stations: 34, Adds: 5 |
| ROB JACKSON F/LADY MAY Boom, Boom, Boom (Arista) | Total Plays: 202, Total Stations: 22, Adds: 2 |

66 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 4/28/02-5/4/02. 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.

Songs ranked by total plays

**Don't Miss The New Artist Showcase Presenting Slum Village**  
**During The WGCI Music Seminar May 17, 2002**  
**1520 N. Fremont Street, Chicago, IL**  
**10pm - 4am**





## Stations and their adds listed alphabetically by market

### Reporters

|  |   |   |  |  |  |   |  |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |   |
|--|---|---|--|--|--|---|--|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|--|---|---|---|---|
| <p><b>WAJZ/Albany, NY *</b><br/>PD/MD: Sugar Bear<br/>MD: Marie Crystal<br/>12 Nelly "Hot"<br/>8 STYLES &amp; MICHIE "Luh"<br/>CHOOBAKKA "Money"</p>                               | <p><b>WZZD/Biloxi-Gulfport, MS *</b><br/>PD: Rob Neal<br/>MD: Tabari Daniels<br/>7 Nelly "Hot"<br/>BLACK COFFEY "Hard"<br/>CAC "Killer"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WIZF/Cincinnati, OH *</b><br/>PD: Hurricane Dave<br/>APD/MD: Terri Thomas<br/>NELLY "Hot"</p>   | <p><b>WJMN/Dothan, AL</b><br/>PD/MD: Tony Black<br/>No Adds</p>  | <p><b>KIIZ/Killeen-Temple, TX</b><br/>PD: Mychal Maguire<br/>13 LOVHER "Gonna"<br/>11 Nelly "Hot"<br/>11 JILL SCOTT "Gimme"<br/>10 DU QUIK "Trouble"<br/>10 DIRTY SOUTH "Nothin"</p>   | <p><b>WYFM/Macon, GA</b><br/>PD: Benny Brown<br/>MD: Deenes Womack<br/>33 TWEET "Cat"<br/>20 ENIMEM "Me"<br/>CHOOBAKKA "Money"</p>   | <p><b>WBLS/New York, NY *</b><br/>PD: Winy Brown<br/>MD: Deenes Womack<br/>9 NAPPY ROOTS "Awww"<br/>7 Nelly "Hot"<br/>1 SHARRISA "Steppin"</p>  | <p><b>WDXK/Rochester, NY *</b><br/>PD: Andre Marcel<br/>MD: Kala D'Neal<br/>10 Nelly "Hot"<br/>4 YING YANG TWINS "Say"<br/>HER SANITY FLOX "Xclusive"<br/>SHARRISA "Steppin"</p>   | <p><b>WPHR/Syracuse, NY *</b><br/>PD: Keith Charles<br/>MD: Kenny Dees<br/>11 MARIO "Trend"<br/>12 Nelly "Hot"<br/>CLIPSE "Grindin"<br/>GLENN LEWIS "Fair"</p>  |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |   |
| <p><b>KBCE/Alexandria, LA</b><br/>PD: Kenny Smoov<br/>MD: R. J. Polk<br/>5 DIRTY SOUTH "Nothin"<br/>5 LOVHER "Gonna"</p>   | <p><b>WBOT/Boston, MA *</b><br/>PD: Steve Gousby<br/>APD: Lamar Robinson<br/>MD: T. Clark<br/>14 TWEET "Cat"<br/>12 MASTER P "Real"<br/>9 LIL' ROMEO "Way"<br/>BIG TYMERS "Fly"</p>                           | <p><b>WHXT/Columbia, SC *</b><br/>PD: Chris Connor<br/>MD: Bill Black<br/>27 CLIPSE "Grindin"<br/>26 Nelly "Hot"<br/>6 ROB JACKSON/LADY MAY "Boom"<br/>2 RL "Man"<br/>1 MESHELL NEEDEGHELLO "Project Pat"<br/>1 DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"<br/>HAMPTONS "Jacket"</p> | <p><b>WZFX/Fayetteville, NC *</b><br/>PD: Rod Cruise<br/>APD: Garrett Davis<br/>MD: Taylor Morgan<br/>15 Nelly "Hot"<br/>8 RICH "Whoa"</p>                 | <p><b>KRRQ/Lafayette, LA *</b><br/>MD: James Alexander<br/>PD/MD: Darlene Prejean<br/>11 Nelly "Hot"<br/>BLACK COFFEY "Hard"<br/>CHOOBAKKA "Money"<br/>GLENN LEWIS "Fair"</p>  | <p><b>WIBB/Macon, GA</b><br/>PD: Mike Williams<br/>APD: Ava Blakk<br/>22 RUFF ENDS "Someone"<br/>21 Nelly "Hot"<br/>TRUTH HURTS FRANKIM "Addictive"</p>  | <p><b>WBHH/Norfolk, VA *</b><br/>PD/MD: Heart Attack<br/>No Adds</p>  | <p><b>WTLZ/Saginaw, MI *</b><br/>PD: Eugene Brown<br/>1 Nelly "Hot"<br/>SHARRISA "Steppin"</p>   | <p><b>WTMP/Tampa, FL</b><br/>Interim PD: Big Money Ced<br/>Interim MD: Eric Storm<br/>37 BIG TYMERS "Fly"<br/>34 B2K "Boyz"<br/>33 CAM'RON "Boyz"<br/>32 TRUTH HURTS FRANKIM "Addictive"</p>  |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |   |
| <p><b>KEDG/Alexandria, LA</b><br/>MD: Wade Hampton<br/>9 RL "Man"<br/>CHOOBAKKA "Money"</p>  | <p><b>WBLK/Bufalo, NY *</b><br/>PD/MD: Skip Dillard<br/>15 Nelly "Hot"<br/>14 CLIPSE "Grindin"<br/>BLACK COFFEY "Hard"<br/>CHOOBAKKA "Money"<br/>GLENN LEWIS "Fair"<br/>SHARRISA "Steppin"</p>                | <p><b>WWDM/Columbia, SC *</b><br/>PD/MD: Mike Love<br/>APD: Vemessa Pendergrass<br/>7 Nelly "Hot"<br/>4 CHOOBAKKA "Money"<br/>2 CLIPSE "Grindin"<br/>GLENN LEWIS "Fair"<br/>BLACK COFFEY "Hard"</p>   | <p><b>WZZZ/Flint, MI *</b><br/>PD/MD: Chris Reynolds<br/>11 Nelly "Hot"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p>                              | <p><b>WQHH/Lansing, MI *</b><br/>PD/MD: Brant Johnson<br/>7 Nelly "Hot"<br/>7 GLENN LEWIS "Fair"<br/>BLACK COFFEY "Hard"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"</p>  | <p><b>WRRK/Memphis, TN *</b><br/>PD: Kate Bell<br/>APD: Eileen Collier<br/>MD: Devin Steel<br/>1 TWEET "Cat"<br/>GLENN LEWIS "Fair"<br/>NELLY "Hot"</p>  | <p><b>WOWI/Norfolk, VA *</b><br/>MD/MD: Datsy Davis<br/>APD/MD: Michael Mauzone<br/>4 CLIPSE "Grindin"<br/>1 AMERIE "Fat"<br/>DU QUIK "Trouble"<br/>NELLY "Hot"</p>   | <p><b>WEAS/Savannah, GA</b><br/>MD: Jewel Carter<br/>7 Nelly "Hot"<br/>DAVE HOLLISTER "Lovin"<br/>HAMPTONS "Jacket"<br/>HER SANITY FLOX "Xclusive"</p>   | <p><b>WJUC/Toledo, OH *</b><br/>PD: Charlie Mack<br/>MD: Nikki G<br/>20 Nelly "Hot"<br/>9 CLIPSE "Grindin"<br/>BLACK COFFEY "Hard"<br/>CAMP LO "Glow"<br/>CHOOBAKKA "Money"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |   |
| <p><b>WHTA/Atlanta, GA *</b><br/>PD: Jerry Smokin' B<br/>APD: Ryan Cameron<br/>MD: Ramona Debraux<br/>69 BIG TYMERS "Fly"<br/>2 TRUTH HURTS FRANKIM "Addictive"<br/>AK "Gonna"</p> | <p><b>WWWZ/Charleston, SC *</b><br/>MD/MD: Terry Base<br/>MD: Ron Spilascaville<br/>28 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>GLENN LEWIS "Fair"<br/>PROJECT PAT "Back"</p>                                    | <p><b>WCKX/Columbus, OH *</b><br/>PD: Paul Strong<br/>MD: Warren Stevers<br/>1 BIG TYMERS "Fly"</p>   | <p><b>WIKS/Greenville, NC *</b><br/>PD/MD: B. K. Kirkland<br/>5 TRUTH HURTS FRANKIM "Addictive"<br/>NELLY "Hot"<br/>RL "Man"<br/>3 BOYZ II MEN "Color"</p> | <p><b>WQHH/Lansing, MI *</b><br/>PD/MD: Brant Johnson<br/>7 Nelly "Hot"<br/>7 GLENN LEWIS "Fair"<br/>BLACK COFFEY "Hard"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"</p>  | <p><b>WEDR/Miami, FL *</b><br/>PD/MD: Cedric Hollywood<br/>14 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>BLACK COFFEY "Hard"<br/>GLENN LEWIS "Fair"</p>  | <p><b>KVSP/Oklahoma City, OK *</b><br/>PD: Terry Monday<br/>AMD: Eddie Brasco<br/>7 CLIPSE "Grindin"<br/>3 BLACK COFFEY "Hard"<br/>1 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>COREY "First"<br/>GLENN LEWIS "Fair"</p> | <p><b>KDKS/Shreveport, LA *</b><br/>PD/MD: Queen Echols<br/>7 CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"<br/>HER SANITY FLOX "Xclusive"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>NELLY "Hot"<br/>SHARRISA "Steppin"</p> | <p><b>KJMM/Tulsa, OK *</b><br/>PD: Terry Monday<br/>APD: Aaron Bernard<br/>MD: Kelli Dupree<br/>1 CLIPSE "Grindin"<br/>1 Nelly "Hot"<br/>HER SANITY FLOX "Xclusive"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p>                               |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |   |
| <p><b>WVEE/Atlanta, GA *</b><br/>PD: Tony Brown<br/>MD: Tasha Love<br/>12 KHIA "Back"</p>  | <p><b>WPEG/Charlotte, NC *</b><br/>MD: Nate Quick<br/>29 Nelly "Hot"<br/>17 AMERIE "Fat"<br/>7 ISSYS FJADAKISS "Day"<br/>DAVE HOLLISTER "Lovin"</p>   | <p><b>WKBW/Dallas-Ft. Worth, TX *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p>  | <p><b>WJMJ/Greenville, SC *</b><br/>PD/MD: Doug Davis<br/>No Adds</p>  | <p><b>WBIT/Lexington-Fayette, KY *</b><br/>PD/MD: Jay Alexander<br/>26 Nelly "Hot"<br/>4 MESHELL NEEDEGHELLO "Project Pat"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>GLENN LEWIS "Fair"<br/>BLACK COFFEY "Hard"<br/>BLACK COFFEY "Hard"</p> | <p><b>WVBL/Mobile, AL *</b><br/>PD/MD: Myronda Reuben<br/>8 Nelly "Hot"<br/>2 CLIPSE "Grindin"<br/>2 MESHELL NEEDEGHELLO "Project Pat"<br/>BLACK COFFEY "Hard"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WPHI/Philadelphia, PA *</b><br/>PD: Luscious Ice<br/>MD: Raphael "Rafi" George<br/>No Adds</p>  | <p><b>KMJJ/Shreveport, LA *</b><br/>PD: Michael Tee<br/>MD: Kelli Dupree<br/>1 CLIPSE "Grindin"<br/>1 Nelly "Hot"<br/>HER SANITY FLOX "Xclusive"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p>                             | <p><b>WESU/Tupelo, MS</b><br/>PD/MD: Pamela Ailesse<br/>PD: Eric Mychals<br/>1 TRUTH HURTS FRANKIM "Addictive"<br/>DIRTY SOUTH "Nothin"</p>   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |   |
| <p><b>WFRW/Augusta, GA *</b><br/>PD: Tim Snell<br/>MD: Nighttrain<br/>24 Nelly "Hot"<br/>8 AMERIE "Fat"<br/>2 RL "Man"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p>       | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p>       | <p><b>KKDA/Dallas-Ft. Worth, TX *</b><br/>PD/MD: Skip Cheatham<br/>No Adds</p>  | <p><b>WJMJ/Jackson, MS *</b><br/>PD/MD: Stan Branson<br/>No Adds</p>   | <p><b>KIPR/Little Rock, AR *</b><br/>MD/MD: Joe Booker<br/>17 Nelly "Hot"<br/>BLACK COFFEY "Hard"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>CONAR DOSS "Crate"<br/>GLENN LEWIS "Fair"<br/>PROJECT PAT "Back"</p>  | <p><b>WZHT/Montgomery, AL</b><br/>PD: Darryl Elliott<br/>MD: Michael Long<br/>36 ANGIE STONE "Wish"<br/>36 JENNIFER LOPEZ F/NAS "Alright"<br/>26 CAM'RON "Boyz"<br/>6 CLIPSE "Grindin"<br/>NELLY "Hot"</p>           | <p><b>WAMD/Pittsburgh, PA *</b><br/>Interim PD/MD: Du Bogue<br/>15 Nelly "Hot"<br/>GLENN LEWIS "Fair"<br/>JERZE MO'NET "High"<br/>NAUGHTY BY 3/W "Feels"</p>  | <p><b>WFUN/Sl. Louis, MO *</b><br/>PD: Mo'Shay<br/>APD: Craig Black<br/>MD: Koa Koa Thai<br/>36 BIG TYMERS "Fly"<br/>13 DONELL JONES "Know"</p>  | <p><b>WKYS/Washington, DC *</b><br/>PD: Darryl Hookaby<br/>MD: P-Slew<br/>7 BIG TYMERS "Fly"<br/>2 NAS "Me"<br/>JERZE MO'NET "High"</p>   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |  |   |   |   |   |
| <p><b>WEMX/Baton Rouge, LA *</b><br/>MD: James Alexander<br/>PD/MD: Adrian Long<br/>8 Nelly "Hot"<br/>3 CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"<br/>GLENN LEWIS "Fair"</p>       | <p><b>WGGI/Chicago, IL *</b><br/>MD/MD: Troy Smith<br/>APD/MD: Carla Bostoner<br/>8 EXHALE "Sht"<br/>8 CLIPSE "Grindin"<br/>3 AMERIE "Fat"<br/>JERZE MO'NET "High"<br/>NAPPY ROOTS "Awww"</p>                 | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p>  | <p><b>WJMJ/Jackson, MS *</b><br/>PD/MD: Stan Branson<br/>No Adds</p>   | <p><b>KKBT/Los Angeles, CA *</b><br/>PD: Rob Scarpio<br/>MD: Corey Fuller<br/>47 DU QUIK "Trouble"<br/>22 ALICIA KEYS "Come"<br/>19 PRETTY YARLO "Tok"</p>   | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p>                          | <p><b>WQOK/Raleigh-Durham, NC *</b><br/>PD: Cy Young<br/>MD: Sean Alexander<br/>5 BIG TYMERS "Fly"<br/>5 TRUTH HURTS FRANKIM "Addictive"<br/>2 NAS "Me"<br/>LIL' ROMEO "Way"</p>                                    | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p>  | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p>   | <p><b>WRDU/Dayton, OH *</b><br/>PD: Marco Simmons<br/>MD: Theo Smith<br/>23 Nelly "Hot"<br/>1 ROB JACKSON/LADY MAY "Boom"<br/>DAVE HOLLISTER "Lovin"<br/>LOVHER "Gonna"<br/>MESHELL NEEDEGHELLO "Project Pat"</p> | <p><b>WJMJ/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Poston<br/>MD: Lili Home<br/>32 Nelly "Hot"<br/>CHOOBAKKA "Money"<br/>CLIPSE "Grindin"<br/>JILL SCOTT "Gimme"</p> | <p><b>WQOK/Nashville, TN *</b><br/>PD: Kevin Foss<br/>APD: Bruce Lowe<br/>13 Nelly "Hot"<br/>1 CLIPSE "Grindin"<br/>DU QUIK "Trouble"<br/>DAVE HOLLISTER "Lovin"<br/>GLENN LEWIS "Fair"</p> | <p><b>WVFX/Augusta, GA *</b><br/>MD: Ron Thomas<br/>14 BIG TYMERS "Fly"<br/>8 RICH "Whoa"<br/>NELLY "Hot"</p> | <p><b>WJTT/Chattanooga, TN *</b><br/>PD: Keith Landecker<br/>MD: Magic<br/>WON G "Inside"<br/>CLIPSE "Grindin"<br/>NELLY "Hot"<br/>GLENN LEWIS "Fair"<br/>CHOOBAKKA "Money"<br/>BLACK COFFEY "Hard"</p> | <p><b>WRJH/Jackson, MS *</b><br/>PD: Steve Post</p> |

## Reporters

Stations and their adds listed alphabetically by market

**WALR/Atlanta, GA \***  
 PD: Tadia Charmon  
 OM: Ron Davis  
 No Adds

**WQMG/Greensboro, NC \***  
 PD: Ann Stowe  
 No Adds

**WYLD/New Orleans, LA \***  
 OMPD: Marvin Hankston  
 APD/MD: Aaron "AJ" Appleber  
 No Adds

**WVIN/Baltimore, MD \***  
 VP/Prog.: Kathy Brown  
 PD: Tim Watts  
 MD: Keith Fisher  
 DONELL JONES "Know"

**KMJQ/Houston-Galveston, TX \***  
 PD: Carl Cooper  
 MD: Sam Choice  
 2 ASHANTI "Foolish"  
 2 REMY SHAND "Message"

**WRKS/New York, NY \***  
 PD: Tony Bestley  
 MD: Julie Gustines  
 No Adds

**KQXL/Baton Rouge, LA \***  
 OM: James Alexander  
 PD/MD: Mya Vernon  
 YOLANDA ADAMS "Batic"

**WTPC/Indianapolis, IN \***  
 OMPD: Brian Wallace  
 MD: Garb Adams  
 No Adds

**WSVY/Norfolk, VA \***  
 PD/MD: Michael Mazzone  
 No Adds

**WBHK/Birmingham, AL \***  
 PD: Jay Olson  
 MD: Darryl Johnson  
 13 FAITH EVANS "Love"  
 9 MUSIQ "Halfway"  
 7 WILLIE CLAYTON "Wiggle"

**WKJL/Jackson, MS \***  
 PD/MD: Stan Branson  
 No Adds

**WVCL/Norfolk, VA \***  
 PD/MD: OC  
 No Adds

**WMGL/Charleston, SC \***  
 PD: Terry Base  
 APD/MD: Belinda Parker  
 1 YOLANDA ADAMS "Batic"  
 TONY TERRY "Shower"

**WSOL/Jacksonville, FL \***  
 PD: Aaron Maxwell  
 APD/MD: J.K.  
 4 JAHEIM "Anything"  
 1 TWEET "Oops"

**WFCB/Olando, FL \***  
 PD: Steve Holbrook  
 MD: Joe Davis  
 No Adds

**WBVA/Charlotte, NC \***  
 PD/MD: Teri Avery  
 3 DAVE HOLLISTER "Lovin'"

**KOKY/Little Rock, AR \***  
 PD: Mark Dyan  
 MD: Jami Quarles  
 CONYA DOSS "Coffee"

**WDAS/Philadelphia, PA \***  
 Sta. Mgr./PD: Joe Tamburo  
 MD: Joann Gamble  
 3 ASHANTI "Foolish"

**WVAA/Chicago, IL \***  
 PD: Eray Smith  
 APD: Armando Rivera  
 No Adds

**KJHL/Los Angeles, CA \***  
 PD/MD: Gini Winston  
 4 TONY TERRY "Shower"  
 RL "Man"

**WFXX/Raleigh-Durham, NC \***  
 OMPD: Cy Young  
 APD/MD: Joel Berry  
 No Adds

**WZAK/Cleveland, OH \***  
 PD: Kim Johnson  
 DONELL JONES "Know"

**WRBV/Macon, GA**  
 PD/MD: Lisa Charles  
 No Adds

**WVBE/Roanoke-Lynchburg, VA \***  
 PD: Walt Ford  
 No Adds

**WLXC/Columbia, SC \***  
 Int. PD: Doug Williams  
 MD: Tim Taylor  
 SIR CHARLES JONES "Lonely"

**KJMS/Memphis, TN \***  
 PD: Kate Bell  
 MD: Elicetta Nathaniel  
 1 RL "Man"

**KMJM/St. Louis, MO \***  
 OMPD: Chuck Atkins  
 MD: Brian Anthony  
 No Adds

**WAGH/Columbus, GA**  
 PD: Rasheeda  
 MD: Ed Lewis  
 No Adds

**WHQT/Miami, FL \***  
 PD: Derrick Brown  
 APD/MD: Karen Vaughn  
 No Adds

**WLWH/Savannah, GA**  
 PD: Gary Young  
 11 ALICIA KEYS "Come"

**KRNB/Dallas-Ft. Worth, TX \***  
 PD: Al Payne  
 MD: Rudy "V"  
 DL ROGERS, JR. "Lonely"

**WJMR/Milwaukee-Racine, WI \***  
 PD/MD: Lauri Jones  
 No Adds

**WMMJ/Washington, DC \***  
 PD: Dae-P  
 No Adds

**WDMK/Detroit, MI \***  
 VP/Prog.: Lance Patton  
 OMPD: Monica Starr  
 APD: Benita "Lady B" Gray  
 MD: Sunny Anderson  
 No Adds

**WMCS/Milwaukee, WI**  
 PD/MD: Tyrone Jackson  
 TONY TERRY "Shower"

**WMMJ/Washington, DC \***  
 PD: Dae-P  
 No Adds

**WMDK/Detroit, MI \***  
 PD: Janet G.  
 APD: Onel Stevens  
 MD: Sheila Little  
 No Adds

**WYBC/New Haven, CT \***  
 OM: Wayne Schmidt  
 PD: Juan Castillo  
 APD: Steven Richardson  
 MD: Dae-P  
 No Adds

**WMMJ/Washington, DC \***  
 PD: Mike Chase  
 APD: James Fair  
 No Adds

**WUNK/Fayetteville, NC \***  
 PD: Red Cruise  
 APD: Garrett Davis  
 MD: Calvin Pee  
 No Adds

**WDLT/Mobile, AL \***  
 PD: Ron Anthony  
 MD: Kathy Barlow  
 1 REGINA BELLE "Now"

**WHWR/Washington, DC \***  
 PD/MD: David A. Dickinson  
 COOLY'S HOT BOX "Angin"  
 RL "Man"

**WFLM/Ft. Pierce, FL \***  
 PD/MD: Michael James  
 4 BLACK DORFEE "Hard"  
 GLENN LEWIS "Fair"  
 ANERIE "Fat"  
 WYCLEF JEAN "Wrongs"

**WYBC/New Haven, CT \***  
 OM: Wayne Schmidt  
 PD: Juan Castillo  
 APD: Steven Richardson  
 MD: Dae-P  
 No Adds

**WMMJ/Washington, DC \***  
 PD: Mike Chase  
 APD: James Fair  
 No Adds

**\*Monitored Reporters**  
**45 Total Reporters**  
  
**40 Total Monitored**  
**5 Total Indicator**

**MARKET #1**

**WRKS/New York**  
 Clear Channel  
 (212) 242-9870  
 Basileyo/Gustines  
 12+ Cum: 1,698,900

| PLAYS | 3W | TW | ARTIST/TITLE                         | GI (000) |
|-------|----|----|--------------------------------------|----------|
| 23    | 20 | 20 | JAHEIM/Anything                      | 25500    |
| 23    | 20 | 20 | ASHANTI/Foolish                      | 23850    |
| 14    | 25 | 25 | RUFF ENDS/Don't Have To Call         | 21250    |
| 26    | 24 | 24 | USHER/If I Were a Man                | 20400    |
| 24    | 24 | 24 | LUTHER VANDROSS/If I Ever            | 20400    |
| 24    | 24 | 24 | REMY SHAND/Take A Message            | 20400    |
| 19    | 23 | 23 | ANGIE STONE/Who I Didn't             | 19550    |
| 23    | 21 | 21 | MAXWELL/This Woman's Work            | 19550    |
| 23    | 21 | 21 | FAITH EVANS/Love You                 | 17850    |
| 18    | 18 | 18 | LUTHER VANDROSS/Take You Out         | 17850    |
| 28    | 18 | 18 | GLENN LEWIS/Don't You Forget It      | 15300    |
| 15    | 17 | 17 | AVANT/Man's Good Love                | 14450    |
| 17    | 16 | 16 | MUSIQ/Halfway                        | 14450    |
| 13    | 14 | 14 | MICHAEL JACKSON/Butterflies          | 10200    |
| 14    | 12 | 12 | LUTHER VANDROSS/Good Things          | 10200    |
| 12    | 12 | 12 | MAXWELL/If I Ever                    | 10200    |
| 10    | 10 | 10 | ANGIE STONE/Brotha                   | 8500     |
| 10    | 10 | 10 | JOE/What If A Woman                  | 8500     |
| 7     | 9  | 9  | GERALD LEVERT/What's It Gonna Be     | 7550     |
| 7     | 9  | 9  | DONELL JONES/Where I Wanna Be        | 5950     |
| 7     | 9  | 9  | JAHEIM/Good It Be                    | 5950     |
| 7     | 9  | 9  | USHER/Remind Me                      | 5950     |
| 7     | 9  | 9  | TONI BRAXTON/Just Be A Man           | 5950     |
| 7     | 9  | 9  | DONELL JONES/You Know That...        | 5950     |
| 6     | 6  | 6  | BARBACE/What If                      | 5100     |
| 6     | 6  | 6  | MUSIQ/Love                           | 5100     |
| 14    | 6  | 6  | MICHAEL JACKSON/You Rock My World    | 5100     |
| 6     | 6  | 6  | KEKE WYATT/Nothing In This...        | 5100     |
| 6     | 6  | 6  | JILL SCOTT/Long Walk                 | 4250     |
| 4     | 5  | 5  | SUNSHINE ANDERSON/Head It All Before | 4250     |

**MARKET #2**

**KHHT/Los Angeles**  
 Clear Channel  
 (818) 845-1021  
 Santoso/Suso  
 12+ Cum: 982,400

| PLAYS | 3W | TW | ARTIST/TITLE                         | GI (000) |
|-------|----|----|--------------------------------------|----------|
| 38    | 31 | 31 | P DIDDY/FUSHER.../Aed A Girl...      | 28611    |
| 14    | 26 | 26 | ASHANTI/Foolish                      | 28050    |
| 44    | 44 | 44 | USHER/Don't Have To Call             | 24684    |
| 48    | 38 | 38 | FAITH EVANS/Love You                 | 21318    |
| 27    | 30 | 30 | MAXWELL/If I Ever                    | 16830    |
| 23    | 27 | 27 | RUFF ENDS/Don't Have To Call         | 15708    |
| 27    | 27 | 27 | ALICIA KEYS/A Woman's Worth          | 15147    |
| 26    | 26 | 26 | AVANT/Man's Good Love                | 14586    |
| 25    | 25 | 25 | JOE/What If A Woman                  | 14075    |
| 19    | 23 | 23 | JENNIFER/Remind Me/More Drama        | 12300    |
| 22    | 22 | 22 | BOYZ II MEN/The Color Of Love        | 12342    |
| 21    | 21 | 21 | BARBACE/What If                      | 11781    |
| 12    | 19 | 19 | MARY J. BLIGE/Family Affair          | 10659    |
| 11    | 16 | 16 | JILL SCOTT/Long Walk                 | 8976     |
| 12    | 16 | 16 | ALICIA KEYS/Fallin'                  | 8976     |
| 15    | 15 | 15 | ALLIYAH/Rock The Boat                | 8976     |
| 15    | 15 | 15 | GINUWINE/Differences                 | 8415     |
| 15    | 15 | 15 | JILL SCOTT/Long Walk                 | 7293     |
| 7     | 13 | 13 | DESTINY'S CHILD/Emotion              | 7293     |
| 7     | 9  | 9  | USHER/If I Ever                      | 5049     |
| 7     | 9  | 9  | TONI BRAXTON/Just Be A Man           | 5049     |
| 7     | 9  | 9  | USHER/Remind Me                      | 5049     |
| 7     | 9  | 9  | JADGED EDGE/It's Get Married         | 4488     |
| 10    | 8  | 8  | IDEAL/Water                          | 4488     |
| 10    | 8  | 8  | SADE/By Your Side                    | 4488     |
| 10    | 8  | 8  | ALICIA KEYS/Just Be A Man            | 4488     |
| 8     | 7  | 7  | USHER/Remind Me                      | 3927     |
| 8     | 7  | 7  | JANET/For You                        | 3927     |
| 8     | 7  | 7  | ISLEY BROS./R. ISLEY/Contagious      | 3366     |
| 7     | 6  | 6  | DESTINY'S CHILD/Independent Woman... | 2805     |

**MARKET #2**

**KJHL/Los Angeles**  
 KJHL  
 (310) 333-5550  
 Winston  
 12+ Cum: 371,700

| PLAYS | 3W | TW | ARTIST/TITLE                         | GI (000) |
|-------|----|----|--------------------------------------|----------|
| 15    | 26 | 26 | LUTHER VANDROSS/Take You Out         | 5400     |
| 14    | 26 | 26 | PROPHET/Don't Stop                   | 5400     |
| 32    | 25 | 25 | MAXWELL/If I Ever                    | 5200     |
| 20    | 25 | 25 | LUTHER VANDROSS/Good Things          | 5200     |
| 33    | 23 | 23 | MAXWELL/This Woman's Work            | 4784     |
| 22    | 22 | 22 | JILL SCOTT/Long Walk                 | 4576     |
| 6     | 18 | 18 | ALICIA KEYS/A Woman's Worth          | 3744     |
| 9     | 14 | 14 | MICHAEL JACKSON/Butterflies          | 2912     |
| 14    | 14 | 14 | GERALD LEVERT/What Makes It...       | 2912     |
| 9     | 13 | 13 | ASHANTI/Foolish                      | 2704     |
| 12    | 12 | 12 | KEKE WYATT/Nothing In This...        | 2496     |
| 18    | 12 | 12 | FAITH EVANS/Love You                 | 2496     |
| 12    | 12 | 12 | ANGIE STONE/Wish I Didn't...         | 2496     |
| 12    | 12 | 12 | GINUWINE/Differences                 | 2496     |
| 9     | 11 | 11 | BOYZ II MEN/The Color Of Love        | 2288     |
| 11    | 10 | 10 | MUSIQ/Halfway                        | 2080     |
| 13    | 10 | 10 | RHAPSODY/Just Be A Man               | 2080     |
| 12    | 9  | 9  | REGINA BELLE/From Now On             | 1872     |
| 15    | 9  | 9  | JAGUAR WRIGHT/The What It's          | 1872     |
| 25    | 8  | 8  | MUSIQ/Love                           | 1664     |
| 16    | 8  | 8  | NM WATERBURY/Don't Leave Me This Way | 1664     |
| 2     | 8  | 8  | JILL SCOTT/Long Walk                 | 1664     |
| 1     | 8  | 8  | DONELL JONES/You Know That...        | 1664     |
| 7     | 7  | 7  | ALICIA KEYS/Just Be A Man            | 1456     |
| 15    | 7  | 7  | JILL SCOTT/Long Walk                 | 1456     |
| 6     | 7  | 7  | YOLANDA ADAMS/In My Gonna Be Ready   | 1456     |
| 6     | 7  | 7  | WOODY ROCK/No More What              | 1248     |
| 6     | 7  | 7  | MARY J. BLIGE/Family Affair          | 1248     |

**MARKET #3**

**WVAZ/Chicago**  
 Clear Channel  
 (312) 369-3000  
 Smith/Rivera  
 12+ Cum: 615,300

| PLAYS | 3W | TW | ARTIST/TITLE                        | GI (000) |
|-------|----|----|-------------------------------------|----------|
| 25    | 29 | 29 | MAXWELL/If I Ever                   | 15312    |
| 30    | 27 | 27 | LUTHER VANDROSS/If Rather           | 14256    |
| 28    | 27 | 27 | LUTHER VANDROSS/Take You Out        | 14256    |
| 26    | 26 | 26 | JILL SCOTT/Long Walk                | 13728    |
| 24    | 26 | 26 | MUSIQ/Halfway                       | 13728    |
| 23    | 26 | 26 | FAITH EVANS/Love You                | 12144    |
| 17    | 23 | 23 | ANN NESBY/FAL GREEN/Put It On Paper | 12144    |
| 21    | 21 | 21 | ANGIE STONE/Who I Didn't            | 11088    |
| 19    | 21 | 21 | JILL SCOTT/Long Walk                | 10464    |
| 22    | 20 | 20 | YOLANDA ADAMS/The Battle Is...      | 10560    |
| 9     | 20 | 20 | ANGIE STONE/Brotha                  | 10560    |
| 9     | 19 | 19 | GLENN LEWIS/Don't You Forget It     | 10032    |
| 19    | 18 | 18 | REMY SHAND/Take A Message           | 10032    |
| 16    | 18 | 18 | YOLANDA ADAMS/Open My Heart         | 9504     |
| 20    | 16 | 16 | DONNIE MCCLURKIN/We Fall Down       | 8448     |
| 23    | 13 | 13 | MICHAEL JACKSON/Butterflies         | 6864     |
| 12    | 13 | 13 | JILL SCOTT/Long Walk                | 6864     |
| 11    | 11 | 11 | JOE/What If A Woman                 | 5808     |
| 7     | 10 | 10 | TYRESE/What Am I Gonna Do           | 5280     |
| 9     | 9  | 9  | DONELL JONES/You Know That...       | 4752     |
| 9     | 9  | 9  | MICHAEL JACKSON/Remember Can Wait   | 4752     |
| 4     | 9  | 9  | CHARLIE WILSON/Without You          | 4752     |
| 6     | 9  | 9  | JAHEIM/Anything                     | 4752     |
| 3     | 8  | 8  | RHAPSODY/Just Be A Man              | 4224     |
| 4     | 8  | 8  | ALICIA KEYS/Just Be A Man           | 4224     |
| 6     | 8  | 8  | REMY SHAND/Take A Message           | 4224     |
| 6     | 8  | 8  | JAHEIM/Just In Case                 | 4224     |
| 6     | 8  | 8  | BRIAN MCKNIGHT/What's It Gonna Be   | 3696     |
| 7     | 7  | 7  | GERALD LEVERT/What Makes It...      | 3696     |
| 7     | 7  | 7  | MICHAEL JACKSON/You Rock My World   | 3696     |

**MARKET #5**

**KRNB/Dallas-Ft. Worth**  
 Service  
 (972) 263-9911  
 Payne/Y  
 12+ Cum: 212,900

| PLAYS | 3W | TW | ARTIST/TITLE                        | GI (000) |
|-------|----|----|-------------------------------------|----------|
| 30    | 35 | 35 | MICHAEL JACKSON/Break O' Dawn       | 4410     |
| 35    | 35 | 35 | MUSIQ/Halfway                       | 4410     |
| 35    | 35 | 35 | ANN NESBY/FAL GREEN/Put It On Paper | 4410     |
| 33    | 33 | 33 | GERALD LEVERT/What Makes It...      | 4158     |
| 34    | 33 | 33 | JEANETTE/Just Be A Man              | 4158     |
| 34    | 32 | 32 | ANGIE STONE/Who I Didn't            | 4032     |
| 32    | 32 | 32 | REMY SHAND/Take A Message           | 4032     |
| 31    | 31 | 31 | FAITH EVANS/Love You                | 3906     |
| 15    | 29 | 29 | RUFF ENDS/Don't Have To Call        | 2920     |
| 31    | 30 | 30 | LUTHER VANDROSS/If Rather           | 3780     |
| 32    | 28 | 28 | ASHANTI/Foolish                     | 3528     |
| 29    | 28 | 28 | GLENN LEWIS/Don't You Forget It     | 3528     |
| 28    | 28 | 28 | RUFF ENDS/Don't Have To Call        | 3528     |
| 17    | 25 | 25 | DONELL JONES/You Know That...       | 3150     |
| 13    | 25 | 25 | YOLANDA ADAMS/The Battle Is...      | 3150     |
| 23    | 18 | 18 | BRIAN MCKNIGHT/What's It Gonna Be   | 2898     |
| 15    | 18 | 18 | ANGIE STONE/Wish I Didn't...        | 2898     |
| 14    | 18 | 18 | JAGUAR WRIGHT/The What It's         | 2668     |
| 10    | 18 | 18 | BOYZ II MEN/The Color Of Love       | 2668     |
| 16    | 17 | 17 | RHAPSODY/Just Be A Man              | 2142     |
| 15    | 17 | 17 | FAITH EVANS/Love You                | 1890     |
| 14    | 15 | 15 | ALLIYAH/More Than A Woman           | 1890     |
| 14    | 14 | 14 | LATHUN/Fortune                      | 1764     |
| 21    | 14 | 14 | JILL SCOTT/Long Walk                | 1764     |
| 12    | 14 | 14 | MARY J. BLIGE/No More Drama         | 1764     |
| 15    | 13 | 13 | USHER/Don't Have To Call            | 1638     |
| 12    | 12 | 12 | WILLIE CLAYTON/Wiggle               | 1512     |
| 12    | 12 | 12 | MAXWELL/If I Ever                   | 1512     |
| 15    | 12 | 12 | MICHAEL JACKSON/Butterflies         | 1512     |
| 9     | 12 | 12 | ANGIE STONE/Brotha                  | 1512     |

**MARKET #6**

**WDAS/Philadelphia**  
 Clear Channel  
 (610) 617-8500  
 Tamburo/Gamble  
 12+ Cum: 571,000

| PLAYS | 3W | TW | ARTIST/TITLE                    | GI (000) |
|-------|----|----|---------------------------------|----------|
| 34    | 33 | 33 | JILL SCOTT/Long Walk            | 15972    |
| 30    | 33 | 33 | JILL SCOTT/Long Walk            | 15972    |
| 28    | 30 | 30 | MARY J. BLIGE/No More Drama     | 14520    |
| 25    | 27 | 27 | MAXWELL/If I Ever               | 13680    |
| 26    | 26 | 26 | MUSIQ/Halfway                   | 12564    |
| 28    | 25 | 25 | YOLANDA ADAMS/The Battle Is...  | 12100    |
| 27    | 24 | 24 | REMY SHAND/Take A Message       | 11616    |
| 24    | 24 | 24 | JOE/What If A Woman             | 11616    |
| 24    | 24 | 24 | GERALD LEVERT/What Makes It...  | 11616    |
| 23    | 23 | 23 | GLENN LEWIS/Don't You Forget It | 11132    |
|       |    |    |                                 |          |

## ON THE RECORD

With  
**Rob Neal**  
PD, WJZD/Biloxi, MS



You can see by my list that Ashanti, Glenn Lewis and Jaheim are very much loved by our listeners. Angie Stone, Maxwell and Usher are the veterans who keep their status most of the time. However, rappers from the South are representing. Nappy Roots' "Awnaw" is still holding steady, the Ying Yang Twins' "Say I Yi Yi" is doing well, but it's Petey Pablo's "I Told Y'all" that leads out of the three acts. ● You know what song I think is about to blow? Nelly's "Hot in Herre." That is a strong song with intense appeal. It's like Nelly never skipped a beat, probably because "No. 1" from the *Training Day* soundtrack is such a big hit for the St. Lunatics. Ludacris' "Move Bitch" is interesting (to say the least), and Jaguar Wright's "The What If's" is one of the newer songs that I like. The bluesy, jazz-like track is a complement to Jaguar's strong, soulful voice. ● All in all, in this fifth month of the year, I've been somewhat proud of the releases that have been landing on my desk. I just hope we haven't heard the best of what is to come. We still have seven months to go!

Though they both lost plays, Ashanti and Usher are not budging. "Foolish" (Murder Inc./Def Jam/IDJMG) and "U Don't Have to Cal" (LaFace/Arista) remain at the top of the Urban chart for yet another week. Seemingly etched in stone, they keep their seats at No. 1 and No. 2 warm ... I thought the cognac song was heading to the top, but it seems Busta Rhymes' "Pass the Courvoisier" (J) reverses its direction, sliding from 3-5, while P. Diddy's "I Need a Girl" (Bad Boy/Arista) scoots up from 4-3\* ... MCA joins Arista and IDJMG with multiple artists in the top 10 this week. Mary J. Blige's "Rainy Dayz" rises from 9-7\* and, via MJM, Avant's "Makin' Good Love" eases from 7-6\*. New to the scene are Scarface with "Guess Who's Back?" (Def Jam South/IDJMG) at 50\*, Atlantic's B Rich with "Whoa Now" at 49\*, J's Mario with "Just a Friend" at 48\* and Artemis' Khia with "My Neck, My Back..." at 42\* ... No new artists join the Urban AC chart. However, Yolanda Adams not only has two songs, but both have increased airplay. "The Battle Is the Lord's" (Verity) returns to the chart at 28\*, while "I'm Gonna Be Ready" (Elektra/EEG) moves from 23-21\*.

## Urban ON THE RADIO

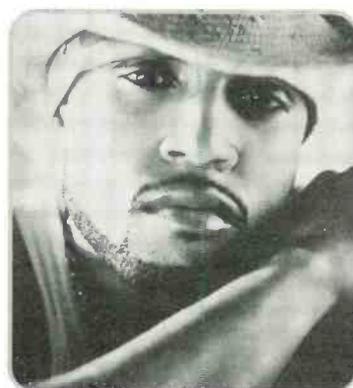
— Tanya O'Quinn, Assistant Editor

# PHUNDAMENTALLY phat

ARTIST: RL

LABEL: J

By TANYA O'QUINN / ASSISTANT EDITOR



RL

It's always nice to hear your mate express his love. Moreover, to have him acknowledge your strengths is icing on the cake. However, RL takes it a step further. His latest release doesn't just declare love or bestow compliments; he credits his mate for being instrumental in his evolution into a mature individual of the male persuasion who respects and appreciates the powerful fragility of love. In essence, he discovers that it's through her love that he's become a better person, a good man.

The second single from his album *R.L.ements* is an expression of love, praise and recognition. If Kenny Lattimore's "For You" was the ultimate wedding song, RL's "Good Man" is the ultimate anniversary song, for this musical message of indebtedness not only acknowledges his heroine, it also gives respect to the actual event for which the woman is solely responsible. The sentimental and humble chorus clues us in to that fact: "I can count the lovers that I've had/All of those relationships gone bad/I wanna thank you for guiding me and showing me love/I was just a boy and not a man/Falling deep in love was not the plan/Baby, because of you and what you do/You made me a good man."

"I want this album to be therapy," says the singer-songwriter. "I've gone through a lot in my short life, and, being in a group, I only got to express a third of it." Well, now the Next member can put the remaining 66 2/3 of his experiences (victories and defeats) into his solo project. With producers Jermaine Dupri and Soulshock and Karlin on board, *R.L.ements* is sure to be one of the hottest joints of 2002.

"You could catch me in the gentlemen's club/Substituting lap dances for love," RL sings as he reflects on his life before meeting his enduring catalyst for change. "Going home to an

empty house/Thinking, "Who should I call for some fun?" Ahh, the life of a bachelor — but we find that the grass isn't always greener, regardless of whose lawn it is. Solitude can be both gratifying and disappointing. Sometimes the sound of your own breathing provides a comforting melody; at other times it's a sad roar. In "Good Man" we find that RL's seclusion has become painful. As he remembers his life before meeting babygirl, he recognizes behavior that wasn't too cool. However, the many empty relationships he's participated in are now part of his past. Love has just pimp-slapped him into maturity, consciousness and happiness. "I never knew love until you, Love/Never thought that I'd fall in love till you brought out of me the man I always knew I could be."

"Good Man" consists of few words supported by a gentle, easy, flowing melody. Through vivid reflection and honest introspection, the ego finds a young soul yearning for emotional support. The end result: a peaceful heart. Yet another song about love comes onto the market, fighting for a spot on your station's playlist. However, "Good Man" shares more than melody and lyrics — it influences emotional inventory, awakens subconscious needs and inspires loving appreciation.

Get your messages

on one  
of these

{ Contemporary }

Post-It® note pads

with a

custom imprint



{ 3x4, 25 sheet, 1color, Post-It® pad  
\$ .50 ea. {500 pc. minimum}

{ 800-786-8011  
{ www.resultsmarketing.com }

RESULTS MARKETING  
CREATIVE PROMOTIONS



the  
**PIGEON**  
is NOW  
collecting  
unemployment

# R&R Urban AC Top 30

Powered By



May 10, 2002

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)                                       | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (90) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|---------------------|
| 1         | 1         | LUTHER VANDROSS I'd Rather (J)                              | 909         | -113      | 158344                 | 16             | 39/0                |
| 4         | 2         | ANN NESBY F/AL GREEN Put It On Paper (Universal)            | 772         | +39       | 108843                 | 16             | 28/0                |
| 2         | 3         | MAXWELL This Woman's Work (Columbia)                        | 763         | -61       | 109666                 | 16             | 38/0                |
| 9         | 4         | ANGIE STONE Wish I Didn't Miss You (J)                      | 668         | +69       | 104489                 | 9              | 32/0                |
| 6         | 5         | JOE What If A Woman (Jive)                                  | 665         | +30       | 107819                 | 9              | 29/0                |
| 8         | 6         | JAHEIM Anything (Divine Mill/WB)                            | 662         | +44       | 106837                 | 21             | 21/1                |
| 5         | 7         | FAITH EVANS I Love You (Bad Boy/Arista)                     | 651         | +2        | 131027                 | 17             | 27/1                |
| 3         | 8         | GLENN LEWIS Don't You Forget It (Epic)                      | 630         | -113      | 102999                 | 26             | 35/0                |
| 7         | 9         | REMY SHAND Take A Message (Motown)                          | 620         | -2        | 96854                  | 14             | 35/1                |
| 11        | 10        | MAXWELL Lifetime (Columbia)                                 | 569         | +18       | 115318                 | 44             | 36/0                |
| 12        | 11        | GERALD LEVERT What Makes It Good To You... (EastWest/EEG)   | 544         | +3        | 80977                  | 17             | 36/0                |
| 13        | 12        | MUSIQ Halfcrazy (Def Soul/IDJMG)                            | 503         | +3        | 69252                  | 7              | 31/1                |
| 10        | 13        | MICHAEL JACKSON Butterflies (Epic)                          | 490         | -71       | 82993                  | 30             | 35/0                |
| 14        | 14        | BRIAN MCKNIGHT What's It Gonna Be (Motown)                  | 402         | -81       | 51145                  | 11             | 32/0                |
| 18        | 15        | BOYZ II MEN The Color Of Love (Arista)                      | 390         | +50       | 63836                  | 4              | 29/0                |
| 17        | 16        | RUFF ENDZ Someone To Love You (Epic)                        | 389         | +41       | 71025                  | 8              | 17/0                |
| 16        | 17        | ALICIA KEYS How Come You Don't Call Me (J)                  | 371         | +8        | 48215                  | 8              | 26/0                |
| 20        | 18        | REGINA BELLE From Now On (Peak)                             | 309         | +24       | 39556                  | 6              | 28/2                |
| 21        | 19        | DONELL JONES You Know That I Love You (Untouchables/Arista) | 299         | +27       | 49081                  | 7              | 27/3                |
| 19        | 20        | ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)                 | 297         | -30       | 81802                  | 5              | 9/2                 |
| 23        | 21        | YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)              | 292         | +63       | 44389                  | 2              | 29/0                |
| 27        | 22        | JAGUAR WRIGHT The What If's (MCA)                           | 224         | +34       | 23753                  | 3              | 18/0                |
| 22        | 23        | AVANT Makin' Good Love (Magic Johnson/MCA)                  | 214         | -42       | 43786                  | 7              | 12/0                |
| 26        | 24        | USHER U Don't Have To Call (LaFace/Arista)                  | 211         | +15       | 63639                  | 4              | 5/0                 |
| 28        | 25        | WILL DOWNING Cool Water (GRP/VMG)                           | 202         | +14       | 19003                  | 5              | 18/0                |
| 24        | 26        | RAPHAEL SAAIDI F/D'ANGELO Be Here (Pookie/Universal)        | 199         | -15       | 23062                  | 7              | 17/0                |
| 25        | 27        | LATHUN Fortunate (Motown)                                   | 169         | -34       | 19596                  | 10             | 16/0                |
| —         | 28        | YOLANDA ADAMS The Battle Is The Lords (Verity)              | 159         | +31       | 38654                  | 3              | 17/2                |
| 29        | 29        | SIR CHARLES JONES Is There Anybody Lonely... (Independent)  | 149         | +8        | 10051                  | 2              | 10/1                |
| 30        | 30        | PROPHET JONES Cry Together (University/Motown)              | 138         | -2        | 16614                  | 20             | 10/0                |

40 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/28/02-5/4/02. 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.

## Most Added®

www.rredds.com

| ARTIST TITLE LABEL(S)                               | ADDS |
|---|------|
| DONELL JONES You Know That... (Untouchables/Arista) | 3    |
| RL Good Man (J)                                     | 3    |
| REGINA BELLE From Now On (Peak)                     | 2    |
| YOLANDA ADAMS The Battle Is The Lords (Verity)      | 2    |
| TONY TERRY In The Shower (Golden Boy)               | 2    |
| ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)         | 2    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                            | TOTAL PLAY INCREASE |
|--|---------------------|
| ANGIE STONE Wish I Didn't Miss You (J)           | +69                 |
| YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)   | +63                 |
| RL Good Man (J)                                  | +61                 |
| BRANDY Full Moon (Atlantic)                      | +55                 |
| DAVE HOLLISTER Keep Lovin' You (MCA)             | +52                 |
| BOYZ II MEN The Color Of Love (Arista)           | +50                 |
| JAHEIM Anything (Divine Mill/WB)                 | +44                 |
| AALIYAH Rock The Boat (BlackGround)              | +42                 |
| RUFF ENDZ Someone To Love You (Epic)             | +41                 |
| ANN NESBY F/AL GREEN Put It On Paper (Universal) | +39                 |

## Most Played Recurrents

| ARTIST TITLE LABEL(S)                          | TOTAL PLAYS |
|--|-------------|
| ALICIA KEYS A Woman's Worth (J)                | 406         |
| LUTHER VANDROSS Take You Out (J)               | 397         |
| USHER U Got It Bad (LaFace/Arista)             | 367         |
| ANGIE STONE Brotha (J)                         | 360         |
| KEKE WYATT Nothing In This World (MCA)         | 339         |
| JILL SCOTT The Way (Hidden Beach/Epic)         | 322         |
| JILL SCOTT He Loves Me (Hidden Beach/Epic)     | 285         |
| GERALD LEVERT Made To Love Ya (EastWest/EEG)   | 276         |
| GINUWINE Differences (Epic)                    | 270         |
| BABYFACE What If (Arista)                      | 238         |
| MUSIQ Love (Def Soul/IDJMG)                    | 220         |
| JAHEIM Just In Case (Divine Mill/WB)           | 196         |
| BRIAN MCKNIGHT Love Of My Life (Motown)        | 193         |
| DONNIE MCCLURKIN We Fall Down (Verity)         | 181         |
| JILL SCOTT A Long Walk (Hidden Beach/Epic)     | 175         |
| ISLEY BROS. F/R. ISLEY Contagious (DreamWorks) | 167         |
| INDIA.ARIE Brown Skin (Motown)                 | 166         |
| ALICIA KEYS Fallin' (J)                        | 165         |
| TYRESE What Am I Gonna Do (RCA)                | 158         |
| INDIA.ARIE Video (Motown)                      | 151         |

## New & Active

**BLESSED** Your Mercy (Ultimate)  
Total Plays: 93, Total Stations: 6, Adds: 0

**MANHATTANS** Even Now (Beemark)  
Total Plays: 90, Total Stations: 9, Adds: 0

**DJ ROGERS JR.** Lonely Girl (Motown)  
Total Plays: 84, Total Stations: 15, Adds: 1

**RL Good Man (J)**  
Total Plays: 77, Total Stations: 16, Adds: 3

**DAVE HOLLISTER** Keep Lovin' You (MCA)  
Total Plays: 68, Total Stations: 13, Adds: 1

**KIRK WHALUM** Can't Stop The Rain (Warner Bros.)  
Total Plays: 63, Total Stations: 8, Adds: 0

**RICK BRAUN** Your World (Warner Bros.)  
Total Plays: 58, Total Stations: 7, Adds: 0

**KEKE WYATT** I Don't Wanna (MCA)  
Total Plays: 54, Total Stations: 7, Adds: 0

**EXHALE** Still Not Over You (Real Deal)  
Total Plays: 53, Total Stations: 6, Adds: 0

**JILL SCOTT** Gimme (Hidden Beach/Epic)  
Total Plays: 52, Total Stations: 4, Adds: 0

Songs ranked by total plays



**March of Dimes**  
Saving babies, together

Thank you radio, for giving every baby a fighting chance to be born healthy by joining in on the excitement of the 2001/2002 March of Dimes Achievement in Radio Awards®.

Atlanta, Baltimore, Boston, Chicago, Cleveland, Houston, Miami, Milwaukee, Nashville, New York, Philadelphia, Phoenix, San Diego, St. Louis, Washington

A.I.R. AWARDS



Achievement In Radio

A Broadcast Competition Celebrating Excellence in Radio to Benefit the March of Dimes Birth Defects Foundation

Presented Nationally By: Ford Motor Company  
Sponsored Nationally By: Arbitron, Katz Media Group, Metro Networks/Shadow and R&R  
Co-Sponsored By: CURB Records, Interep, McLeod USA, Miller Lite and Viejas Casino

For more information, contact the A.I.R. Awards at: [eschultz@modimes.org](mailto:eschultz@modimes.org); or call: (312)596-4701.



LON HELTON  
helton@rronline.com

## The New Census And Your Ratings

□ Why you need to know how your population and demo cells changed

**A**rbitron's recent implementation of 2000 census statistics had the potential to dramatically affect your ratings. Do you know how the fall or winter book you're holding was affected by the change from population estimates to census reality? You should, according to Marc Greenspan, a partner in The Research Director Inc., if you want to know if the changes in your ratings were real or the result of a statistical change in ethnic or demo cells.

Perhaps the first thing you should know is that Arbitron updates the population estimates for all markets every fall. Then, once every 10 years, the actual population figures from the census are plugged into the equation. "When Arbitron introduces population changes in the fall, there is a 'reset' on all of the extrapolations," Greenspan says. "But you don't know what the reset is until the fall book is released."



Marc Greenspan

### No More Guessing

And the resets can be dramatic. There were some radical differences between the population estimates used in the summer 2001 survey (based on the 1990 census) and the actual 2000 census figures used in the fall 2001 survey.

For instance, in Baltimore there was a 15% change in the number of teens from the summer to the fall Arbitron. During that same time frame in Dallas there was a 47.8% increase in the Hispanic 12+ population.

"Arbitron certainly understands that Dallas' Hispanic population did not increase 48% in one year," Greenspan says. "What happened was, Arbitron's population supplier had been underestimating the growth of Hispanics in the Dallas metro for the past 10 years. When the census comes out, that's the reset. Basically, you no longer have to guess."

Every year the population reset is a guess, except in the 10th year, when the census is released and the previous estimates are adjusted to that re-

ality. Then, for the next 10 years, until the next census comes out, it's back to projections each year.

According to Greenspan, the estimates are usually credible. "Some population information is very reliable — like the 12+ data," he says. "But when you start getting down to the number of 18-24 black men in the Dallas metro, the

guesses could be further away from reality than you'd like them to be.

"And that was the issue for Hispanics in Dallas over the past 10 years. Remember, too, that the adjustments in the projections are never as dramatic as the adjustments when Arbitron resets from a new census."

### What The Changes Can Mean

The installation of the new population estimates each fall can affect your ratings and cloud your ability to accurately see the reasons for the changes. "Let me tell you what happens with fall Arbitrends," says Greenspan. "When you get the summer book, it's data from July-August-September.

"Let's say Arbitron puts the Hispanic population in your market at 585,000. Based on that, they want to get a certain number of Hispanic diaries back, to be representative of the Hispanic population. Let's say that number is 585 diaries.

"When they do a monthly break-out for summer, they're looking at July-August-September based on those numbers. Now October comes around, the first phase of fall, and Arbitron is using a *new* number for Hispanics in your city — let's say

850,000. So, all of a sudden, they're doing a three-month average of August-September-October.

"Well, August and September, when they were part of summer, were only weighted to be representative of 585,000 people. When they get used as part of phase one of fall, August and September get weighted way up to compensate for the fact that now Arbitron is trying to represent 850,000 people instead of 585,000.

"They have to go up because they were so under-represented as part of that larger population. It was fine as part of the old population numbers, but now everything has to be reweighted to match the new numbers.

"Normally, the population changes are very subtle — there's just a little bit of wackiness that goes on every year in the fall book. But because of the census-population resets that took place this year, there were large swings in October and November.

"By the time you get around to December, the Arbitrend issue kind of goes away, because now you're using October-November-December numbers that were all fit to that new Hispanic population estimate. In other words, Arbitron already intentionally tried to get more diaries back from Hispanics to represent the population more proportionately.

"So, once we get to October-November-December, there's none of this craziness of having July-August-September on a totally different scale. Those months are out of the picture. When you move to January, it's normally not that big of an issue."

### Further Complications

Complicating things even further this year is the fact that programmers had to deal not only with a reset in the fall, but also another reset this winter. "For the first time ever, Arbitron introduced a second set of population resets, based on age and gender," Greenspan explains.

"Again, they usually just make that adjustment once every 10 years, but now they've done it twice in two books. That occurred because of the way the Census Bureau released its figures.

"Ten years ago the population statistics were released in time for Arbitron to incorporate them in the fall

Every year the population reset is a guess — except for the 10th year, when the census is released and the previous estimates are adjusted to that reality.

of 1991. This time the Census Bureau released the results in two separate waves. They released the county and ethnic information sooner and delayed the age-cell information.

"That meant that, for fall 2001, Arbitron was able to use ethnic information from the 2000 census, but it had to use projections from the 1990 census for the demo-cell populations."

The demographic-cell populations from the 2000 census were included in the winter 2001 ratings. Thus, those numbers will roll through the Arbitrends until June, having the same effect as the ethnic statistics did in Greenspan's example above.

### Using Maximizer To Find Reality

One of the keys to understanding what is going on in these transitional months is realizing that you can't get to the truth with extrapolations. You must wait until the winter Maximizer is available.

"It's important that PDs understand that when they're using the fall Maximizer, the November monthly they're seeing is broken out using an *old* population number, while the January Arbitrend incorporates the *new* numbers," Greenspan says.

"Remember, Arbitron doesn't give you extrapolations — and this is one of the reasons. Arbitron doesn't want to get into this, but PDs have to, in order to know how they're doing in January.

"Here's the problem: By the time PDs get to January, they're using a November and December that they think are appropriate, but, because of the population changes, they aren't.

"And because this information is not released, they'll never know their real November number when it was part of January, and they'll never know their real December number when it was part of January. They can only use what they have from the prior book with Maximizer.

"In effect, they're using numbers for November and December that, in our Dallas Hispanic example, are 48% too low — because that's what the old Maximizer said they were.

"So now it's algebra. You get your number in January, subtract a too-low number for November and a too-low number for December, and you get a too-high number for January. That number is too high because the November number that was used was higher because it was reformulated when it was used as part of November-December-January.

"In fact, the November and December numbers are reformulated based on the new population numbers put into effect for January. Then, when February numbers come out, the December

numbers are reweighted based on what's in January and February.

"Where I'm going with all this is that, by the time the full book comes out — using January-February-March — all of this 'too high, too low' stuff should go away.

"Remember, [at the time of this interview] not many markets have the winter Maximizer yet. So, people need to wait until the Maximizer monthlies come out and then look at what the *real* January, February and March numbers are, as opposed to an extrapolated January based on a wrong November and an extrapolated February based on a wrong December and January.

"And now you're going to do an extrapolated March that is based on three wrong numbers? Basically, programmers have no idea what the real monthly numbers are until they get Maximizer."

### Know The Population Changes

It's important that a PD know how the new population estimates that are put into effect each fall will alter the make-up of his or her potential audience. Offering an example of how population shifts could help a station, Greenspan says, "Let's say a station's prime demos are men and women 35-44 and men and women 45-49. If you looked at the changes in the population from the fall to the winter in those demo cells and they were up dramatically, it follows that this station will benefit.

"Remember, 100,000 new potential listeners haven't just moved to the market; they were always out there. But they were being weighted *below* what they should have been. Now Arbitron is going to give them the correct weight. Remember, we're not talking about an arbitrary increase in value; we're talking about that cell finally getting its *full* value.

"It must be said that this isn't Arbitron's fault. It's just the way the population-estimation company gives Arbitron its estimates. Each year's estimates are made on top of the previous year's estimates. So, if there's more or less of a change than is expected, you end up compounding the error every year.

"Remember, too, that this is not a zero-sum game. Just because the younger cells went up doesn't mean the older cells went down. What happened is, the population changed."

### What PDs Need To Do

By now you may be wondering why you need — or even want — to know any of this. "Let's say a station benefits because the population went up in its concentrated demo cell,"

Continued on Page 55

**"Normally, the population changes are very subtle — there's just a little bit of wackiness that goes on every year in the fall book. But because of the census-population resets that took place this year, there were large swings in October and November."**



**CALVIN GILBERT**  
gilbert@rronline.com

# The Music Expands

□ This year's Fan Fair will showcase country's diversity

While there's no consensus about the genre's future, anyone even remotely in touch with reality would have to agree that country music now encompasses more sounds than ever. And while the Country Music Association is often accused of being too conservative, the organization is showcasing country's diversity at this year's Fan Fair.

After all, the CMA announced that this year's Fan Fair lineup will include The Bastard Sons Of Johnny Cash. In case you're unfamiliar with this San Diego-based band, there's no blood relation whatsoever to the Man in Black. However, the group's Ultimatum Music CD, *Walk Alone*, includes bonus tracks produced by John Carter Cash, the Country Music Hall of Fame member's son.

But that's just one example of what's happening at Fan Fair 2002, set for June 13-16 in downtown Nashville. The major labels will be presenting powerhouse concerts each evening at Adelphia Coliseum, but many will also join independent labels in presenting afternoon concerts at nearby Riverfront Park.

The Bastard Sons Of Johnny Cash will appear with other alt country acts, including Jill Block, Rodney Crowell, Jubal Foster and Walt Wilkins, at Billy Block's Western Beat Show, one of three themed concerts taking place at the Riverfront Park. The stage near the Cumberland River will also host a bluegrass show featuring Doyle Lawson & Quicksilver, The Lonesome River Band, The Nashville Bluegrass Band and others. Additionally, Sonny Burgess, Deryl Dodd, Radney Foster, Hal Ketchum, Leslie Satcher and Dale Watson will perform at a Best of Texas show.

Also at the Riverfront Park stage, the RCA Label Group will showcase Tracy Byrd, Kellie Coffey and Tommy Shane Steiner, and MCA/Nashville will present Sons Of The Desert,

among other artists. Other labels will be using the stage to present their acts, including Mercury (Steve Azar, James Otto and Anthony Smith), Dream-Works (Eric Heatherly and Darryl Worley) and Republic/Universal (The Marie Sisters).

During the four days of Fan Fair the Riverfront Park stage will also host performances by Sherrié Austin, David Ball, Eddie Bayers & The Players, The Bellamy Brothers, Lane Brody, Jeff Carson, Earl Thomas Conley, Len Doolin, The Fox Brothers, J. Michael Harter, Billy Hoffman, Kacey Jones, Joanie Keller, McBride & The Ride, The Oak Ridge Boys, Eddy Raven, Tim Rushlow, Dan Seals, Shenandoah, Wayne Warner and Gene Watson.

### New Signings

Multi-Platinum artist Clay Walker has signed with RCA/Nashville. No word yet on when to expect an initial single, but Walker's first RCA album will be released late this year or in early 2003. Walker sold more than 8 million albums during his tenure at Giant Records.

Deana Carter has signed a multi-album recording contract with Arista/Nashville. Carter has begun recording and co-producing a new album with Dann Huff, known for his work with Faith Hill, Lonestar, Jewel and others. An initial single is set to be released this summer, with an album arriving by the end of the year.

During her tenure at Capitol/Nashville Carter released her 1996 debut al-

bum, *Did I Shave My Legs for This?* which has been certified quintuple-Platinum by the RIAA. The album yielded three hit singles, including the CMA Single of the Year "Strawberry Wine."

### Another TV Tribute

Tracy Byrd, Andy Griggs, Brad Paisley, Montgomery Gentry and Trace Adkins all headed to Nashville's Wild-horse Saloon recently to tape performances for a TNN special promoting the just-released RCA compilation *Sharp Dressed Men: A Tribute to ZZ Top*. Set to air June 23, the special will also feature performances from and interviews with ZZ Top, Dwight Yoakam, Brooks & Dunn, Kenny Chesney and Phil Vassar.

The Nashville TV taping prevented Tracy Byrd from attending the grand opening of the Dixie Dance Hall, a 12,000-square-foot honky-tonk he co-owns in his hometown of Beaumont, TX. It's the first of 10 venues to begin operating in the Crockett Street Entertainment District, a complex of five historic buildings that are being renovated in downtown Beaumont.

### Bits 'N' Pieces

- Alabama, Sara Evans and Hank Williams Jr. have been added to the list of performers at the 37th annual ACM Awards show, which will be held May 22 at the Universal Amphitheatre in Los Angeles. Alabama and Evans are nominated for awards, and Williams will be featured in a musical tribute to the late Waylon Jennings. Also appear-

## C O U N T R Y FLASHBACK

- 1 YEAR AGO
  - No. 1: "Ain't Nothing..." - Brooks & Dunn (second week)
- 5 YEARS AGO
  - No. 1: "Sad Lookin' Moon" - Alabama
- 10 YEARS AGO
  - No. 1: "Some Girls Do" - Sawyer Brown
- 15 YEARS AGO
  - No. 1: "I Will Be There" - Dan Seals
- 20 YEARS AGO
  - No. 1: "Always On My Mind" - Willie Nelson
- 25 YEARS AGO
  - No. 1: "Some Broken..." - Don Williams (second week)

ing as ACM presenters are Clint Black, Lisa Hartman Black, The Bellamy Brothers, Ty Herndon, Montgomery Gentry, Mark Willis and CMT hosts Katie Cook and Gregg Martin.

RCA/Nashville has slated a tribute to the late Waylon Jennings for a February 2003 release. The 16-song project was authorized by Jennings' wife, Jessi Colter, and will include both country acts and artists from other genres. Hazel Smith, a veteran Nashville journalist and one of Jennings' longtime friends, will serve as executive producer for the CD.

George Strait will perform the first concert at the SBC Center, San Antonio's brand-new state-of-the-art entertainment and sports arena. The 18,500-seat arena will be home to the city's NBA team, the San Antonio Spurs. Strait's ranch is located in nearby San Marcos, TX.

The Dixie Chicks join Mary J. Blige, Cher, Celine Dion and Shakira for VHI's *Divas Las Vegas*, the latest in the network's series of *Divas* specials. The concert, which airs live May 23 from the MGM Grand Hotel, benefits the VHI Save the Music Foundation.

Vince Gill was one of this year's recipients of the Recording Academy's Heroes Awards during a recent ceremony in Washington, DC. The awards honor outstanding individuals and in-

stitutions that have improved the environment for the creative community.

- Willie Nelson and Sheryl Crow will tape an episode of *CMT Crossroads* on May 21 in Los Angeles. The show's airdate will be determined soon.

- Trisha Yearwood was in Washington, DC to attend the Society for Women's Health Gala on April 29. In addition to performing some of her music, Yearwood addressed the group about the importance of research and the medical advances made in women's health.

- Hank Williams Jr. will be the special guest at Kid Rock's sold-out show at New York's Madison Square Garden on May 10. Kid Rock appears on Williams' latest single, "The 'F' Word," from the *Almeria Club Recordings* album.

- SheDAISY is the only country act selected for Coca-Cola's ScreenPlay, which will feature the trio on 20,000 movie screens across America. The ScreenPlay promotion will be screened prior to every film that is shown in participating theaters during the months of July and August.

- Chely Wright is the only country artist to be featured in *People* magazine's annual "50 Most Beautiful" issue. Wright says, "This is so cool... although I don't anticipate any different treatment from the 11 men I share a tour bus with every day."

## The New Census And....

Continued from Page 54

Greenspan says. "PDs have to know that so they know that what happened was not a fluke, but a new reality. It's important to know, because those are the population numbers that are going to be used for the next six months, until the new estimates are put in."

It's also important to note that this isn't a once-a-year or once-a-census exercise. "We do this for our clients every book," Greenspan says. "It should be done every survey, because it's one of the criteria you use to find out how good a job Arbitron is doing."

"You're not just looking at population cells; you want to look at the diary return from those cells. If the pop-

ulation of a cell went up 15% from fall to winter, you would hope the diary return would go up 15% in that cell. But I guarantee that is not going to happen. It can't happen.

"What was happening before is that Arbitron was over-representing those cells. Remember the way Arbitron works: They're just making phone calls to phone numbers. It's not a quota sample. They're taking diaries and sprinkling them out over the metro. If they sprinkle enough diaries out there, they should get a representative sample back.

"But Arbitron doesn't want people tracking this. They don't want people looking at how their sample is doing. When we do a market analysis, the first thing we look at is, all things being equal, how did Arbitron do their job? Every PD should do that. It's not

**"Each year's estimates are made on top of the previous year's estimates. So, if there's more or less of a change than is expected, you end up compounding the error every year."**

rocket science to calculate proportionality. But Arbitron doesn't make it easy, and they don't trend the information, which is what PDs need to do."

Greenspan advises PDs who want to track the changes to go to Arbitrends and run the sample report — which lists all the demos — from fall and also from winter. Or, go to the printed book for the fall and winter and get the demos from page four and compare the two.

"Every fall, PDs should check to see what the new population estimates are," says Greenspan. "And every book they should be trending the diary returns by demo cells so they can see which cells got more diaries back this time vs. last time.

"That doesn't tell you for sure which station will go up or which will go down, but if you see oddities in a station dependent on a demo cell and its diary count changed dramatically, then you're less confident the change is real.

"In other words, if the diary return is consistent, you can rule that out as the cause of the change. If it's inconsistent, you can't rule it out. Diary-return fluctuations will affect the ratings. It doesn't always mean that when you get more diaries in your cell, you go up, but it definitely affects the ratings."

Marc Greenspan can be reached at 410-974-8101 or 914 Bay Ridge Road, Suite 215, Annapolis, MD 21403.

### TALK BACK TO R&R!

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

Call me at 615-244-8822 or e-mail: [lhelton@rronline.com](mailto:lhelton@rronline.com)

# R&R Country Top 50

May 10, 2002



| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)  | TOTAL POINTS | Δ POINTS | TOTAL PLAYS | Δ PLAYS | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|--|--------------|----------|-------------|---------|----------------|---------------------|
| 2         | 1         | ALAN JACKSON Drive (For Daddy Gene) (Arista)                 | 17022        | +479     | 5927        | +256    | 16             | 151/0               |
| 1         | 2         | TOBY KEITH My List (DreamWorks)                              | 16853        | +40      | 5921        | +133    | 18             | 150/0               |
| 6         | 3         | STEVE AZAR I Don't Have To Be (Till...) (Mercury)            | 15287        | +1862    | 5449        | +667    | 30             | 148/0               |
| 3         | 4         | TOMMY SHANE STEINER What If She's An Angel (RCA)             | 15183        | +680     | 5485        | +230    | 20             | 149/0               |
| 8         | 5         | GEORGE STRAIT Living And Living Well (MCA)                   | 14119        | +846     | 4875        | +363    | 13             | 151/0               |
| 9         | 6         | EMERSON DRIVE I Should Be Sleeping (DreamWorks)              | 12051        | +460     | 4315        | +231    | 24             | 150/0               |
| 5         | 7         | PHIL VASSAR That's When I Love You (Arista)                  | 11776        | -1946    | 4113        | -785    | 27             | 148/0               |
| 7         | 8         | RASCAL FLATTS I'm Movin' On (Lyric Street)                   | 11655        | -1744    | 4085        | -590    | 29             | 149/0               |
| 10        | 9         | TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)          | 11263        | -179     | 4198        | -46     | 18             | 151/0               |
| 11        | 10        | BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)           | 11021        | +963     | 3877        | +387    | 11             | 150/2               |
| 12        | 11        | CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)         | 9085         | +407     | 3409        | +148    | 20             | 145/0               |
| 13        | 12        | LONESTAR Not A Day Goes By (BNA)                             | 8636         | +79      | 3237        | +68     | 16             | 146/2               |
| 18        | 13        | GARY ALLAN The One (MCA)                                     | 8433         | +1309    | 2940        | +368    | 17             | 143/1               |
| 14        | 14        | KELLIE COFFEY When You Lie Next To Me (BNA)                  | 8056         | +581     | 2948        | +223    | 19             | 142/0               |
| 16        | 15        | TAMMY COCHRAN I Cry (Epic)                                   | 7637         | +343     | 2945        | +123    | 23             | 136/1               |
| 15        | 16        | KEVIN DENNEY That's Just Jessie (Lyric Street)               | 7342         | -117     | 2759        | -42     | 21             | 144/0               |
| 17        | 17        | TRICK PONY Just What I Do (H2E/WB)                           | 7298         | +57      | 2822        | +14     | 17             | 145/1               |
| 19        | 18        | W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury) | 6875         | +189     | 2519        | +92     | 18             | 140/2               |
| 22        | 19        | BROOKS & DUNN My Heart Is Lost To You (Arista)               | 6800         | +1999    | 2319        | +725    | 6              | 137/7               |
| 21        | 20        | DARRYL WORLEY I Miss My Friend (DreamWorks)                  | 6397         | +592     | 2258        | +242    | 9              | 138/4               |
| 20        | 21        | ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)                | 6206         | +405     | 2339        | +132    | 16             | 146/2               |
| 23        | 22        | TRACE ADKINS Help Me Understand (Capitol)                    | 5253         | +700     | 2000        | +261    | 12             | 133/4               |
| 24        | 23        | SHEDAISI Get Over Yourself (Lyric Street)                    | 4594         | +101     | 1736        | +55     | 11             | 119/0               |
| 25        | 24        | SARA EVANS I Keep Looking (RCA)                              | 4293         | +567     | 1691        | +233    | 10             | 126/7               |
| 26        | 25        | BRAD MARTIN Before I Knew Better (Epic)                      | 3796         | +267     | 1497        | +82     | 14             | 123/7               |
| Breaker   | 26        | TRACY BYRD Ten Rounds With Jose Cuervo (RCA)                 | 3516         | +941     | 1226        | +348    | 6              | 97/8                |
| 27        | 27        | SHANNON LAWSON Goodbye On A Bad Day (MCA)                    | 3310         | +60      | 1306        | +40     | 14             | 117/7               |
| 28        | 28        | MARK CHESNUTT She Was (Columbia)                             | 3153         | +346     | 1121        | +114    | 15             | 104/10              |
| Breaker   | 29        | BLAKE SHELTON Ol' Red (Warner Bros.)                         | 2889         | +269     | 1082        | +88     | 7              | 90/8                |
| Breaker   | 30        | JOE NICHOLS The Impossible (Universal South)                 | 2783         | +310     | 1051        | +104    | 8              | 91/7                |
| 34        | 31        | DIAMOND RIO Beautiful Mess (Arista)                          | 2375         | +490     | 820         | +162    | 4              | 79/10               |
| Breaker   | 32        | BRETT JAMES Chasin' Amy (Arista)                             | 2129         | +241     | 877         | +110    | 7              | 90/2                |
| 37        | 33        | PINMONKEY Barbed Wire And Roses (BNA)                        | 2076         | +429     | 669         | +146    | 6              | 77/8                |
| Breaker   | 34        | LITTLE BIG TOWN Don't Waste My Time (Monument)               | 1930         | +229     | 759         | +72     | 10             | 92/3                |
| 39        | 35        | CYNDI THOMSON I'm Gone (Capitol)                             | 1725         | +354     | 691         | +134    | 4              | 86/9                |
| 45        | 36        | KENNY CHESNEY The Good Stuff (BNA)                           | 1671         | +734     | 578         | +273    | 3              | 85/63               |
| 38        | 37        | HOMETOWN NEWS Minivan (VFR)                                  | 1546         | +128     | 617         | +44     | 9              | 58/3                |
| 41        | 38        | MARTINA MCBRIDE Where Would You Be (RCA)                     | 1431         | +265     | 574         | +143    | 2              | 76/23               |
| 36        | 39        | JAMIE O'NEAL Frantic (Mercury)                               | 1425         | -245     | 555         | -115    | 10             | 70/0                |
| 40        | 40        | ANTHONY SMITH If That Ain't Country (Mercury)                | 1394         | +160     | 608         | +85     | 4              | 57/9                |
| 42        | 41        | PHIL VASSAR American Child (Arista)                          | 1393         | +313     | 429         | +107    | 3              | 62/24               |
| 46        | 42        | SIXWIRE Look At Me Now (Warner Bros.)                        | 1152         | +244     | 418         | +88     | 3              | 55/5                |
| 44        | 43        | KENNY ROGERS Harder Cards (Dreamcatcher)                     | 1135         | +137     | 382         | +28     | 6              | 38/3                |
| 49        | 44        | MARIE SISTERS Real Bad Mood (Republic)                       | 972          | +172     | 347         | +57     | 3              | 42/4                |
| 43        | 45        | JEFF CARSON Until We Fall Back In Love... (Curb)             | 954          | -80      | 393         | -43     | 7              | 55/0                |
| Debut     | 46        | JO DEE MESSINA Dare To Dream (Curb)                          | 911          | +654     | 380         | +277    | 1              | 51/22               |
| 50        | 47        | CLARK FAMILY EXPERIENCE Going Away (Curb)                    | 779          | +135     | 319         | +58     | 2              | 57/13               |
| 47        | 48        | CHRIS CAGLE Country By The Grace Of God (Capitol)            | 743          | -138     | 270         | -43     | 2              | 36/16               |
| Debut     | 49        | MARCEL Country Rock Star (Mercury)                           | 737          | +412     | 211         | +128    | 1              | 27/13               |
| 48        | 50        | GABBIE NOLEN Almost There (Republic)                         | 662          | -198     | 251         | -73     | 6              | 50/0                |

152 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 4/28/02-5/4/02. 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 = ACH 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.radds.com

| ARTIST TITLE LABEL(S)                             | ADDS |
|---|------|
| KENNY CHESNEY The Good Stuff (BNA)                | 63   |
| PHIL VASSAR American Child (Arista)               | 24   |
| MARTINA MCBRIDE Where Would You Be (RCA)          | 23   |
| JO DEE MESSINA Dare To Dream (Curb)               | 22   |
| CHRIS CAGLE Country By The Grace Of God (Capitol) | 16   |
| REBECCA LYNN HOWARD Forgive (MCA)                 | 16   |
| JEFFREY STEELE She's Good To Go (Monument)        | 16   |
| CLARK FAMILY EXPERIENCE Going Away (Curb)         | 13   |
| MARCEL Country Rock Star (Mercury)                | 13   |
| MARK CHESNUTT She Was (Columbia)                  | 10   |
| DIAMOND RIO Beautiful Mess (Arista)               | 10   |
| J. MICHAEL HARTER Hard Call To Make (Broken Bow)  | 10   |

## Most Increased Points

| ARTIST TITLE LABEL(S)                              | POINT INCREASE |
|--|----------------|
| BROOKS & DUNN My Heart Is Lost To You (Arista)     | +725           |
| STEVE AZAR I Don't Have To Be (Till...) (Mercury)  | +667           |
| BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista) | +387           |
| GARY ALLAN The One (MCA)                           | +368           |
| GEORGE STRAIT Living And Living Well (MCA)         | +363           |
| TRACY BYRD Ten Rounds With Jose Cuervo (RCA)       | +348           |
| JO DEE MESSINA Dare To Dream (Curb)                | +277           |
| KENNY CHESNEY The Good Stuff (BNA)                 | +273           |
| TRACE ADKINS Help Me Understand (Capitol)          | +261           |
| ALAN JACKSON Drive (For Daddy Gene) (Arista)       | +256           |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                              | TOTAL PLAY INCREASE |
|--|---------------------|
| BROOKS & DUNN My Heart Is Lost To You (Arista)     | +1999               |
| STEVE AZAR I Don't Have To Be (Till...) (Mercury)  | +1862               |
| GARY ALLAN The One (MCA)                           | +1309               |
| BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista) | +963                |
| TRACY BYRD Ten Rounds With Jose Cuervo (RCA)       | +941                |
| GEORGE STRAIT Living And Living Well (MCA)         | +846                |
| KENNY CHESNEY The Good Stuff (BNA)                 | +734                |
| TRACE ADKINS Help Me Understand (Capitol)          | +700                |
| TOMMY SHANE STEINER What If She's An Angel (RCA)   | +680                |
| JO DEE MESSINA Dare To Dream (Curb)                | +654                |

## Breakers®

- TRACY BYRD**  
Ten Rounds With Jose Cuervo (RCA)  
8 Adds • Moves 30-26
  - BLAKE SHELTON**  
Ol' Red (Warner Bros.)  
8 Adds • Moves 29-23
  - JOE NICHOLS**  
The Impossible (Universal South)  
7 Adds • Moves 31-30
  - BRETT JAMES**  
Chasin' Amy (Arista)  
2 Adds • Moves 33-32
  - LITTLE BIG TOWN**  
Don't Waste My Time (Monument)  
3 Adds • Moves 35-34
- Songs ranked by total plays

# MARIE

— Sisters —

R&R 49 - 44

## “Real Bad Mood”

New Airplay This Week:  
KPLX KIIM KBUL KXKS

Already On:

KZLA KSCS KPLX KIKK WQYK WYUU  
KBEQ KFKF KSOP KUBL WSM WIRK  
WGKX KIIM WBCT WCTO WIVK KRST

...and many more!



May 10, 2002

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

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)  | TOTAL POINTS | ± POINTS | TOTAL PLAYS | ± PLAYS | WEEKS ON CHART | TOTAL STATIONS ADDS |
|-----------|-----------|--|--------------|----------|-------------|---------|----------------|---------------------|
| 1         | 1         | ALAN JACKSON Drive (For Daddy Gene) (Arista)                 | 3433         | +32      | 2756        | +31     | 14             | 74/1                |
| 2         | 2         | TOMMY SHANE STEINER What If She's An Angel (RCA)             | 3332         | -26      | 2673        | -16     | 19             | 74/0                |
| 4         | 3         | GEORGE STRAIT Living And Living Well (MCA)                   | 3259         | +257     | 2613        | +183    | 12             | 74/0                |
| 5         | 4         | STEVE AZAR I Don't Have To Be (Till...) (Mercury)            | 3157         | +166     | 2527        | +137    | 29             | 72/0                |
| 3         | 5         | TOBY KEITH My List (DreamWorks)                              | 3150         | -183     | 2536        | -151    | 18             | 72/0                |
| 8         | 6         | EMERSON DRIVE I Should Be Sleeping (DreamWorks)              | 3009         | +151     | 2405        | +107    | 27             | 74/0                |
| 7         | 7         | TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)          | 2716         | -181     | 2212        | -123    | 19             | 72/0                |
| 11        | 8         | BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)           | 2716         | +206     | 2212        | +165    | 11             | 73/0                |
| 12        | 9         | LONESTAR Not A Day Goes By (BNA)                             | 2656         | +212     | 2147        | +170    | 17             | 72/0                |
| 13        | 10        | CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)         | 2330         | +5       | 1871        | +6      | 21             | 70/0                |
| 14        | 11        | TRICK PONY Just What I Do (H2E/WB)                           | 2271         | +128     | 1836        | +103    | 18             | 74/0                |
| 6         | 12        | PHIL VASSAR That's When I Love You (Arista)                  | 2223         | -681     | 1827        | -519    | 29             | 60/0                |
| 15        | 13        | GARY ALLAN The One (MCA)                                     | 2151         | +59      | 1752        | +48     | 17             | 74/0                |
| 17        | 14        | TAMMY COCHRAN I Cry (Epic)                                   | 2014         | +16      | 1647        | +35     | 22             | 68/0                |
| 20        | 15        | DARRYL WORLEY I Miss My Friend (DreamWorks)                  | 1918         | +208     | 1532        | +151    | 7              | 74/1                |
| 16        | 16        | KEVIN DENNEY That's Just Jessie (Lyric Street)               | 1882         | -129     | 1506        | -116    | 22             | 64/1                |
| 22        | 17        | BROOKS & DUNN My Heart Is Lost To You (Arista)               | 1865         | +279     | 1517        | +228    | 4              | 74/0                |
| 19        | 18        | ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)                | 1859         | +143     | 1513        | +118    | 16             | 71/2                |
| 21        | 19        | KELLIE COFFEY When You Lie Next To Me (BNA)                  | 1801         | +159     | 1483        | +137    | 20             | 67/0                |
| 18        | 20        | W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury) | 1775         | -71      | 1483        | -48     | 15             | 66/0                |
| 24        | 21        | TRACE ADKINS Help Me Understand (Capitol)                    | 1629         | +141     | 1289        | +89     | 13             | 70/2                |
| 23        | 22        | SARA EVANS I Keep Looking (RCA)                              | 1586         | +83      | 1266        | +61     | 11             | 69/1                |
| 25        | 23        | SHANNON LAWSON Goodbye On A Bad Day (MCA)                    | 1401         | -40      | 1168        | -19     | 15             | 64/0                |
| 26        | 24        | TRACY BYRD Ten Rounds With Jose Cuervo (RCA)                 | 1320         | +98      | 1074        | +76     | 6              | 68/3                |
| 27        | 25        | SHEDAISY Get Over Yourself (Lyric Street)                    | 1068         | -146     | 913         | -108    | 10             | 55/1                |
| 28        | 26        | JOE NICHOLS The Impossible (Universal South)                 | 1011         | +86      | 791         | +58     | 7              | 54/3                |
| 30        | 27        | BLAKE SHELTON Ol' Red (Warner Bros.)                         | 959          | +205     | 791         | +166    | 5              | 53/8                |
| 31        | 28        | BRAD MARTIN Before I Knew Better (Epic)                      | 910          | +180     | 741         | +136    | 13             | 48/4                |
| 33        | 29        | DIAMOND RIO Beautiful Mess (Arista)                          | 879          | +179     | 700         | +127    | 4              | 49/2                |
| 29        | 30        | MARK CHESNUTT She Was (Columbia)                             | 870          | +79      | 691         | +76     | 15             | 50/7                |
| 34        | 31        | CYNDI THOMSON I'm Gone (Capitol)                             | 762          | +159     | 613         | +117    | 3              | 53/6                |
| 42        | 32        | MARTINA MCBRIDE Where Would You Be (RCA)                     | 700          | +333     | 586         | +255    | 2              | 49/13               |
| 35        | 33        | AARON TIPPIN I'll Take Love Over Money (Lyric Street)        | 684          | +140     | 511         | +106    | 3              | 37/4                |
| 43        | 34        | KENNY CHESNEY The Good Stuff (BNA)                           | 676          | +386     | 562         | +334    | 2              | 50/24               |
| 32        | 35        | JAMIE O'NEAL Frantic (Mercury)                               | 644          | -72      | 528         | -67     | 9              | 40/0                |
| 38        | 36        | ANTHONY SMITH If That Ain't Country (Mercury)                | 616          | +86      | 511         | +78     | 4              | 42/5                |
| 37        | 37        | BRETT JAMES Chasin' Amy (Arista)                             | 588          | +52      | 489         | +34     | 5              | 45/4                |
| 36        | 38        | LITTLE BIG TOWN Don't Waste My Time (Monument)               | 585          | +41      | 463         | +31     | 9              | 38/0                |
| 40        | 39        | PINMONKEY Barbed Wire And Roses (BNA)                        | 583          | +132     | 494         | +99     | 2              | 43/5                |
| 39        | 40        | HOMETOWN NEWS Minivan (VFR)                                  | 522          | +54      | 442         | +39     | 7              | 35/4                |
| 44        | 41        | JO DEE MESSINA Dare To Dream (Curb)                          | 498          | +234     | 407         | +184    | 2              | 34/10               |
| 47        | 42        | CHRIS CAGLE Country By The Grace Of God (Capitol)            | 407          | +192     | 324         | +155    | 2              | 33/16               |
| Debut     | 43        | PHIL VASSAR American Child (Arista)                          | 357          | +240     | 301         | +204    | 1              | 37/17               |
| 46        | 44        | JEFF CARSON Until We Fall Back In Love... (Curb)             | 245          | -1       | 204         | -2      | 5              | 19/0                |
| Debut     | 45        | REBECCA LYNN HOWARD Forgive (MCA)                            | 239          | +144     | 221         | +131    | 1              | 25/8                |
| 49        | 46        | MARIE SISTERS Real Bad Mood (Republic)                       | 221          | +33      | 182         | +29     | 2              | 16/0                |
| Debut     | 47        | SIXWIRE Look At Me Now (Warner Bros.)                        | 206          | +46      | 180         | +42     | 1              | 20/3                |
| 45        | 48        | EARL THOMAS CONLEY Love's The Only Voice (I'm...) (Sunbird)  | 179          | -82      | 131         | -49     | 11             | 10/1                |
| 48        | 49        | GABBIE NOLEN Almost There (Republic)                         | 165          | -25      | 150         | -15     | 4              | 15/1                |
| 50        | 50        | KENNY ROGERS Harder Cards (Dreamcatcher)                     | 158          | -6       | 111         | +3      | 2              | 9/1                 |

 74 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 4/28-Saturday 5/4.  
 © 2002, R&R Inc.

**Most Added**

| ARTIST TITLE LABEL(S)                             | ADDS |
|---|------|
| KENNY CHESNEY The Good Stuff (BNA)                | 24   |
| PHIL VASSAR American Child (Arista)               | 17   |
| CHRIS CAGLE Country By The Grace Of God (Capitol) | 16   |
| MARTINA MCBRIDE Where Would You Be (RCA)          | 13   |
| JO DEE MESSINA Dare To Dream (Curb)               | 10   |
| MICHAEL J. HARTER Hard Call To Make (Broken Bow)  | 10   |
| BLAKE SHELTON Ol' Red (Warner Bros.)              | 8    |
| REBECCA LYNN HOWARD Forgive (MCA)                 | 8    |
| MARK CHESNUTT She Was (Columbia)                  | 7    |
| CYNDI THOMSON I'm Gone (Capitol)                  | 6    |
| PINMONKEY Barbed Wire And Roses (BNA)             | 5    |
| ANTHONY SMITH If That Ain't Country (Mercury)     | 5    |
| MARCEL Country Rock Star (Mercury)                | 5    |
| SHEDAISY Mine All Mine (Lyric Street)             | 5    |
| BRAD MARTIN Before I Knew Better (Epic)           | 4    |
| BRETT JAMES Chasin' Amy (Arista)                  | 4    |

**Most Increased Points**

| ARTIST TITLE LABEL(S)                              | POINT INCREASE |
|--|----------------|
| KENNY CHESNEY The Good Stuff (BNA)                 | +386           |
| MARTINA MCBRIDE Where Would You Be (RCA)           | +333           |
| BROOKS & DUNN My Heart Is Lost To You (Arista)     | +279           |
| GEORGE STRAIT Living And Living Well (MCA)         | +257           |
| PHIL VASSAR American Child (Arista)                | +240           |
| JO DEE MESSINA Dare To Dream (Curb)                | +234           |
| LONESTAR Not A Day Goes By (BNA)                   | +212           |
| DARRYL WORLEY I Miss My Friend (DreamWorks)        | +208           |
| BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista) | +206           |
| BLAKE SHELTON Ol' Red (Warner Bros.)               | +205           |

**Most Increased Plays**

| ARTIST TITLE LABEL(S)                              | TOTAL PLAY INCREASE |
|--|---------------------|
| KENNY CHESNEY The Good Stuff (BNA)                 | +334                |
| MARTINA MCBRIDE Where Would You Be (RCA)           | +255                |
| BROOKS & DUNN My Heart Is Lost To You (Arista)     | +228                |
| PHIL VASSAR American Child (Arista)                | +204                |
| JO DEE MESSINA Dare To Dream (Curb)                | +184                |
| GEORGE STRAIT Living And Living Well (MCA)         | +183                |
| LONESTAR Not A Day Goes By (BNA)                   | +170                |
| BLAKE SHELTON Ol' Red (Warner Bros.)               | +166                |
| BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista) | +165                |
| CHRIS CAGLE Country By The Grace Of God (Capitol)  | +155                |
| DARRYL WORLEY I Miss My Friend (DreamWorks)        | +151                |
| STEVE AZAR I Don't Have To Be (Till...) (Mercury)  | +137                |
| KELLIE COFFEY When You Lie Next To Me (BNA)        | +137                |
| BRAD MARTIN Before I Knew Better (Epic)            | +136                |
| REBECCA LYNN HOWARD Forgive (MCA)                  | +131                |
| DIAMOND RIO Beautiful Mess (Arista)                | +127                |
| ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)      | +118                |
| CYNDI THOMSON I'm Gone (Capitol)                   | +117                |
| EMERSON DRIVE I Should Be Sleeping (DreamWorks)    | +107                |

**EXECUTIVE DIRECTOR  
RADIO BROADCASTING INDUSTRY**
**Do these questions describe you?**

- Can you stimulate a group to action?
- Do you build close, supportive employee relationships?
- Are you an activator? Do you make things happen?
- Do you have the natural ability to get others to like and trust you?
- Are you highly disciplined in your work style?
- Do you have excellent written and verbal communication skills?

If so you may be one step away from an outstanding career opportunity. Country Radio Broadcasters is looking for a talented Executive Director. This position has the responsibility for all activities of this national non-profit service organization. The responsibilities include administration of policy, planning, budgeting, marketing, convention planning/management, and the management of a full time staff, volunteers, and facilities. This position reports directly to the President of the Board of Directors. Country radio management experience is preferred, however the talent to be successful in this position is the only prerequisite.

**We offer:**

- The chance to join an organization with a strong sense of customer mission.
- The opportunity to display your sense of creativity.
- Excellent salary and benefits.

Company information is available at [www.crb.org](http://www.crb.org). EOE. Resume and cover letter must be received at the address below by 5 p.m., May 16, 2002. No email, please.

**Bill Mayne,**  
 Chairman of Search Committee  
 c/o Country Radio Broadcasters  
 819 18th Ave S  
 Nashville, TN 37203  
**Fax: 615-329-4492**



# R&R Bullseye Country Callout

**EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES May 10, 2002**

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of April 7-14.

| ARTIST Title (Label)   | LIKE A LOT | TOTAL POSITIVE | NEUTRAL | FAMILIARITY | DISLIKE | BURN |
|--|------------|----------------|---------|-------------|---------|------|
| TOBY KEITH My List (DreamWorks)                              | 34.5%      | 73.3%          | 19.0%   | 97.3%       | 3.5%    | 1.5% |
| ALAN JACKSON Drive (For Daddy Gene) (Arista)                 | 35.0%      | 70.8%          | 19.0%   | 96.3%       | 3.8%    | 2.8% |
| STEVE AZAR I Don't Have To Be Me... (Mercury)                | 27.0%      | 70.5%          | 21.8%   | 97.5%       | 3.5%    | 1.8% |
| TOMMY SHANE STEINER What If She's An Angel (RCA)             | 29.8%      | 68.0%          | 24.3%   | 97.0%       | 3.0%    | 1.8% |
| PHIL VASSAR That's When I Love You (Arista)                  | 30.8%      | 67.8%          | 25.3%   | 99.5%       | 3.3%    | 3.3% |
| TRAVIS TRITT Modern Day Bonnie And Clyde (Columbia)          | 30.8%      | 67.5%          | 20.5%   | 99.3%       | 6.8%    | 4.5% |
| RASCAL FLATTS I'm Movin' On (Lyric Street)                   | 31.3%      | 67.0%          | 20.5%   | 97.0%       | 8.0%    | 1.5% |
| BRAD PAISLEY I'm Gonna Miss Her (Arista)                     | 29.5%      | 66.5%          | 24.5%   | 96.8%       | 4.5%    | 1.3% |
| KENNY CHESNEY Young (BNA)                                    | 31.5%      | 65.3%          | 21.0%   | 96.5%       | 5.5%    | 4.8% |
| EMERSON DRIVE I Should Be Sleeping (DreamWorks)              | 28.8%      | 65.3%          | 22.5%   | 97.8%       | 4.0%    | 6.0% |
| GEORGE STRAIT Living And Living Well (MCA)                   | 29.8%      | 65.0%          | 22.3%   | 93.0%       | 2.3%    | 3.5% |
| SOGGY BOTTOM BOYS I Am A Man... (Lost Highway/Mercury)       | 35.5%      | 63.3%          | 16.5%   | 95.0%       | 10.8%   | 4.5% |
| LONESTAR Not A Day Goes By (BNA)                             | 29.8%      | 62.8%          | 22.5%   | 94.5%       | 7.3%    | 2.0% |
| KELLIE COFFEY When You Lie Next To Me (BNA)                  | 25.5%      | 62.0%          | 25.3%   | 91.8%       | 3.5%    | 1.0% |
| CAROLYN DAWN JOHNSON I Don't Want You To Go (Arista)         | 25.8%      | 61.0%          | 25.8%   | 96.8%       | 7.5%    | 2.5% |
| TAMMY COCHRAN I Cry (Epic)                                   | 20.5%      | 60.8%          | 29.8%   | 95.5%       | 3.5%    | 1.5% |
| MARK CHESNUTT She Was (Columbia)                             | 20.8%      | 60.0%          | 25.5%   | 89.8%       | 2.8%    | 1.5% |
| TRACE ADKINS Help Me Understand (Capitol)                    | 20.8%      | 59.8%          | 26.3%   | 92.0%       | 5.8%    | 0.3% |
| DARRYL WORLEY I Miss My Friend (DreamWorks)                  | 22.0%      | 59.0%          | 21.5%   | 87.3%       | 4.3%    | 2.5% |
| KEVIN DENNEY That's Just Jessie (Lyric Street)               | 23.5%      | 58.8%          | 26.0%   | 92.3%       | 4.8%    | 2.8% |
| TRACY BYRD Ten Rounds With Jose Cuervo (RCA)                 | 21.3%      | 58.3%          | 19.8%   | 86.8%       | 7.3%    | 1.5% |
| GARY ALLAN The One (MCA)                                     | 20.8%      | 58.3%          | 30.5%   | 94.0%       | 4.0%    | 1.3% |
| ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)                | 21.0%      | 56.3%          | 24.5%   | 89.3%       | 6.5%    | 2.0% |
| W. NELSON/LEE ANN WOMACK Mendocino... (Lost Highway/Mercury) | 22.3%      | 56.0%          | 29.3%   | 96.5%       | 9.3%    | 2.0% |
| SHANNON LAWSON Goodbye On A Bad Day (MCA)                    | 16.3%      | 55.5%          | 27.0%   | 91.5%       | 7.3%    | 1.8% |
| LITTLE BIG TOWN Don't Waste My Time (Monument)               | 18.8%      | 54.5%          | 25.5%   | 90.0%       | 7.8%    | 2.3% |
| JOE NICHOLS The Impossible (Universal South)                 | 16.5%      | 54.3%          | 23.5%   | 84.5%       | 6.0%    | 0.8% |
| BLAKE SHELTON Ol' Red (Warner Bros.)                         | 17.8%      | 53.8%          | 22.5%   | 84.8%       | 7.8%    | 0.8% |
| TRICK PONY Just What I Do (Warner Bros.)                     | 18.5%      | 52.5%          | 27.5%   | 89.8%       | 8.0%    | 1.8% |
| BROOKS & DUNN My Heart Is Lost To You (Arista)               | 17.5%      | 50.3%          | 25.0%   | 80.3%       | 4.3%    | 0.8% |
| SARAH EVANS I Keep Looking (RCA)                             | 17.5%      | 50.0%          | 29.3%   | 89.8%       | 9.0%    | 1.5% |
| BRAD MARTIN Before I Knew Better (Epic)                      | 17.0%      | 49.3%          | 35.3%   | 90.3%       | 5.5%    | 0.3% |
| SHEDAISY Get Over Yourself (Lyric Street)                    | 13.8%      | 41.0%          | 20.8%   | 80.8%       | 17.5%   | 1.5% |
| DIAMOND RIO Beautiful Mess (Arista)                          | 11.5%      | 39.5%          | 29.5%   | 80.5%       | 8.5%    | 3.0% |
| BRETT JAMES Chasin' Amy (Arista)                             | 11.0%      | 37.8%          | 29.0%   | 74.8%       | 5.8%    | 2.3% |

## Bullseye CALLOUT™

**Password of the Week: Rush**  
**Question of the Week:** This week focuses on Internet radio listening and listener web site visits. We asked respondents three main questions:

1. Have you ever listened to a Country radio station on the Internet?
2. Have you ever visited your favorite country singer/artist's website?
3. Have you ever called a radio station disc jockey and requested a song?

### Total

- 1: 36%  
 2: 30%  
 3: 55%

### P1

- 1: 38%  
 2: 30%  
 3: 54%

### P2

- 1: 30%  
 2: 30%  
 3: 56%

### Male

- 1: 34%  
 2: 28%  
 3: 58%

### Female

- 1: 38%  
 2: 32%  
 3: 52%

### 25-34

- 1: 48%  
 2: 29%  
 3: 55%

### 35-44

- 1: 31%  
 2: 32%  
 3: 53%

### 45-54

- 1: 29%  
 2: 28%  
 3: 57%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3 each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. **WEST:** Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2002 R&R Inc. © 2002 Bullseye Marketing Research Inc.

## If Your Career is Programming... This is Your Next Step



As the radio industry changes, you need to change with it.

If you're a programmer, the Radio Advertising Bureau now offers you the opportunity to increase your knowledge of the business and your value to your station. With your Certified Radio Marketing Consultant Programmers Accreditation (CRMC-PA), you'll combine your expertise in programming with the vital, career-building knowledge of sales.

To get a free copy of the CRMC-PA on CD-ROM, watch for it arriving at your desk soon, call the Radio Advertising Bureau at 1-800-232-3131 or log on at <http://www.rab.com>.

Get the credit you deserve. Get certified!

RADIO ADVERTISING BUREAU  
**Radio**



# The New Album Gallery



## Mark Chesnutt Mark Chesnutt (Columbia)

Twelve years into his career, Mark Chesnutt's first album for Columbia arrives in stores May 21. After scoring an impressive string of hits at MCA, Chesnutt continues his chart success with "She Was," the debut single from his new, self-titled album. Produced by Billy Joe Walker, the album covers a wide range of emotions, including the honky-tonk humor of "In My Dreams." Chesnutt says, "I don't really think I could single out any one

song that I like better than the others. I listened to more songs in making this album than I ever have. Every one is very personal to me, and, for the first time, I love every song on the album." Chesnutt is promoting the new album with the upcoming Rockin' Roadhouse Tour with Joe Diffie and Tracy Lawrence.



## Emerson Drive Emerson Drive (DreamWorks)

Emerson Drive have already scored a major hit with "I Should Be Sleeping," which jumps to No. 6 on this week's R&R Country top 50. Julian King and DreamWorks/Nashville chief James Stroud produced most of the songs on the self-titled debut by this six-man band, who toured for six years in their native Canada before ever seeking a deal with a Nashville label. DreamWorks promotion exec Scott Borchetta served as executive producer

on other tracks produced by Richard Marx. Along with the current single, the album's highlights include "Only God (Could Stop Me Loving You)," written by R.J. "Mutt" Lange. *Emerson Drive* hits retail May 21.



## Various Artists

### Cow Hear This! (Covpendia/Compendia)

*Cow Hear This!* features 13 songs that have found favor in the Lone Star State, and the compilation gains additional points for its essay by Joe Bob Briggs, America's top drive-in-movie critic. As Briggs notes in the very first sentence, "Texas is the last place where the honky-tonk, the dance hall, the down-and-dirty biker-infested beer-on-your-shoes-by-God roadhouse still lives and thrives." The collection features well-known names, including Rodney Crowell, Asleep At The Wheel, Bruce Robison and Pat Green, but it provides an introduction to others, including Cooder Graw, Roger Creager and Reckless Kelly. As Briggs says about the Jack Ingram track, "Somebody will probably call it quirky, but Texas don't give a damn."



Rarely does a song come along that blows the top of my head off like "Forgive" by Rebecca Lynn Howard. The first time she hits and holds the word "forgive," you just know that this is one special song and performance. And the fact that she wrote the song just makes it that much more impressive. Everyone — and I mean every single

person I've had listen to this — at some point in the song has just stared, drop-jawed in awe. Did I mention I think it's got potential?

Rebecca Lynn Howard's "Forgive" is, quite simply, fantastic!



America's Best Testing Country Song Among Persons 25-54  
For The Week Ending 5/10/02.

| Artist Title (Label)   | TW   | LW   | Familiarity | Burn | 12+  | Familiarity | Burn |
|--|------|------|-------------|------|------|-------------|------|
| ALAN JACKSON Drive (For Daddy Gene)(Arista)                        | 4.30 | 4.37 | 98%         | 18%  | 4.14 | 96%         | 21%  |
| TOBY KEITH My List(DreamWorks)                                     | 4.30 | 4.36 | 98%         | 21%  | 4.12 | 98%         | 27%  |
| CHRIS CAGLE I Breathe In, I Breathe Out(Capitol)                   | 4.22 | 4.09 | 98%         | 30%  | 4.16 | 99%         | 33%  |
| RASCAL FLATTS I'm Movin' On(Lyric Street)                          | 4.20 | 4.22 | 96%         | 26%  | 4.20 | 97%         | 27%  |
| GEORGE STRAIT Living And Living Well(MCA)                          | 4.18 | 4.21 | 94%         | 14%  | 4.02 | 92%         | 16%  |
| TRACE ADKINS Help Me Understand(Capitol)                           | 4.17 | 4.13 | 78%         | 6%   | 4.04 | 72%         | 7%   |
| BRAD PAISLEY I'm Gonna Miss Her (The Fishin' Song)(Arista)         | 4.17 | 4.16 | 96%         | 17%  | 4.07 | 96%         | 18%  |
| KENNY CHESNEY Young (BNA)  | 4.17 | 4.23 | 96%         | 25%  | 4.21 | 97%         | 26%  |
| MARTINA MCBRIDE Blessed(RCA)                                       | 4.16 | 4.22 | 97%         | 34%  | 3.98 | 97%         | 41%  |
| GARY ALLAN The One(MCA)  | 4.16 | 4.07 | 85%         | 9%   | 4.21 | 87%         | 8%   |
| DARRYL WORLEY I Miss My Friend(DreamWorks)                         | 4.13 | 4.02 | 75%         | 6%   | 4.12 | 76%         | 6%   |
| STEVE AZAR I Don't Have To Be Me Til Monday(Mercury)               | 4.11 | 4.14 | 97%         | 21%  | 4.13 | 96%         | 20%  |
| BROOKS & DUNN My Heart Is Lost In You(Arista)                      | 4.09 | 3.95 | 68%         | 6%   | 4.10 | 65%         | 6%   |
| LONESTAR Not A Day Goes By(BNA)                                    | 4.09 | 4.01 | 96%         | 22%  | 3.99 | 95%         | 23%  |
| TRICK PONY Just What I Do(H2E/WB)                                  | 4.06 | 3.99 | 93%         | 19%  | 4.00 | 92%         | 20%  |
| PHIL VASSAR That's When I Love You(Arista)                         | 4.05 | 4.08 | 93%         | 24%  | 4.01 | 93%         | 25%  |
| TRACY BYRD Ten Rounds With Jose Cuervo(RCA)                        | 4.03 | -    | 74%         | 9%   | 4.16 | 67%         | 6%   |
| ANDY GRIGGS Tonight I Wanna Be Your Man(RCA)                       | 4.02 | 4.04 | 83%         | 11%  | 3.92 | 84%         | 12%  |
| EMERSON DRIVE I Should Be Sleeping(DreamWorks)                     | 4.00 | 4.06 | 96%         | 26%  | 4.05 | 96%         | 22%  |
| CAROLYN DAWN JOHNSON I Don't Want You To Go(Arista)                | 3.99 | 3.94 | 92%         | 21%  | 4.03 | 92%         | 21%  |
| TOMMY SHANE STEINER What If She's An Angel(RCA)                    | 3.99 | 4.08 | 98%         | 28%  | 4.04 | 97%         | 27%  |
| BRAD MARTIN Before I Knew Better(Epic)                             | 3.97 | -    | 61%         | 5%   | 3.99 | 61%         | 5%   |
| KEVIN DENNEY That's Just Jessie(Lyric Street)                      | 3.96 | 3.84 | 92%         | 16%  | 4.01 | 92%         | 16%  |
| TRAVIS TRITT Modern Day Bonnie And Clyde(Columbia)                 | 3.94 | 3.83 | 99%         | 27%  | 3.73 | 98%         | 32%  |
| KELLIE COFFEY When You Lie Next To Me(BNA)                         | 3.91 | 3.96 | 84%         | 17%  | 3.80 | 82%         | 17%  |
| SARA EVANS I Keep Looking(RCA)                                     | 3.90 | 3.96 | 73%         | 6%   | 4.03 | 71%         | 7%   |
| TAMMY COCHRAN I Cry(Epic)  | 3.78 | 3.88 | 88%         | 22%  | 3.72 | 87%         | 24%  |
| SHANNON LAWSON Goodbye On A Bad Day(MCA)                           | 3.73 | 3.78 | 72%         | 12%  | 3.79 | 73%         | 12%  |
| WILLIE NELSON & LEE ANN WOMACK Mendocino... (Lost Highway/Mercury) | 3.49 | 3.54 | 94%         | 30%  | 3.57 | 92%         | 25%  |
| SHEDAISY Get Over Yourself(Lyric Street)                           | 3.33 | 3.34 | 80%         | 27%  | 3.60 | 80%         | 20%  |

Total sample size is 626 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 |
|--|-------------|
| KENNY CHESNEY Young (BNA)                            | 4158        |
| CHRIS CAGLE I Breathe In, I Breathe Out (Capitol)    | 2954        |
| MARTINA MCBRIDE Blessed (RCA)                        | 2935        |
| STEVE HOLY Good Morning Beautiful (Curb)             | 2745        |
| TIM MCGRAW The Cowboy In Me (Curb)                   | 2296        |
| JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb) | 2226        |
| BROOKS & DUNN Long Goodbye (Arista)                  | 1851        |
| TOBY KEITH I Wanna Talk About Me (DreamWorks)        | 1791        |
| AARON TIPPIN Where Stars... (Lyric Street)           | 1660        |
| ALAN JACKSON Where Were You (When...) (Arista)       | 1509        |
| BROOKS & DUNN Only In America (Arista)               | 1472        |
| BRAD PAISLEY Wrapped Around (Arista)                 | 1463        |
| GEDRGE STRAIT Run (MCA)                              | 1431        |
| BROOKS & DUNN Ain't Nothing 'Bout You (Arista)       | 1280        |
| TRICK PONY On A Night Like This (H2E/WB)             | 1278        |
| TRAVIS TRITT Love Of A Woman (Columbia)              | 1217        |
| TRAVIS TRITT It's A Great Day... (Columbia)          | 1035        |
| ALAN JACKSON Where I Come From (Arista)              | 1022        |
| DIXIE CHICKS Some Days You... (Monument)             | 1017        |

## New & Active

|   |  |
|---|--|
| AARON TIPPIN I'll Take Love Over Money (Lyric Street) | Total Plays: 265, Total Stations: 30, Adds: 6  |
| REBECCA LYNN HOWARD Forgive (MCA)                     | Total Plays: 181, Total Stations: 35, Adds: 16 |
| RHETT AKINS Highway Sunrise (Audium)                  | Total Plays: 129, Total Stations: 21, Adds: 2  |
| RODNEY ATKINS Sing Along (Curb)                       | Total Plays: 101, Total Stations: 12, Adds: 2  |
| JEFFREY STEELE She's Good To Go (Monument)            | Total Plays: 82, Total Stations: 21, Adds: 16  |
| J. MICHAEL HARTER Hard Call To Make (Broken Bow)      | Total Plays: 34, Total Stations: 12, Adds: 10  |

Songs ranked by total points.

# Country Reporters

Stations and their adds listed alphabetically by market

|  |   |  |  |  |   |   |   |   |
|--|---|--|--|--|---|---|---|---|
| <p><b>KEAM/Abilene, TX</b><br/>         OM: Pipp Rodriguez<br/>         6 JOE MESSINA "Good"<br/>         9 KENNY CHESEY "Good"<br/>         PHIL VASSAR "Chal"<br/>         4 CHRIS CAGLE "Country"<br/>         J MICHAEL HARTER "Chal"<br/>         DON SPUNGLER "Good"</p> | <p><b>WOMN/Gilroy/Guthrie, MS</b><br/>         PD: Kipp Rodriguez<br/>         ND: DeAnna Lee<br/>         3 BLAKE SHELTON "Red"<br/>         2 MARK CHESSNUTT "She"</p>  | <p><b>WCOS/Columbia, SC</b><br/>         PD: Kipp Rodriguez<br/>         ND: Glen Garner<br/>         1 BRAD MARTIN "Bater"<br/>         1 MARTINA MCBRIDE "Where"</p>   | <p><b>WXFL/Florence, AL</b><br/>         PD: Kipp Rodriguez<br/>         ND: Anthony Smith "Country"<br/>         BRETT JAMES "Am"<br/>         CHRIS CAGLE "Country"</p>                            | <p><b>WFSM/Indianapolis, IN</b><br/>         PD: Bob Richards<br/>         ND: L.J. Cannon<br/>         DIAMOND RIO "Moss"<br/>         HOME TOWN NEWS "Mevan"<br/>         PHIL VASSAR "Chal"</p>   | <p><b>KZLA/Los Angeles, CA</b><br/>         PD: Jim Tice<br/>         OM: Pipp Rodriguez<br/>         ND: Casey Carter<br/>         5 KENNY CHESEY "Good"<br/>         5 KENNY CHESEY "Good"<br/>         2 SARA EVANS "Looking"<br/>         1 BRAD MARTIN "Bater"</p> | <p><b>WKHK/Richmond, VA</b><br/>         PD: Jim Tice<br/>         2 SARA EVANS "Looking"<br/>         5 BROOKS &amp; DUNN "Lost"<br/>         1 BRAD MARTIN "Bater"</p>  | <p><b>KOKS/Sharpsville, PA</b><br/>         PD: Gary McCoy<br/>         PD/M: Russ Winston<br/>         1 MARIE SISTERS "Mood"<br/>         10 BLAKE SHELTON "Red"</p>  | <p><b>WWZZ/Tupelo, MS</b><br/>         PD: Brian Driver<br/>         APD/M: Paul Stone<br/>         15 CHRIS CAGLE "Country"<br/>         12 BRAD MARTIN "Bater"<br/>         12 REBECCA LYNHWARD "Forge"</p>   |
| <p><b>WMOX/Akron, OH</b><br/>         OM/PM: Kevin Mason<br/>         JEFFREY STEELE "Good"</p>  | <p><b>WHWK/Binghamton, NY</b><br/>         PD: Ed Walker<br/>         APD/M: John Davison<br/>         10 JOE MESSINA "Dare"<br/>         SHAWNAN LAWSON "Goodbye"</p>  | <p><b>WCOL/Columbus, OH</b><br/>         PD: John Crenshaw<br/>         MD: Brian Gray<br/>         6 BROOKS &amp; DUNN "Lost"<br/>         2 SARA EVANS "Looking"</p>   | <p><b>KUAD/Fl. Collins, CO</b><br/>         PD: Mark Callaghan<br/>         MD: Brian Gray<br/>         KENNY CHESEY "Good"<br/>         MARTINA MCBRIDE "Where"<br/>         PHIL VASSAR "Chal"</p> | <p><b>WMSJ/Jackson, MS</b><br/>         PD: Rick Adams<br/>         MD: Dan E. Zuk<br/>         10 JOE MESSINA "Dare"<br/>         1 VAN HAZE<br/>         KENNY CHESEY "Good"<br/>         JOE MESSINA "Dare"<br/>         PHIL VASSAR "Chal"</p> | <p><b>WVNY/New York, NY</b><br/>         PD: Rick Adams<br/>         MD: Dan E. Zuk<br/>         10 JOE MESSINA "Dare"<br/>         1 VAN HAZE<br/>         KENNY CHESEY "Good"<br/>         JOE MESSINA "Dare"<br/>         PHIL VASSAR "Chal"</p>                     | <p><b>WVNY/New York, NY</b><br/>         PD: Rick Adams<br/>         MD: Dan E. Zuk<br/>         10 JOE MESSINA "Dare"<br/>         1 VAN HAZE<br/>         KENNY CHESEY "Good"<br/>         JOE MESSINA "Dare"<br/>         PHIL VASSAR "Chal"</p> | <p><b>WBYT/South Bend, IN</b><br/>         PD: Tom Daniels<br/>         APD/M: Tom Daniels<br/>         10 JOE MESSINA "Dare"<br/>         12 BRAD MARTIN "Bater"<br/>         14 MARTINA MCBRIDE "Where"<br/>         15 KENNY CHESEY "Good"<br/>         12 CHRIS CAGLE "Country"<br/>         PHIL VASSAR "Chal"</p> | <p><b>WFRG/Durham, NC</b><br/>         PD: Tom Daniels<br/>         APD/M: Tom Daniels<br/>         10 JOE MESSINA "Dare"<br/>         12 BRAD MARTIN "Bater"<br/>         14 MARTINA MCBRIDE "Where"<br/>         15 KENNY CHESEY "Good"<br/>         12 CHRIS CAGLE "Country"<br/>         PHIL VASSAR "Chal"</p> |
| <p><b>WGNA/Albany, NY</b><br/>         PD: Buzz Brindle<br/>         MD: Bill Farley<br/>         3 KENNY CHESEY "Good"<br/>         2 MARK CHESSNUTT "She"<br/>         1 MARTINA MCBRIDE "Where"</p>   | <p><b>WZZX/Birmingham, AL</b><br/>         PD: Rick Shostler<br/>         APD/M: Scott Stewart<br/>         7 TAMMY COCHRAN "Chal"<br/>         20 PEGGY LEE "Good"<br/>         6 LONESTAR "Day"<br/>         5 NELSON &amp; WOMACK "Memorico"</p> | <p><b>WHDK/Columbus, OH</b><br/>         PD: Charley Lee<br/>         MD: George Wolf<br/>         5 KENNY CHESEY "Good"<br/>         10 JOE MESSINA "Dare"<br/>         10 JOE MESSINA "Dare"<br/>         10 JOE MESSINA "Dare"<br/>         10 JOE MESSINA "Dare"</p> | <p><b>WKCT/Fl. Myers, FL</b><br/>         PD: Kerry Babb<br/>         MD: Dave Logan<br/>         1 PHIL VASSAR "Chal"<br/>         1 MARTINA MCBRIDE "Where"<br/>         1 AARON TIPPIN "Moss"</p> | <p><b>WQJK/Jacksonville, FL</b><br/>         MD: John Scott<br/>         KENNY CHESEY "Good"</p>   | <p><b>WVNY/New York, NY</b><br/>         PD: Rick Adams<br/>         MD: Dan E. Zuk<br/>         10 JOE MESSINA "Dare"<br/>         1 VAN HAZE<br/>         KENNY CHESEY "Good"<br/>         JOE MESSINA "Dare"<br/>         PHIL VASSAR "Chal"</p>                     | <p><b>WVNY/New York, NY</b><br/>         PD: Rick Adams<br/>         MD: Dan E. Zuk<br/>         10 JOE MESSINA "Dare"<br/>         1 VAN HAZE<br/>         KENNY CHESEY "Good"<br/>         JOE MESSINA "Dare"<br/>         PHIL VASSAR "Chal"</p> | <p><b>WVNY/New York, NY</b><br/>         PD: Rick Adams<br/>         MD: Dan E. Zuk<br/>         10 JOE MESSINA "Dare"<br/>         1 VAN HAZE<br/>         KENNY CHESEY "Good"<br/>         JOE MESSINA "Dare"<br/>         PHIL VASSAR "Chal"</p>   | <p><b>WVNY/New York, NY</b><br/>         PD: Rick Adams<br/>         MD: Dan E. Zuk<br/>         10 JOE MESSINA "Dare"<br/>         1 VAN HAZE<br/>         KENNY CHESEY "Good"<br/>         JOE MESSINA "Dare"<br/>         PHIL VASSAR "Chal"</p>   |

\* Monitored Reporters  
225 Total Reporters

151 Total Monitored  
74 Total Indicator  
69 Current Indicator Playlists

No Longer A Reporter (1):  
KMXM/Omaha, NE

Reported Frozen Playlist (1):  
KKJG/San Luis Obispo, CA

Did Not Report, Playlist Frozen (4):  
KBRJ/Anchorage, AK  
WNBW/Bloomington, IL  
KPLM/Palm Springs, CA  
KGLK/San Angelo, TX



# Count Playlists

May 10, 2002 R&R • 61

### MARKET #1

**WYNY/New York**  
Big City  
(914) 562-1071  
Michel  
12+ Cumc 361,700



**PLAYS**

| LTW | WTW | ARTIST/TITLE                            | GI (000) |
|-----|-----|---|----------|
| 26  | 40  | TOBY KEITH/Hey Lib                      | 6648     |
| 39  | 36  | ALAN JACKSON/Drive (For Daddy...)       | 7776     |
| 31  | 33  | GEORGE STRAIT/Living And Lovin'...      | 7128     |
| 33  | 33  | TOMMY SHANE STEINER/What If She's An... | 7128     |
| 33  | 33  | PHIL VASSAR/That's When I...            | 7128     |
| 33  | 33  | KENNY CHESNEY/Young                     | 7128     |
| 35  | 31  | TAMMY COCHRAN/Cry                       | 6636     |
| 29  | 35  | TRAVIS TRITT/Modern Day Bonnie...       | 6264     |
| 32  | 34  | BRAD PASLEY/It's A New Day              | 6096     |
| 23  | 39  | KEVIN CHESNEY/Just Jesse                | 4968     |
| 24  | 23  | EMERSON DRIVE/Should Be Sleeping        | 4968     |
| 22  | 22  | GARY ALLAN/The One                      | 4752     |
| 21  | 23  | LONESTAR/It's A New Day Goes By         | 4752     |
| 22  | 22  | NELSON & WOMACK/Mendozino County...     | 4752     |
| 18  | 22  | BROOKS & DUNN/My Heart Is Lost...       | 4752     |
| 21  | 21  | SHEDYAS/Get Over Yourself               | 4536     |
| 21  | 21  | STEVE AZARI/Don't Have To...            | 4536     |
| 11  | 21  | TRICK POWY/Just What I Do               | 4536     |
| 22  | 21  | ANDY GRIGGS/Tonight I Wanna...          | 4536     |
| 22  | 21  | TRICK POWY/Just What I Do               | 4536     |
| 15  | 21  | CAROLYN DAWN JHONSON/Don't Want You...  | 4320     |
| 14  | 21  | SARA EVANSH/Kiss Lookin' Like A...      | 4320     |
| 16  | 15  | DARRYL WORLEY/Miss My Friend            | 3240     |
| 13  | 16  | BRAD PASLEY/It's A New Day              | 3240     |
| 14  | 14  | SHANNON LAWSON/Goodbye On A Bad Day     | 3240     |
| 14  | 14  | BLAKE SHELTON/Just What I Do            | 3240     |
| 15  | 14  | CYNDI THOMSON/Goodbye                   | 3024     |
| 14  | 14  | TRAVIS TRITT/Love Of A Woman            | 3024     |
| 14  | 14  | KELLIE COFFEY/When You Lie Next...      | 3024     |
| 13  | 14  | MARTINA MCBRIDE/Beautiful Mess          | 2808     |
| 13  | 13  | BROOKS & DUNN/My Heart Is Lost...       | 2808     |
| 12  | 13  | STEVE HOLY/Good Mornin'...              | 2592     |
| 9   | 12  | TAMMY COCHRAN/Cry                       | 2592     |
| 11  | 9   | TRAVIS TRITT/Modern Day Bonnie...       | 2376     |
| 11  | 9   | TRAVIS TRITT/Best Of Intentions         | 2376     |
| 9   | 11  | KEITH URBAN/Back The Backlog...         | 2376     |
| 7   | 9   | GARY ALLAN/That's When I...             | 2160     |
| 8   | 10  | REBA MCKENRETH/It's A Survivor          | 2160     |

### MARKET #2

**KZLA/Los Angeles**  
Erminis  
(323) 862-8000  
Curtis/Campes  
12+ Cumc 740,600



**PLAYS**

| LTW | WTW | ARTIST/TITLE                            | GI (000) |
|-----|-----|---|----------|
| 7   | 10  | TOBY KEITH/Hey Lib                      | 14222    |
| 27  | 44  | STEVE AZARI/Don't Have To...            | 14836    |
| 31  | 33  | PHIL VASSAR/That's When I...            | 13836    |
| 31  | 33  | RASCAL FLATTS/It's A New Day            | 14222    |
| 36  | 30  | RASCAL FLATTS/It's A New Day            | 14076    |
| 30  | 35  | DOIE CHICKS/Travelin' Soldier           | 13836    |
| 34  | 34  | MARTINA MCBRIDE/Beautiful Mess          | 13236    |
| 39  | 31  | TOMMY SHANE STEINER/What If She's An... | 13236    |
| 21  | 39  | ALAN JACKSON/Drive (For Daddy...)       | 11736    |
| 29  | 29  | KEVIN CHESNEY/Young                     | 10936    |
| 19  | 29  | ALAN JACKSON/Drive (For Daddy...)       | 10936    |
| 19  | 24  | BROOKS & DUNN/My Heart Is Lost...       | 9736     |
| 24  | 23  | PHIL VASSAR/That's When I...            | 8836     |
| 21  | 21  | PAT GREEN/Three Days                    | 8216     |
| 22  | 21  | MARK CHESNUT/Size Was                   | 8216     |
| 23  | 23  | TRAVIS TRITT/Modern Day Bonnie...       | 7836     |
| 7   | 18  | NELSON & WOMACK/Mendozino County...     | 7036     |
| 14  | 18  | FAITH HILL/The Way You Love Me          | 7036     |
| 15  | 15  | AARON TIPP/Were Stars And...            | 6836     |
| 15  | 15  | LEE ANN WOMACK/Just What I Do           | 6836     |
| 16  | 15  | TRAVIS TRITT/Modern Day Bonnie...       | 6836     |
| 18  | 15  | ALAN JACKSON/Where Were You             | 6836     |
| 14  | 14  | GEORGE STRAIT/Living And Lovin'...      | 6476     |
| 14  | 14  | TAMMY COCHRAN/Cry                       | 6476     |
| 15  | 14  | KEVIN CHESNEY/Young                     | 6476     |
| 11  | 14  | TOBY KEITH/Wanna Talk...                | 6476     |
| 16  | 13  | JESSICA ANDREWS/When I Am               | 6083     |
| 16  | 13  | GARTH BROOKS/When You Lie Next...       | 6083     |
| 16  | 13  | PHIL VASSAR/That's When I...            | 6083     |
| 16  | 13  | BRAD PASLEY/It's A New Day              | 6083     |
| 13  | 13  | TRAVIS TRITT/Love Of A Woman            | 6083     |
| 13  | 13  | TRAVIS TRITT/Modern Day Bonnie...       | 6083     |
| 13  | 12  | SHEDYAS/Get Over Yourself               | 6083     |
| 13  | 12  | ALAN JACKSON/Drive (For Daddy...)       | 6083     |
| 7   | 12  | MARIE SISTERS/Real Bad Mood             | 4683     |
| 12  | 12  | NELSON & WOMACK/Mendozino County...     | 4683     |
| 11  | 12  | DOIE CHICKS/Travelin' Soldier           | 4683     |
| 11  | 12  | ANDY GRIGGS/Tonight I Wanna...          | 4683     |
| 8   | 11  | DARRYL WORLEY/Miss My Friend            | 4303     |
| 8   | 11  | SARA EVANSH/Kiss Lookin' Like A...      | 4303     |
| 14  | 11  | TRAVIS TRITT/It's A Great Day...        | 4303     |

### MARKET #3

**WUSN/Chicago**  
Infinity  
(312) 649-0089  
Case/Bonzo  
12+ Cumc 539,280



**PLAYS**

| LTW | WTW | ARTIST/TITLE                            | GI (000) |
|-----|-----|---|----------|
| 44  | 48  | STEVE AZARI/Don't Have To...            | 15870    |
| 27  | 44  | EMERSON DRIVE/Should Be Sleeping        | 15870    |
| 43  | 44  | TOMMY SHANE STEINER/What If She's An... | 15180    |
| 46  | 43  | PHIL VASSAR/That's When I...            | 14635    |
| 17  | 46  | ALAN JACKSON/Drive (For Daddy...)       | 13800    |
| 21  | 40  | MARTINA MCBRIDE/Beautiful Mess          | 12765    |
| 33  | 37  | CHRIS CAGLE/Breathe In                  | 8625     |
| 23  | 25  | BRAD PASLEY/It's A New Day              | 8625     |
| 17  | 29  | TRICK POWY/Just What I Do               | 8225     |
| 18  | 24  | GARY ALLAN/The One                      | 8280     |
| 36  | 24  | GEORGE STRAIT/Living And Lovin'...      | 7935     |
| 43  | 23  | TOBY KEITH/Hey Lib                      | 7935     |
| 22  | 22  | NELSON & WOMACK/Mendozino County...     | 7590     |
| 18  | 22  | LONESTAR/It's A New Day Goes By         | 7590     |
| 22  | 22  | CAROLYN DAWN JHONSON/Don't Want You...  | 7590     |
| 23  | 21  | ANDY GRIGGS/Tonight I Wanna...          | 7245     |
| 23  | 21  | TRAVIS TRITT/Modern Day Bonnie...       | 7245     |
| 26  | 21  | TAMMY COCHRAN/Cry                       | 7245     |
| 2   | 19  | BROOKS & DUNN/My Heart Is Lost...       | 6555     |
| 18  | 18  | RASCAL FLATTS/It's A New Day            | 6555     |
| 16  | 18  | KELLIE COFFEY/When You Lie Next...      | 6555     |
| 17  | 16  | BROOKS & DUNN/My Heart Is Lost...       | 6555     |
| 16  | 16  | DOIE CHICKS/Travelin' Soldier           | 6555     |
| 20  | 15  | DARRYL WORLEY/Miss My Friend            | 5175     |
| 15  | 16  | STEVE HOLY/Good Mornin'...              | 5175     |
| 14  | 15  | TOBY KEITH/Wanna Talk...                | 4830     |
| 14  | 15  | BROOKS & DUNN/My Heart Is Lost...       | 4830     |
| 15  | 13  | TRAVIS TRITT/Love Of A Woman            | 4445     |
| 15  | 13  | TRAVIS TRITT/Modern Day Bonnie...       | 4445     |
| 15  | 13  | TRAVIS TRITT/It's A Great Day...        | 4445     |
| 12  | 12  | SHEDYAS/Get Over Yourself               | 4445     |
| 12  | 12  | ALAN JACKSON/Where Were You             | 4445     |
| 11  | 12  | TRAVIS TRITT/It's A Great Day...        | 4140     |
| 8   | 11  | TIM MCGRAW/When I Come From             | 3795     |
| 8   | 11  | ALAN JACKSON/Where Were You             | 3795     |
| 8   | 11  | KEVIN CHESNEY/Young                     | 3450     |
| 3   | 8   | NELSON & WOMACK/Mendozino County...     | 2780     |
| 3   | 8   | BLAKE SHELTON/Austin                    | 2780     |
| 5   | 8   | JAMIE O'NEAL/When I Think About...      | 2780     |

### MARKET #4

**KPLX/Dallas-Ft. Worth**  
Susquehanna  
(214) 505-2400  
Williams/Rivers/Alan  
12+ Cumc 538,500



**PLAYS**

| LTW | WTW | ARTIST/TITLE                        | GI (000) |
|-----|-----|-------------------------------------|----------|
| 51  | 61  | GARY ALLAN/The One                  | 23302    |
| 51  | 61  | ALAN JACKSON/Drive (For Daddy...)   | 21382    |
| 50  | 49  | STEVE AZARI/Don't Have To...        | 18718    |
| 48  | 47  | GEORGE STRAIT/Living And Lovin'...  | 17954    |
| 53  | 42  | BRAD PASLEY/It's A New Day          | 16044    |
| 41  | 39  | TRACY BRYD/In The Round             | 14516    |
| 36  | 38  | PHIL VASSAR/That's When I...        | 14516    |
| 36  | 38  | BROOKS & DUNN/My Heart Is Lost...   | 14516    |
| 48  | 38  | EMERSON DRIVE/Should Be Sleeping    | 14516    |
| 26  | 36  | DIAMOND RHO/Beautiful Mess          | 13752    |
| 29  | 33  | DARRYL WORLEY/Miss My Friend        | 12606    |
| 23  | 27  | JACKSON & STRAIT/Designated Driver  | 10314    |
| 23  | 27  | JACKSON & STRAIT/Designated Driver  | 10314    |
| 26  | 26  | MARTINA MCBRIDE/Beautiful Mess      | 9932     |
| 25  | 26  | GEORGE STRAIT/Run                   | 9520     |
| 19  | 24  | TIM MCGRAW/The Cowboy In Me         | 9168     |
| 51  | 22  | TOBY KEITH/Hey Lib                  | 8404     |
| 22  | 22  | RASCAL FLATTS/It's A New Day        | 8404     |
| 21  | 21  | COODER GRAM/Limo Estacado           | 8022     |
| 20  | 21  | DOIE CHICKS/Travelin' Soldier       | 7620     |
| 15  | 20  | KEVIN CHESNEY/Young                 | 7258     |
| 15  | 19  | TRAVIS TRITT/Modern Day Bonnie...   | 5730     |
| 15  | 19  | ALAN JACKSON/Where I Come From      | 5730     |
| 14  | 15  | BRAD PASLEY/It's A New Day          | 5348     |
| 14  | 14  | STEVE HOLY/Good Mornin'...          | 5348     |
| 14  | 14  | AARON TIPP/Were Stars And...        | 5348     |
| 14  | 14  | TOBY KEITH/Wanna Talk...            | 5348     |
| 13  | 13  | TRAVIS TRITT/Love Of A Woman        | 4966     |
| 13  | 13  | TRAVIS TRITT/Modern Day Bonnie...   | 4966     |
| 13  | 13  | TRAVIS TRITT/It's A Great Day...    | 4966     |
| 12  | 13  | SHEDYAS/Get Over Yourself           | 4966     |
| 12  | 12  | ALAN JACKSON/Where Were You         | 4966     |
| 12  | 12  | TRAVIS TRITT/It's A Great Day...    | 4140     |
| 8   | 12  | CHRIS CAGLE/Country...              | 4584     |
| 8   | 12  | G. JONES & G. BROOKS/Where...       | 4584     |
| 10  | 12  | BROOKS & DUNN/My Heart Is Lost...   | 4202     |
| 8   | 11  | NELSON & WOMACK/Mendozino County... | 4202     |
| 8   | 11  | MONTGOMERY GENTRY/She Couldn't...   | 4202     |
| 10  | 10  | JACKSON & STRAIT/Designated Driver  | 3820     |

### MARKET #5

**KSCS/Dallas-Ft. Worth**  
ABC  
(817) 640-1963  
James/Hut  
12+ Cumc 527,900



**PLAYS**

| LTW | WTW | ARTIST/TITLE                            | GI (000) |
|-----|-----|---|----------|
| 53  | 63  | BROOKS & DUNN/My Heart Is Lost...       | 16695    |
| 51  | 61  | GARY ALLAN/The One                      | 16075    |
| 52  | 50  | GEORGE STRAIT/Living And Lovin'...      | 15760    |
| 32  | 51  | DIAMOND RHO/Beautiful Mess              | 9765     |
| 32  | 50  | BRAD PASLEY/It's A New Day              | 9450     |
| 45  | 40  | ALAN JACKSON/Drive (For Daddy...)       | 9450     |
| 30  | 30  | STEVE AZARI/Don't Have To...            | 9450     |
| 31  | 29  | PHIL VASSAR/That's When I...            | 9135     |
| 32  | 29  | DARRYL WORLEY/Miss My Friend            | 8175     |
| 20  | 26  | KEVIN CHESNEY/Just Jesse                | 8175     |
| 20  | 26  | TRAVIS TRITT/Modern Day Bonnie...       | 6930     |
| 23  | 21  | BLAKE SHELTON/Just What I Do            | 6300     |
| 22  | 22  | GABRIEL NOLAN/Almost There              | 6300     |
| 20  | 20  | EMERSON DRIVE/Should Be Sleeping        | 6300     |
| 20  | 20  | PAT GREEN/Three Days                    | 6300     |
| 18  | 18  | TIM MCGRAW/The Cowboy In Me             | 5985     |
| 19  | 18  | PHIL VASSAR/That's When I...            | 5985     |
| 19  | 18  | RASCAL FLATTS/It's A New Day            | 5985     |
| 12  | 18  | TRACY BRYD/In The Round                 | 5875     |
| 12  | 18  | DIAMOND RHO/Beautiful Mess              | 5875     |
| 17  | 17  | MARTINA MCBRIDE/Beautiful Mess          | 5500     |
| 17  | 17  | MARIE SISTERS/Real Bad Mood             | 5500     |
| 16  | 17  | TOBY KEITH/Hey Lib                      | 5345     |
| 16  | 17  | KEVIN CHESNEY/Young                     | 5345     |
| 15  | 15  | TRAVIS TRITT/Modern Day Bonnie...       | 3485     |
| 15  | 15  | AARON TIPP/Were Stars And...            | 3150     |
| 8   | 10  | TOBY KEITH/Wanna Talk...                | 3150     |
| 9   | 9   | KEVIN CHESNEY/Young                     | 2835     |
| 9   | 9   | SONGY BOTTOM BOYS/Am A Man...           | 2835     |
| 6   | 9   | DARRYL WORLEY/Miss My Friend            | 2835     |
| 6   | 9   | DOIE CHICKS/Travelin' Soldier           | 2835     |
| 12  | 9   | MARIE SISTERS/Real Bad Mood             | 2835     |
| 13  | 8   | TOMMY SHANE STEINER/What If She's An... | 2520     |
| 13  | 8   | AARON TIPP/Were Stars And...            | 2520     |
| 13  | 8   | AARON TIPP/Were Stars And...            | 2520     |
| 8   | 8   | ALAN JACKSON/Where I Come From          | 2520     |
| 8   | 8   | DARRYL WORLEY/Miss My Friend            | 2520     |
| 8   | 8   | TRAVIS TRITT/It's A Great Day...        | 2520     |

### MARKET #6

**WYD/Philadelphia**  
Beasley  
(610) 667-9000  
McKay/Gray  
12+ Cumc 451,500



**PLAYS**

| LTW | WTW | ARTIST/TITLE                            | GI (000) |
|-----|-----|---|----------|
| 42  | 47  | STEVE AZARI/Don't Have To...            | 14053    |
| 47  | 41  | PHIL VASSAR/That's When I...            | 12259    |
| 40  | 37  | ALAN JACKSON/Drive (For Daddy...)       | 11063    |
| 28  | 28  | TOMMY SHANE STEINER/What If She's An... | 10465    |
| 26  | 25  | TRAVIS TRITT/Modern Day Bonnie...       | 10465    |
| 26  | 25  | GEORGE STRAIT/Living And Lovin'...      | 10166    |
| 47  | 34  | KEVIN CHESNEY/Young                     | 10166    |
| 24  | 33  | EMERSON DRIVE/Should Be Sleeping        | 9670     |
| 30  | 28  | TOBY KEITH/Hey Lib                      | 8960     |
| 18  | 24  | RASCAL FLATTS/It's A New Day            | 8960     |
| 22  | 22  | CAROLYN DAWN JHONSON/Don't Want You...  | 6578     |
| 21  | 21  | TAMMY COCHRAN/Cry                       | 6276     |
| 22  | 20  | LONESTAR/It's A New Day Goes By         | 5990     |
| 22  | 20  | NELSON & WOMACK/Mendozino County...     | 5990     |
| 21  | 18  | KELLIE COFFEY/When You Lie Next...      | 5382     |
| 21  | 17  | SHEDYAS/Get Over Yourself               | 5083     |
| 21  | 17  | TRICK POWY/Just What I Do               | 5083     |
| 47  | 15  | PHIL VASSAR/That's When I...            | 4485     |
| 15  | 15  | KEVIN CHESNEY/Young                     | 4485     |
| 15  | 15  | ANDY GRIGGS/Tonight I Wanna...          | 4485     |
| 14  | 15  | BRAD PASLEY/It's A New Day              | 4165     |
| 14  | 14  | TRAVIS TRITT/Love Of A Woman            | 3887     |
| 13  | 13  | BROOKS & DUNN/My Heart Is Lost...       | 3887     |
| 13  | 13  | DARRYL WORLEY/Miss My Friend            | 3887     |
| 13  | 13  | MARTINA MCBRIDE/Beautiful Mess          | 3298     |
| 11  | 13  | SHANNON LAWSON/Goodbye On A Bad Day     | 3298     |
| 10  | 10  | ANTHONY SMITH/That Ain't...             | 2990     |
| 11  | 10  | TRAVIS TRITT/Modern Day Bonnie...       | 2990     |
| 11  | 10  | TRAVIS TRITT/It's A Great Day...        | 2990     |
| 11  | 10  | TRAVIS TRITT/Best Of Intentions         | 2990     |
| 12  | 9   | BRAD PASLEY/It's A New Day              | 2691     |
| 12  | 9   | TRAVIS TRITT/Modern Day Bonnie...       | 2691     |
| 12  | 9   | TRAVIS TRITT/It's A Great Day...        | 2691     |
| 8   | 9   | AARON TIPP/Were Stars And...            | 2392     |
| 8   | 9   | STEVE HOLY/Good Mornin'...              | 2392     |
| 8   | 9   | MARTINA MCBRIDE/Beautiful Mess          | 2392     |
| 8   | 8   | TOBY KEITH/Wanna Talk...                | 2392     |
| 7   | 8   | BROOKS & DUNN/My Heart Is Lost...       | 2093     |
| 7   | 8   | DIAMOND RHO/One More Day                | 2093     |
| 6   | 7   | CHAD BROCKS/Travelin' Soldier           | 1794     |
| 6   | 7   | BROOKS & DUNN/My Heart Is Lost...       | 1794     |
| 6   | 7   | GEORGE STRAIT/Run                       | 1794     |
| 3   | 6   | FAITH HILL/There You'll Be              | 1794     |

### MARKET #7

**WMZQ/Washington, DC**  
Country  
(301) 231-8231  
Wyn/Anthony  
12+ Cumc 390,600



**PLAYS**

| LTW | WTW | ARTIST/TITLE                            | GI (000) |
|-----|-----|---|----------|
| 45  | 53  | TOBY KEITH/Hey Lib                      | 10123    |
| 49  | 40  | ALAN JACKSON/Drive (For Daddy...)       | 9520     |
| 43  | 50  | STEVE AZARI/Don't Have To...            | 8786     |
| 45  | 46  | TOMMY SHANE STEINER/What If She's An... | 8786     |
| 47  | 41  | RASCAL FLATTS/It's A New Day            | 8494     |
| 36  | 42  | STEVE HOLY/Good Mornin'...              | 8494     |
| 31  | 33  | EMERSON DRIVE/Should Be Sleeping        | 6303     |
| 31  | 32  | BRAD PASLEY/It's A New Day              | 6112     |
| 32  | 31  | TIM MCGRAW/When I Come From             | 6112     |
| 32  | 31  | GEORGE STRAIT/Living And Lovin'...      | 5921     |
| 30  | 31  | LONESTAR/It's A New Day Goes By         | 5730     |
| 35  | 30  | PHIL VASSAR/That's When I...            | 5730     |
| 22  | 22  | DOIE CHICKS/Travelin' Soldier           | 4911     |
| 22  | 22  | TRAVIS TRITT/Love Of A Woman            | 4911     |
| 19  | 22  | GARY ALLAN/The One                      | 3629     |
| 19  | 21  | MARTINA MCBRIDE/Beautiful Mess          | 3629     |
| 20  | 19  | TAMMY COCHRAN/Cry                       | 3629     |
| 19  | 21  | ALAN JACKSON/Where Were You             | 3247     |
| 15  | 17  | TRAVIS TRITT/Love Of A Woman            | 3247     |
| 15  | 17  | SARA EVANSH/Kiss Lookin' Like A...      | 3247     |
| 15  | 17  | BRAD PASLEY/It's A New Day              | 3056     |
| 15  | 17  | TRAVIS TRITT/Love Of A Woman            | 3056     |
| 17  | 14  | CAROLYN DAWN JHONSON/Don't Want You...  | 2674     |
| 13  | 14  | SHEDYAS/Get Over Yourself               | 2674     |
| 13  | 14  | NELSON & WOMACK/Mendozino County...     | 2483     |
| 13  | 13  | KEVIN CHESNEY/Young                     | 2483     |
| 12  | 13  | TRAVIS TRITT/Modern Day Bonnie...       | 2292     |
| 15  | 1   |   |          |



**KID KELLY**  
kkelly@ronline.com

## Image Is Everything

□ A painless way to find or enhance a station voice

**A**s you know, proper imaging is paramount for setting the vibe and attitude of a radio station. Aside from special effects and handiwork, there remains one element that can make or break that super piece of imaging your creative services person has agonized over: the voice.

There's a certain something about great inflection or a personality-filled read that separates the average from legendary. A great read has depth and manages to tell a story about your station. To find out more on how to match the proper voice talent to your station, I went to three experts: VoiceHunter.com President Adam Goodman, voiceover pro Sean Caldwell and air talent-turned-voiceover man Spyder Harrison.

I first spoke with Adam, who has held a variety of positions at radio stations from New York to Los Angeles before deciding to form his own company, which specializes in developing and matching voice talent with radio stations.

**R&R:** *Programmers rely on you for advice on how to pick their station voice. What do you look for when matching a voice to a station?*

**AG:** I want to get as much information about a station's "perfect" voice as possible, so I ask dozens of questions and then scour our database of more than 3,000 qualified voice talents that I feel will exceed the programmer's expectations.



Adam Goodman

**R&R:** *How can a PD get a good voice at a good price?*

**AG:** The key to all voice talents is to work within individual budgets to get the best voice for that price. Most voiceover talent work off a rate card. The key is to get off that rate card and price a deal that's right for the station. Find a quantity that's right for your station and you'll get a better price, as opposed to asking for unlimited rates. I'll often be able

to get the best price for a talent and get the deal a station wants because I know what each talent will and will not agree to.

**R&R:** *In your opinion, what type of voice is best for Hot AC and AC, and why?*

**AG:** My feeling is that the PD knows that better than us. The station has factors that I need to understand, such as tempo, the competition's sound, market history, copy style and how traditional or cutting edge the talent can be.

Hot AC stations these days seem to prefer to have the voiceover enhance the station's coolness factor. They gravitate toward X-games-type voices. Ryan Chase is a very popular voice for this type of approach. I also recommend Joe Cipriano (the voice of the Grammys), Chuck Riley, Chris Corley, Jennifer Vaughn and Sandy Thomas for other great Hot AC sounds.

Most ACs want to sound somewhat hip or large and credible. Beau Weaver works well for ACs that are looking for that hip read. He's the voice of Kidd Kraddick's syndicated show. I like Chuck Riley for the credible read. For the softer AC approach, Michael Bell is a Hollywood star who's ideal. Also strong are John Cramer [KVIL/Dallas], Randy Thomas [WNNL/Chicago] and Dick Ervasti, who is the voice of FOX Sports and one of the best AC reads I've ever heard.

**R&R:** *You mentioned "Hollywood star." Do you have access to other star power?*

**AG:** I had a deal with a station for George Clooney and a page of copy for \$40,000. Not a lot, if think about it.

**R&R:** *What are the common mistakes people make when selecting a station voice?*

**AG:** Thinking that other stations' voices are what you want. I suggest listening to tons of voiceover talents

and making a "what's best for your station" decision. Don't assume a male voice is the way to go. Hollywood uses more women for network promos in your demo than radio does. Keep in mind that there aren't just 30 voices for this format; there are thousands.

**R&R:** *Give us some tips you've picked up on writing for voice talent.*

**AG:** That is key. Many consultants suggest that we must pound the station's branding and imaging to death in the same slug line over and over. I don't want to disagree, but I strongly suggest that imaging be fun. Things need to be written in an entertaining way. There are ways to drive home a message without being boring or repetitive.



Sean Caldwell

### Talent Tips From A Creative Master

Sean Caldwell made stops in Detroit and Philadelphia during his radio career. Several years ago he rolled the dice and opened his own voiceover business. Caldwell's voice can now be heard on such ACs as K101 (Star 101.3)/San Francisco, WDVD/Detroit and KHM/Houston, among many others.

**R&R:** *What advice do you have for aspiring air talent, programmers or those who desire a career as a voiceover talent?*

**SC:** Practice your reads as often as possible and get very familiar with written copy as well. Learn the style and format you're best at and focus your efforts toward it. Know that you will not get rich or be ultra-successful in a short amount of time. There are thousands of people who are hoping for a few clients and are simply looking to make an extra \$5,000 a year. It's not going to be easy, and you'll face plenty of rejection along the way.

**R&R:** *What advice can you offer a PD who is looking to work smarter and not harder with a voice talent?*

**SC:** Provide as many details as you

## A Promising Newcomer

□ Eric Murphy's voiceover career is set to take off

Eric Murphy started his radio career at age 16 in Albuquerque and was an air talent and programmer in West Palm Beach, Cleveland and Portland, OR. He also did weekend swing in New York. In 1995 he joined RCA Records to do regional promotion, based out of Detroit. He currently serves as RCA's VP/Radio Promotion & Marketing. With a fresh exciting sound that cuts through, he could become the industry's next huge voiceover talent.



Eric Murphy

can, which will help the talent interpret a mood or style for a particular promo. Add direction for desired subtle nuances if possible. Plan well ahead when possible. Also, sending a station composite to your voiceover talent once or twice a year with examples of the completed imaging will help him or her to get a feel for how they are used and what mood and vibe the station projects.

**R&R:** *What should radio stations expect from their voiceover talent?*

**SC:** A quick turnaround, consistent sound, wide range or depth, Internet delivery, brainstorming or sharing of ideas, return e-mails or calls and a holiday card or gift at the end of the year.

### From Air Talent To Voiceover Star

Onetime air talent Spyder Harrison has rocked the mike at WHTZ (Z100)/New York, the former WHYT/Detroit and WHYI (Y-100)/Miami, just to name a few of the stations he's been at.

He also programmed stations in Orlando and New York before deciding to take his career into his own hands by entering the world of voiceover talents. He currently operates a successful voiceover company that does voice work for radio, TV, multimedia CDs and website platform. You've also heard Spyder's unique sound as the voice of *Backtrax USA*, hosted by yours truly.



Spyder Harrison

**R&R:** *You're a veteran air talent and a former PD. Tell us about the additional service you're willing to provide your voiceover clients, based on your previous programming experience.*

**SH:** I'm available to brainstorm with a PD. It's simple, but I feel it's a necessary added value these days. Many PDs are superbusy multitasking and are in sales meetings. They often don't have the time or the support to be creative. What makes my company unique is that I'm available to collaborate with PDs while they're writing the copy, and, at their suggestion, I'll offer ad-libs and other creative ideas. This makes

for a much stronger finished production. Since I'm also a former PD, I enjoy assisting programmers and love to see them succeed.

**R&R:** *What advice can you offer a PD who is looking to enhance or begin an affiliation with a voiceover talent?*

**SH:** Communication. Overload your voiceover talent with information by phone, fax, e-mail, IM or whatever. I remember when one of my clients first approached me about six years ago. They had a legendary talent on their station, whom I worship, but they felt that they weren't getting enough animation from his read. Hence, communication was lacking.

When the PD explained to me that they wanted the fun approach, I knew right from the start how to accomplish the station's goal. When a voiceover talent is confident about a PD's needs, he should be able to deliver what the PD wants. Of course, in my case, making sure to be very accessible makes the whole communication thing much easier.

### Decisions, Decisions

As noted earlier, there are literally thousands of available voiceover talents. From the legendary Joe Kelly to current PDs like Mike Preston and former PDs like Jay Beau Jones, the list is long, so it's virtually impossible to list all the potential choices in this particular column.

You should also note that there are exceptional voice talents listed in this week's Marketplace section of R&R. The most comprehensive voiceover list appears twice annually in the recently released R&R Directory.

Adam Goodman can be reached at 800-867-9532 or through his website at [www.voicehunter.com](http://www.voicehunter.com). Sean Caldwell can be reached at 813-926-1250 or via his website at [www.seancaldwell.com](http://www.seancaldwell.com). Spyder Harrison can be reached at [spyder@spydervo.com](mailto:spyder@spydervo.com) or 727-796-7420.

**"Hot AC stations these days seem to prefer to have the voiceover enhance the station's coolness factor. They gravitate toward X-games-type voices."**

Adam Goodman

### TALK BACK TO R&R!

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

Call me at 201-836-9333  
or e-mail:  
[kkelly@ronline.com](mailto:kkelly@ronline.com)



from the debut album *Humanistic*,  
on Extasy Records International

# abandoned pools



the remedy



the new single



**Debut 37\* Modern AC Monitor**

**Top 5 Most Added 3 Weeks In A Row!**

**Over 35 stations:**

**KYSR/Los Angeles**

**KRBZ/Kansas City**

**KSTE & KRSK/Portland**

**WSSR/Tampa - ADD**

**KPLZ/Seattle**

**KQMB & KENZ/SLC**

**WTMX/Chicago - ADD**

**WMBZ/Memphis**

**Tonight Show 6/5**

**Featured in ER - Dr. Green's Farewell  
50 Million Viewers**

**On Tour: Garbage Now - June • Lenny Kravitz July - September**

Produced by Paul Q. Holderle and Sean Slade, Co-produced by Tommy Walter / Mixed by Chris Lord-Alge / Management: Tony Ciullo/porthuman

©2002 Extasy Records International. Distributed by Warner Bros. Records, Inc. Warner Music Group, An AOL Time Warner Company

EXTASY RECORDS  
INTERNATIONAL



[www.abandonedpools.com](http://www.abandonedpools.com)

[www.extasyrecords.com](http://www.extasyrecords.com)





May 10, 2002

| LAST WEEK    | THIS WEEK | ARTIST TITLE LABEL(S)  | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|--------------|-----------|--|-------------|-----------|-------------------|----------------|----------------------|
| 1            | 1         | CELINE DION A New Day Has Come (Epic)                        | 2863        | +81       | 392646            | 13             | 120/0                |
| 2            | 2         | ENRIQUE IGLESIAS Hero (Interscope)                           | 2453        | -8        | 324545            | 29             | 119/0                |
| 3            | 3         | FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)  | 2426        | +56       | 313668            | 25             | 116/0                |
| 4            | 4         | MARC ANTHONY I Need You (Columbia)                           | 2091        | -67       | 287113            | 12             | 113/0                |
| 5            | 5         | LONESTAR I'm Already There (BNA)                             | 1962        | +63       | 248482            | 35             | 108/1                |
| 8            | 6         | MICHAEL BOLTON Only A Woman Like You (Jive)                  | 1740        | +26       | 203423            | 10             | 110/0                |
| 6            | 7         | ENYA Only Time (Reprise)                                     | 1666        | -112      | 203527            | 64             | 116/0                |
| 7            | 8         | MATCHBOX TWENTY If You're Gone (Lava/Atlantic)               | 1629        | -97       | 208190            | 71             | 110/0                |
| 9            | 9         | LEE ANN WOMACK I Hope You Dance (MCA/Universal)              | 1561        | +1        | 212638            | 74             | 116/0                |
| 11           | 10        | JO DEE MESSINA Bring On The Rain (Curb)                      | 1503        | -8        | 142788            | 13             | 104/2                |
| 10           | 11        | DIDO Thankyou (Arista)                                       | 1476        | -44       | 195227            | 60             | 108/0                |
| 12           | 12        | TRAIN Drops Of Jupiter (Tell Me) (Columbia)                  | 1344        | +28       | 201035            | 42             | 83/1                 |
| 15           | 13        | ENYA Wild Child (Reprise)                                    | 1113        | +100      | 134433            | 11             | 100/0                |
| 21           | 14        | JOSH GROBAN To Where You Are (143/Reprise)                   | 1106        | +292      | 144241            | 6              | 93/6                 |
| 17           | 15        | CAROLYN DAWN JOHNSON So Complicated (Arista)                 | 1106        | +210      | 107713            | 8              | 93/3                 |
| 16           | 16        | BONNIE RAITT I Can't Help You Now (Capitol)                  | 973         | +53       | 98984             | 7              | 97/4                 |
| 20           | 17        | LEANN RIMES Can't Fight The Moonlight (Curb)                 | 839         | +14       | 118018            | 27             | 35/0                 |
| 18           | 18        | ALL-4-ONE & JIM BRICKMAN Beautiful As U (AMC)                | 751         | -123      | 83441             | 7              | 79/2                 |
| 19           | 19        | ELTON JOHN This Train Don't Stop There... (Rocket/Universal) | 597         | -244      | 91265             | 15             | 78/0                 |
| 22           | 20        | PAUL MCCARTNEY Your Loving Flame (Capitol)                   | 507         | +52       | 63140             | 5              | 72/3                 |
| 25           | 21        | LUTHER VANDROSS I'd Rather (J)                               | 485         | +98       | 105640            | 7              | 67/4                 |
| 27           | 22        | MARILYN SCOTT Don't Let Love Get Away (Prana)                | 328         | +32       | 29373             | 9              | 55/1                 |
| —            | 23        | VANESSA CARLTON A Thousand Miles (A&M/Interscope)            | 315         | +89       | 80197             | 2              | 23/4                 |
| 26           | 24        | DANIEL DEBOURG I Need An Angel (DreamWorks)                  | 297         | -16       | 24841             | 10             | 48/2                 |
| 30           | 25        | BOYZ II MEN The Color Of Love (Arista)                       | 296         | +64       | 29676             | 2              | 49/5                 |
| 28           | 26        | CALLING Wherever You Will Go (RCA)                           | 276         | +8        | 70209             | 4              | 15/1                 |
| <b>Debut</b> | 27        | JIM BRICKMAN A Mother's Day (Windham Hill)                   | 266         | +36       | 26791             | 1              | 43/7                 |
| <b>Debut</b> | 28        | ENRIQUE IGLESIAS Escape (Interscope)                         | 260         | +30       | 84688             | 1              | 18/1                 |
| 23           | 29        | CHRIS ISAAK Let Me Down Easy (Reprise)                       | 256         | -167      | 22201             | 11             | 40/0                 |
| 24           | 30        | CHER Song For The Lonely (Warner Bros.)                      | 237         | -159      | 50690             | 16             | 31/0                 |

120 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 4/28/02-5/4/02. 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

**THE CORRS** Would You Be Happier (143/Lava/Atlantic)  
Total Plays: 219, Total Stations: 37, Adds: 1

**SHERYL CROW** Soak Up The Sun (A&M/Interscope)  
Total Plays: 196, Total Stations: 15, Adds: 3

**JENNIFER LOPEZ** Alive (Epic)  
Total Plays: 143, Total Stations: 43, Adds: 12

**NATALIE IMBRUGLIA** Wrong Impression (RCA)  
Total Plays: 112, Total Stations: 11, Adds: 1

**CAROLE KING** Monday Without You (Rockingale/Koch)  
Total Plays: 91, Total Stations: 18, Adds: 0

**DARYL HALL & JOHN OATES** Do It For Love (RCA)  
Total Plays: 84, Total Stations: 10, Adds: 1

**JADE ANDERSON** Sugarhigh (Columbia)  
Total Plays: 70, Total Stations: 15, Adds: 1

**GARTH BROOKS** When You Come Back To Me Again (Capitol)  
Total Plays: 64, Total Stations: 22, Adds: 8

Songs ranked by total plays

### Most Added.

www.rradds.com

| ARTIST TITLE LABEL(S)                                | ADDS |
|--|------|
| JENNIFER LOPEZ Alive (Epic)                          | 12   |
| BARRY MANILOW They Dance! (Concord)                  | 11   |
| VAN MORRISON Steal My Heart Away (Universal)         | 9    |
| GARTH BROOKS When You Come Back... (Capitol)         | 8    |
| STEELY Simple Girl (NFE)                             | 8    |
| LINDA EDER F/CARL ANDERSON How In... (Atlantic)      | 8    |
| JIM BRICKMAN A Mother's Day (Windham Hill)           | 7    |
| MICHAEL DAMIAN Shadows... (Modern Voices/Weir Bros.) | 7    |
| JOSH GROBAN To Where You Are (143/Reprise)           | 6    |
| JOHN MAYER No Such Thing (Aware/Columbia)            | 6    |

### Most Increased Plays

| ARTIST TITLE LABEL(S)                             | TOTAL PLAY INCREASE |
|---|---------------------|
| JOSH GROBAN To Where You Are (143/Reprise)        | +292                |
| CAROLYN DAWN JOHNSON So Complicated (Arista)      | +210                |
| LEANN RIMES I Need You (Curb)                     | +154                |
| S CLUB 7 Never Had A Dream... (A&M/Interscope)    | +136                |
| JENNIFER LOPEZ Alive (Epic)                       | +133                |
| ENYA Wild Child (Reprise)                         | +100                |
| LUTHER VANDROSS I'd Rather (J)                    | +98                 |
| VANESSA CARLTON A Thousand Miles (A&M/Interscope) | +89                 |
| CELINE DION A New Day Has Come (Epic)             | +81                 |
| SAVAGE GARDEN I Knew I Loved You (Columbia)       | +66                 |

### Most Played Recurrents

| ARTIST TITLE LABEL(S)                                  | TOTAL PLAYS |
|--|-------------|
| FAITH HILL There You'll Be (Warner Bros.)              | 1089        |
| SAVAGE GARDEN I Knew I Loved You (Columbia)            | 1038        |
| BACKSTREET BOYS Drowning (Jive)                        | 992         |
| UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)        | 930         |
| LEANN RIMES I Need You (Curb)                          | 927         |
| 'N SYNC This I Promise You (Jive)                      | 914         |
| FAITH HILL The Way You Love Me (Warner Bros.)          | 913         |
| O-TOWN All Or Nothing (J)                              | 840         |
| H. LEWIS & G. PALTROW Cruisin' (Hollywood)             | 813         |
| MARC ANTHONY You Sang To Me (Columbia)                 | 742         |
| CELINE DION That's The Way It Is (Epic)                | 739         |
| DIAMOND RIO One More Day (Arista)                      | 714         |
| S CLUB 7 Never Had A Dream... (A&M/Interscope)         | 700         |
| PHIL COLLINS You'll Be In My Heart (Hollywood)         | 688         |
| BBMAK Back Here (Hollywood)                            | 669         |
| J. BRICKMAN/REBECCA L. HOWARD Simple... (Windham Hill) | 637         |
| BACKSTREET BOYS Shape Of My Heart (Jive)               | 441         |
| THE CORRS Breathless (143/Lava/Atlantic)               | 412         |
| LIONEL RICHIE Angel (Island/DJMG)                      | 395         |
| BACKSTREET BOYS More Than That (Jive)                  | 394         |

# Barry Manilow

## New Single "They Dance"

On your desk now!!!

Early Believers:

KOSI WOBM WRMM KVLV KWAU WBBE  
KXLY WLRQ WGYL WFMK WMJY

Barry Manilow CBS TV Special:  
Saturday, May 18

5/17 Full hour with Barry on Larry King Live

Interviews: Extra, CNN Daily New, CBS Early Show, E! News Daily, KCBS, VH1, TV Guide Channel, ET, Access Hollywood, Tribune Media, TV Guide, Associated Press, Marilyn Beck, Scripps-Howard Syndicate

CONCORD RECORDS INC. Rebecca Risman 310/453-7776 rebeccar@concordrecords.com



On Tour Now!

America's Best Testing AC Songs 12+  
 For The Week Ending 5/10/02.

| Artist Title (Label)   | TW   | LW   | Familiarity | Burn | TD   | Familiarity | Burn |
|--|------|------|-------------|------|------|-------------|------|
| <b>CELINE DION</b> A New Day Has Come (Epic)                             | 4.20 | 4.13 | 93%         | 18%  | 4.23 | 93%         | 17%  |
| <b>FAITH HILL</b> There You'll Be (Warner Bros.)                         | 4.11 | 4.14 | 95%         | 28%  | 4.12 | 95%         | 27%  |
| <b>LONESTAR</b> I'm Already There (BNA)                                  | 4.10 | 4.00 | 95%         | 28%  | 4.20 | 95%         | 27%  |
| <b>JOSH GROBAN</b> To Where You Are (143/Reprise)                        | 4.07 | 4.01 | 52%         | 6%   | 4.16 | 52%         | 4%   |
| <b>LEE ANN WOMACK</b> I Hope You Dance (Universal)                       | 3.99 | 3.90 | 96%         | 40%  | 4.00 | 95%         | 39%  |
| <b>MATCHBOX TWENTY</b> If You're Gone (Lava/Atlantic)                    | 3.98 | 3.97 | 94%         | 36%  | 3.99 | 93%         | 37%  |
| <b>BACKSTREET BOYS</b> Drowning (Jive)                                   | 3.97 | 4.00 | 87%         | 26%  | 4.06 | 86%         | 25%  |
| <b>CALLING</b> Wherever You Will Go (RCA)                                | 3.97 | 3.92 | 66%         | 15%  | 4.13 | 63%         | 12%  |
| <b>MARC ANTHONY</b> I Need You (Columbia)                                | 3.94 | 3.84 | 83%         | 19%  | 4.06 | 86%         | 17%  |
| <b>ENYA</b> Only Time (Reprise)  | 3.93 | 3.91 | 93%         | 39%  | 4.01 | 93%         | 37%  |
| <b>FIVE FOR FIGHTING</b> Superman (It's Not Easy) (Aware/Columbia)       | 3.89 | 3.81 | 91%         | 27%  | 3.91 | 90%         | 29%  |
| <b>LEANN RIMES</b> Can't Fight The Moonlight (Curb)                      | 3.88 | 3.94 | 83%         | 20%  | 3.92 | 82%         | 16%  |
| <b>MICHAEL BOLTON</b> Only A Woman Like You (Jive)                       | 3.84 | 3.79 | 72%         | 14%  | 3.98 | 78%         | 13%  |
| <b>ALL-4-ONE</b> Beautiful As U (AMC)                                    | 3.81 | 3.59 | 51%         | 8%   | 3.84 | 54%         | 7%   |
| <b>ENRIQUE IGLESIAS</b> Hero (Interscope)                                | 3.80 | 3.80 | 95%         | 40%  | 3.87 | 93%         | 36%  |
| <b>LUTHER VANDROSS</b> I'd Rather (J)                                    | 3.72 | 3.72 | 51%         | 7%   | 3.85 | 54%         | 5%   |
| <b>CHRIS ISAAK</b> Let Me Down Easy (Reprise)                            | 3.69 | 3.75 | 63%         | 13%  | 3.71 | 64%         | 14%  |
| <b>JO DEE MESSINA</b> Bring On The Rain (Curb)                           | 3.67 | 3.72 | 71%         | 17%  | 3.70 | 71%         | 17%  |
| <b>CHER</b> Song For The Lonely (Warner Bros.)                           | 3.64 | 3.68 | 87%         | 25%  | 3.53 | 86%         | 25%  |
| <b>CAROLYN DAWN JOHNSON</b> Complicated (Arista)                         | 3.62 | 3.61 | 51%         | 11%  | 3.63 | 51%         | 10%  |
| <b>CORRS</b> Would You Be Happier (143/Lava/Atlantic)                    | 3.62 | -    | 38%         | 6%   | 3.56 | 37%         | 5%   |
| <b>ENYA</b> Wild Child (Reprise)   | 3.61 | 3.61 | 80%         | 27%  | 3.67 | 84%         | 29%  |
| <b>BOYZ II MEN</b> The Color Of Love (Arista)                            | 3.60 | -    | 45%         | 8%   | 3.60 | 49%         | 8%   |
| <b>TRAIN</b> Drops Of Jupiter (Tell Me) (Columbia)                       | 3.59 | 3.70 | 88%         | 37%  | 3.62 | 88%         | 35%  |
| <b>ELTON JOHN</b> This Train Don't Stop There Anymore (Rocket/Universal) | 3.52 | 3.62 | 83%         | 25%  | 3.47 | 83%         | 25%  |
| <b>BONNIE RAITT</b> I Can't Help You Now (Capitol)                       | 3.51 | 3.46 | 52%         | 10%  | 3.44 | 52%         | 10%  |
| <b>DANIEL DEBOURG</b> I Need An Angel (DreamWorks)                       | 3.50 | 3.55 | 49%         | 12%  | 3.61 | 51%         | 10%  |
| <b>DIDO</b> Thankyou (Arista)  | 3.40 | 3.57 | 91%         | 49%  | 3.44 | 89%         | 47%  |
| <b>PAUL MCCARTNEY</b> Your Loving Flame (Capitol)                        | 3.23 | 3.27 | 52%         | 15%  | 3.21 | 57%         | 16%  |

Total sample size is 241 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 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A Division of Premiere Radio Networks.

**Indicator**

**Most Added**

- JOHN MAYER** No Such Thing (Aware/Columbia)
- LINDA EDER F/CARL ANDERSON** How In The World (Atlantic)
- STEELY** Simple Girl (NFE)
- CAROLYN DAWN JOHNSON** So Complicated (Arista)
- JOSH GROBAN** To Where You Are (143/Reprise)
- VANESSA CARLTON** A Thousand Miles (A&M/Interscope)
- ENRIQUE IGLESIAS** Escape (Interscope)
- JENNIFER LOPEZ** Alive (Epic)
- 98 DEGREES** Why (Are We Still Friends) (Universal)
- JIM BRICKMAN** A Mother's Day (Windham Hill)
- MICHELLE BRANCH** All You Wanted (Maverick/WB)
- DARYL HALL & JOHN OATES** Do It For Love (RCA)
- JIMMY EAT WORLD** The Middle (DreamWorks)
- SHAKIRA** Underneath Your Clothes (Epic)
- MARC ANTHONY** I've Got You (Columbia)
- JIMMY BUFFETT** Savannah Fare You Well (Mailboat)
- FIVE FOR FIGHTING** Easy Tonight (Aware/Columbia)
- VAN MORRISON** Steal My Heart Away (Universal)

**Reporters**

|  |   |  |  |  |  |   |  |  |   |   |   |   |  |   |   |   |   |   |
|--|---|--|--|--|--|---|--|--|---|---|---|---|--|---|---|---|---|---|
| <b>WYJ/Albany, NY</b><br>OM: Michael Morgan<br>PD: Chris Holmberg<br>MD: Chad O'Hara<br>5 VANESSA CARLTON "Miles"<br>CALLIE "Wherever"<br>SHERYL CROW "Soak" | <b>WYJ/Boston, MA</b><br>PD: Don Kelley<br>APD: Candy O'Terry<br>MD: Mark Lawrence<br>No Adds | <b>WYJ/Dallas-Ft. Worth, TX</b><br>No Adds | <b>WYJ/Fredrick, MD</b><br>MD: Norman Henry Schmidt<br>EDER FANERSON "Woke"<br>5 DEGREES "Friends"<br>JOSH GROBAN "Where"<br>8 PAUL MccARTNEY "Wanted" | <b>WKYE/Johnstown, PA</b><br>MD: Jeff Kneel<br>MD: Brian Wolfe<br>7 HALL & OATES "Love"<br>SHERYL CROW "Soak"<br>8 PAUL MccARTNEY "Wanted" | <b>WYJ/Madison, TX</b><br>MD: Alex Daman<br>11 MARC ANTHONY "You"<br>11 SHAKIRA "Underneath"<br>11 SHERYL CROW "Soak"<br>8 PAUL MccARTNEY "Wanted"<br>8 JOHN MAYER "Such"<br>MICHAEL DAMIAN "Shadows"<br>EDER FANERSON "Woke"<br>SHERYL CROW "Soak"<br>VAN MORRISON "Steal"<br>STEELY "Simple" | <b>WYJ/Melbourne, FL</b><br>MD: Jeff Kneel<br>EDER FANERSON "Woke"<br>SHERYL CROW "Soak"<br>VAN MORRISON "Steal"<br>STEELY "Simple" | <b>WYJ/Memphis, TN</b><br>MD: Jerry Dean<br>PDMD: Kay Hanley<br>JENNIFER LOPEZ "Alive" | <b>WYJ/Providence, RI</b><br>MD: Tom Holt<br>MD: Tony Coles<br>MICHAEL DAMIAN "Shadows"<br>JOHN MAYER "Such"<br>VAN MORRISON "Steal" | <b>WYJ/Raleigh-Durham, NC</b><br>MD: Bob Brunson<br>MD: Dave Horn<br>DANIEL DEBOURG "Angel" | <b>WYJ/Reno, NV</b><br>MD: Dan Fritz<br>BOYZ II MEN "Color" | <b>WYJ/Richmond, VA</b><br>MD: Steve O'Brien<br>3 JOSH GROBAN "Where" | <b>WYJ/South Bend, IN</b><br>MD: Jim Roberts<br>8 ENRIQUE IGLESIAS "Escape" | <b>WYJ/Westchester, NY</b><br>MD: Mike Farrow<br>MD: Craig Thomas<br>MD: Jackie Brath<br>MD: Katy Hill | <b>WYJ/Wichita, KS</b><br>MD: Tom Cook<br>WMS/Walker Barre, PA<br>No Adds | <b>WYJ/Wilmington, DE</b><br>MD: Michael Wade<br>MD: Katy Hill<br>No Adds | <b>WYJ/Wilmington, NC</b><br>MD: Mike Farrow<br>MD: Craig Thomas<br>MD: Jackie Brath<br>MD: Katy Hill | <b>WYJ/Worcester, MA</b><br>MD: Steve Peck<br>MD: Jackie Brath<br>MD: Katy Hill | <b>WYJ/Wyoming, WY</b><br>MD: Steve Peck<br>MD: Jackie Brath<br>MD: Katy Hill |
|--|---|--|--|--|--|---|--|--|---|---|---|---|--|---|---|---|---|---|

\* Monitored Reporters  
 137 Total Reporters  
 120 Total Monitored  
 17 Total Indicator



**ON THE RECORD**  
With  
**Chris Taylor**  
PD, WMC-FM/Memphis



My favorite song on the air right now is "Hella Good" from No Doubt. It already has great potential in callout. When it's a sunny day and I'm driving around the city, I hear it on WMC, and I have to turn it up. It feels like a summer smash. At this point, "Wherever You Will Go" from The Calling is my

pick for song of the year. It still tests huge and shows no signs of fatigue. "How You Remind Me" by Nickelback and "Hero" from Enrique Iglesias are also two songs that are showing no signs of burn and continuing to test great. I stayed with Lifehouse's "Breathing," and now it's coming home. "Hanging by a Moment" from Lifehouse had not run its course when "Breathing" came out, but now it's following the lead set by "Hanging." Pink's "Don't Let Me Get Me" is a potential power for WMC. It gets solid requests and looks like the callout will come home.

**S**heryl Crow soaks up the plays! Crow's "Soak Up the Sun" (A&M/Interscope) leaps 7-5\*, scoring an additional 328 plays ... **Vanessa Carlton's** "A Thousand Miles" (A&M/Interscope) goes 8-7\* with an additional 165 plays ... **Jimmy Eat World's** "The Middle" (DreamWorks) continues to chomp on chart positions, moving 14-12\* with an additional 235 plays ... **Avril Lavigne's** "Complicated" (Arista) jumps from 21-18\*, up 183 plays ... **No Doubt's** "Hella Good" (Interscope) moves 27-25\*, up 182 plays ... Debuts: **Shakira's** "Underneath Your Clothes" (Epic), **The Corrs f/Bono's** "Till the Stars Go Blue" (143/Lava/Atlantic) and **Rubyhorse's** "Sparkle" (Island/IDJMG) ... At AC, kudos to Linde Thurman and Curb Records as **Jo Dee Messina** cracks the top 10 with "Bring on the Rain" ... **Josh Groban** makes another huge, Spider-Man-type leap, moving 21-14\* with "To Where You Are" (143/Reprise). It's up 292 plays! ... **Carolyn Dawn Johnson's** "So Complicated" (Arista) moves 17-15\* with 210 additional plays ... Debuting this week: **Enrique Iglesias' "Escape"** (Interscope), and, just in time for Mother's Day, **Jim Brickman** (Windham Hill) debuts at No. 27.

**AC/Hot AC**  
**ON THE RADIO**

— Kid Kelly, AC/Hot AC Editor

artist activity

ARTIST: **Shannon McNally**  
LABEL: **Capitol**

By **KID KELLY**/AC-HOT AC EDITOR



Shannon McNally

**Y**ou may recognize her from a VHI piece, from her photo in *Rolling Stone* or from appearances on *The Late Show With David Letterman* or *Late Night With Conan O'Brien*. The lady I'm referring to is Shannon McNally. McNally grew up in suburban New York — on Long Island's South Shore, to be exact. She's also spent a lot of time in Pennsylvania, Maine and California. She even spent an extended period abroad, in France.

All her travels appear to have created an interesting combination of dialects. If you heard some of the VHI audio, you may actually have gotten the feeling McNally has something of a Southern drawl. But, regardless of her speaking voice, it's the singing voice of this 27-year-old that will get you talking. In my opinion, McNally's vocal approach is kind of Sheryl Crow-ish or Bonnie Raitt-ish. Or maybe a combination of both, if you can imagine that, but with her own unique style, of course.

And even though this fresh somewhat-newcomer to the recording industry was actually an anthropology major in college, she says, "I've been chasing music my whole life. I was always attracted to music and performing. In school I even played the violin in third grade." And now it appears that a lifetime of passion has paid off. A few of the many great tunes from her Capitol debut album, *Jukebox Sparrow*, are "Down and

Dirty" (a Cajun feel), "I'll Always Be Around" (a salvelike, soothing feel), "Start All Over" and "Bury My Heart on the Jersey Shore." There are seven other solid, mood-evoking cuts as well.

Here's what a recent review from one of her local hometown newspapers — the *New York Post* — had to say: "When Shannon McNally left the comforts and security of home a few years back to travel west, then south, along the way she found the characters and stories for the songs she sings with understated energy and zero pretension. On *Jukebox Sparrow* McNally first shakes you with her smoky, sexy, I-just-woke-up voice. Then, after she has your full attention, she wows you with lyrics that dabble in escapism, rebellion and hard love. Although she's less loopy than Rickie Lee Jones and more articulate than Edie Brickell, McNally has qualities reminiscent of both."

I mentioned the Crow-Raitt feel earlier, but a Brickell-Jones cross also works. In any event, expect McNally, with her passionate and soulful blend of blues, R&B, folk and rock, to be playing soon in your CD player and at a radio station near you.

**TELL US WHAT YOU THINK!**

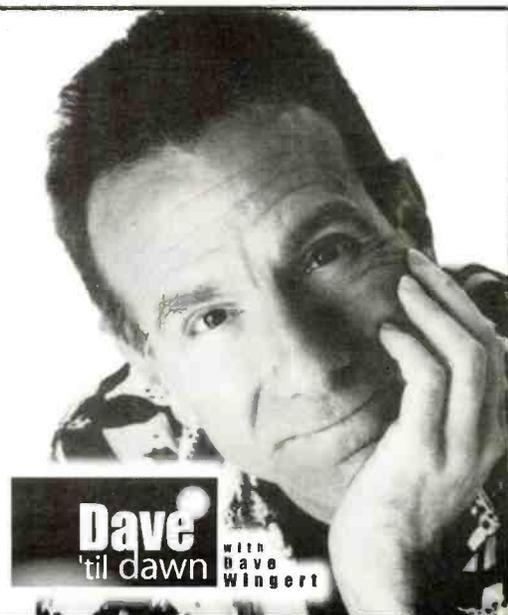
Share your opinion about this column — go to [www.ronline.com](http://www.ronline.com) and click the Message Boards button.

**AC's Overnight Success**

Dave Wingert's charismatic personality and loads of AC hits makes Dave 'til Dawn an overnight success, and the perfect lead-in to mornings. And it's why he's grown to over 80 affiliates in under a year.

**Dave 'til Dawn is an overnight success.**

Daypart Personalities 24 Hour Formats News & Talk Music Programming & Consulting Research & Prep  
**JONES RADIO NETWORKS**  
Seattle 800.426.9082



# R&R Hot AC Top 30

May 10, 2002



| LAST WEEK    | THIS WEEK | ARTIST TITLE LABEL(S)                                | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (G) | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|--------------|-----------|--|-------------|-----------|-----------------------|----------------|----------------------|
| 1            | 1         | CALLING Wherever You Will Go (RCA)                   | 3499        | -113      | 342755                | 33             | 89/0                 |
| 2            | 2         | NICKELBACK How You Remind Me (Roadrunner/IDJMG)      | 3205        | +29       | 325071                | 27             | 80/0                 |
| 4            | 3         | GOO GOO DOLLS Here Is Gone (Warner Bros.)            | 2946        | +91       | 308229                | 9              | 87/0                 |
| 3            | 4         | MICHELLE BRANCH All You Wanted (Maverick/WB)         | 2910        | +37       | 297125                | 17             | 82/0                 |
| 7            | 5         | SHERYL CROW Soak Up The Sun (A&M/Interscope)         | 2901        | +328      | 321495                | 11             | 86/0                 |
| 6            | 6         | PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)   | 2724        | +38       | 267306                | 15             | 74/0                 |
| 8            | 7         | VANESSA CARLTON A Thousand Miles (A&M/Interscope)    | 2553        | +165      | 260739                | 10             | 85/1                 |
| 5            | 8         | ALANIS MORISSETTE Hands Clean (Maverick/Reprise)     | 2499        | -214      | 247260                | 17             | 81/0                 |
| 9            | 9         | CREED My Sacrifice (Wind-up)                         | 2160        | -227      | 197528                | 26             | 76/0                 |
| 10           | 10        | JEWEL Standing Still (Atlantic)                      | 2077        | -93       | 205732                | 29             | 78/0                 |
| 12           | 11        | JOHN MAYER No Such Thing (Aware/Columbia)            | 2043        | +140      | 218713                | 12             | 81/3                 |
| 14           | 12        | JIMMY EAT WORLD The Middle (DreamWorks)              | 1996        | +235      | 214270                | 8              | 76/2                 |
| 11           | 13        | TRAIN Drops Of Jupiter (Tell Me) (Columbia)          | 1840        | -107      | 193156                | 61             | 83/0                 |
| 13           | 14        | LIFEHOUSE Hanging By A Moment (DreamWorks)           | 1790        | -61       | 195442                | 62             | 84/0                 |
| 17           | 15        | DEFAULT Wasting My Time (TVT)                        | 1620        | +85       | 146603                | 11             | 57/0                 |
| 16           | 16        | LINKIN PARK In The End (Warner Bros.)                | 1520        | -48       | 112094                | 13             | 35/0                 |
| 18           | 17        | LENNY KRAVITZ Stillness Of Heart (Virgin)            | 1327        | +31       | 131463                | 7              | 66/1                 |
| 21           | 18        | AVRIL LAVIGNE Complicated (Arista)                   | 1197        | +183      | 121367                | 4              | 61/1                 |
| 19           | 19        | PINK Get The Party Started (Arista)                  | 1180        | +12       | 119597                | 18             | 36/0                 |
| 24           | 20        | FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)      | 1062        | +90       | 96504                 | 8              | 69/1                 |
| 20           | 21        | CELINE DION A New Day Has Come (Epic)                | 954         | -67       | 88423                 | 11             | 45/1                 |
| 22           | 22        | TRAIN She's On Fire (Columbia)                       | 911         | -76       | 78861                 | 9              | 53/0                 |
| 26           | 23        | PINK Don't Let Me Get Me (Arista)                    | 909         | +121      | 70160                 | 3              | 31/4                 |
| 23           | 24        | KYLIE MINOGUE Can't Get You Out Of My Head (Capitol) | 856         | -117      | 59371                 | 8              | 42/0                 |
| 27           | 25        | NO DOUBT Hella Good (Interscope)                     | 847         | +182      | 94132                 | 2              | 34/8                 |
| 25           | 26        | NO DOUBT Hey Baby (Interscope)                       | 844         | -72       | 85896                 | 18             | 46/0                 |
| <b>Debut</b> | 27        | SHAKIRA Underneath Your Clothes (Epic)               | 760         | +192      | 55448                 | 1              | 40/3                 |
| 28           | 28        | CALLING Adrienne (RCA)                               | 759         | +118      | 87061                 | 2              | 58/3                 |
| <b>Debut</b> | 29        | RUBYHORSE Sparkle (Island/IDJMG)                     | 681         | +125      | 65216                 | 1              | 45/3                 |
| <b>Debut</b> | 30        | THE CORRS When The Stars Go Blue (143/Lava/Atlantic) | 661         | +128      | 66780                 | 1              | 41/3                 |

89 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 4/28/02-5/4/02. 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

**SENSE FIELD** Save Yourself (Netwerk)  
Total Plays: 610, Total Stations: 37, Adds: 0

**ENRIQUE IGLESIAS** Escape (Interscope)  
Total Plays: 589, Total Stations: 15, Adds: 0

**DISHWALLA** Somewhere In The Middle (Immergent)  
Total Plays: 584, Total Stations: 36, Adds: 3

**NICKELBACK** Too Bad (Roadrunner/IDJMG)  
Total Plays: 484, Total Stations: 25, Adds: 2

**MEREDITH BROOKS** Shine (Gold Circle)  
Total Plays: 442, Total Stations: 39, Adds: 6

**JACK JOHNSON** Flake (Enjoy/Universal)  
Total Plays: 399, Total Stations: 25, Adds: 2

**COURSE OF NATURE** Caught In The Sun (Lava/Atlantic)  
Total Plays: 356, Total Stations: 21, Adds: 4

**ABANDONED POOLS** Remedy (Extacy)  
Total Plays: 218, Total Stations: 22, Adds: 5

**AMANDA MARSHALL** Everybody's Got A Story (Columbia)  
Total Plays: 214, Total Stations: 23, Adds: 2

**ZOO STORY** Star (3.33 Music Group)  
Total Plays: 187, Total Stations: 19, Adds: 2

Songs ranked by total plays

## Most Added

www.rradds.com

| ARTIST TITLE LABEL(S)                                  | ADDS |
|--|------|
| DROPLINE Fly Away From Here (...Day) (143/Reprise)     | 24   |
| C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG) | 19   |
| NO DOUBT Hella Good (Interscope)                       | 8    |
| MEREDITH BROOKS Shine (Gold Circle)                    | 6    |
| FAMILIAR 48 The Question (MCA)                         | 6    |
| AURORA Dreaming (Groovilicious/Strictly Rhythm)        | 6    |
| ABANDONED POOLS Remedy (Extacy)                        | 5    |
| PINK Don't Let Me Get Me (Arista)                      | 4    |
| COURSE OF NATURE Caught In The Sun (Lava/Atlantic)     | 4    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                | TOTAL PLAY INCREASE |
|--|---------------------|
| SHERYL CROW Soak Up The Sun (A&M/Interscope)         | +328                |
| JIMMY EAT WORLD The Middle (DreamWorks)              | +235                |
| SHAKIRA Underneath Your Clothes (Epic)               | +192                |
| AVRIL LAVIGNE Complicated (Arista)                   | +183                |
| NO DOUBT Hella Good (Interscope)                     | +182                |
| VANESSA CARLTON A Thousand Miles (A&M/Interscope)    | +165                |
| JOHN MAYER No Such Thing (Aware/Columbia)            | +140                |
| THE CORRS When The Stars Go Blue (143/Lava/Atlantic) | +128                |
| RUBYHORSE Sparkle (Island/IDJMG)                     | +125                |

## Most Played Recurrents

| ARTIST TITLE LABEL(S)                           | TOTAL PLAYS |
|---|-------------|
| FIVE FOR FIGHTING Superman... (Aware/Columbia)  | 1559        |
| STAINED It's Been Awhile (Flip/Elektra/EEG)     | 1125        |
| DIDO Thankyou (Arista)                          | 1045        |
| DAVE MATTHEWS BAND The Space Between (RCA)      | 1008        |
| 3 DOORS DOWN Be Like That (Republic/Universal)  | 987         |
| DAVE MATTHEWS BAND Everyday (RCA)               | 971         |
| UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic) | 970         |
| INCUBUS Drive (Immortal/Epic)                   | 957         |
| MATCHBOX TWENTY If You're Gone (Lava/Atlantic)  | 913         |
| SUGAR RAY When It's Over (Lava/Atlantic)        | 903         |
| NELLY FURTADO I'm Like A Bird (DreamWorks)      | 783         |
| ENYA Only Time (Reprise)                        | 775         |
| U2 Beautiful Day (Interscope)                   | 773         |
| CREED With Arms Wide Open (Wind-up)             | 745         |
| SMASH MOUTH I'm A Believer (Interscope)         | 720         |
| LENNY KRAVITZ Again (Virgin)                    | 713         |
| U2 Stuck In A Moment... (Interscope)            | 702         |
| JOHN MELLENCAMP Peaceful World (Columbia)       | 661         |



# Shine Meredith Brooks

#4 MOST ADDED!

R&R New & Active!  
Monitor Debut 35\*

Audience Reach:  
10.5 Million!

New Adds: WVRV KIMN KRSK WMVX KLCA KSII  
Already On: WTMX KDMX KPLZ WSSR KSTE WQAL  
WVMX WKRQ KZZO KQMB WSNE WPTE  
KAMX WKZN WMC and many more!

The first single from the forthcoming album **Bad Bad One** Gold Circle

RateTheMusic.com  
BY MEDIABASE™

America's Best Testing Hot AC Songs 12+  
For The Week Ending 5/10/02.

| Artist Title (Label)  | TW   | LW   | Familiarity | Burn | TD   | Familiarity | Burn |
|---|------|------|-------------|------|------|-------------|------|
| JIMMY EAT WORLD The Middle (DreamWorks)                     | 4.18 | 4.25 | 84%         | 17%  | 4.13 | 84%         | 18%  |
| GOO GOO DOLLS Here Is Gone (Warner Bros.)                   | 4.17 | 4.24 | 87%         | 11%  | 4.10 | 90%         | 12%  |
| VANESSA CARLTON A Thousand Miles (A&M/Interscope)           | 4.09 | 4.08 | 78%         | 13%  | 3.95 | 77%         | 17%  |
| LIFHOUSE Breathing (DreamWorks)                             | 4.06 | 4.06 | 79%         | 16%  | 4.09 | 80%         | 16%  |
| JOHN MAYER No Such Thing (Aware/Columbia)                   | 4.05 | 3.99 | 57%         | 10%  | 3.98 | 61%         | 11%  |
| DEFAULT Wasting My Time (TVT)                               | 4.02 | 4.12 | 82%         | 21%  | 4.01 | 82%         | 20%  |
| MICHELLE BRANCH All You Wanted (Maverick/WB)                | 4.01 | 4.05 | 87%         | 21%  | 4.00 | 88%         | 23%  |
| THE CALLING Adrienne (RCA)                                  | 3.99 | -    | 43%         | 5%   | 3.92 | 47%         | 6%   |
| LIFHOUSE Hanging By A Moment (DreamWorks)                   | 3.97 | 4.03 | 97%         | 49%  | 4.00 | 98%         | 49%  |
| CALLING Wherever You Will Go (RCA)                          | 3.97 | 4.13 | 93%         | 40%  | 4.02 | 96%         | 39%  |
| LINKIN PARK In The End (Warner Bros.)                       | 3.94 | 4.00 | 95%         | 43%  | 3.92 | 95%         | 42%  |
| PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)          | 3.91 | 4.02 | 93%         | 36%  | 3.89 | 91%         | 36%  |
| NICKELBACK How You Remind Me (Roadrunner/IDJMG)             | 3.89 | 3.92 | 98%         | 54%  | 3.91 | 98%         | 56%  |
| 3 DOORS DOWN Be Like That (Republic/Universal)              | 3.83 | 3.86 | 93%         | 39%  | 3.87 | 93%         | 35%  |
| PINK Don't Let Me Get Me (Arista)                           | 3.83 | 3.89 | 84%         | 24%  | 3.80 | 85%         | 25%  |
| FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)             | 3.83 | 3.85 | 60%         | 14%  | 3.75 | 64%         | 16%  |
| TRAIN Drops Of Jupiter (Tell Me) (Columbia)                 | 3.78 | 3.85 | 97%         | 57%  | 3.83 | 98%         | 60%  |
| TRAIN She's On Fire (Columbia)                              | 3.75 | 3.78 | 63%         | 13%  | 3.76 | 66%         | 14%  |
| AVRIL LAVIGNE Complicated (Arista)                          | 3.73 | 3.70 | 34%         | 4%   | 3.71 | 39%         | 5%   |
| FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia) | 3.73 | 3.73 | 96%         | 49%  | 3.72 | 97%         | 52%  |
| ALANIS MORISSETTE Hands Clean (Maverick/Reprise)            | 3.67 | 3.76 | 91%         | 31%  | 3.72 | 95%         | 30%  |
| CREED My Sacrifice (Wind-up)                                | 3.61 | 3.60 | 98%         | 56%  | 3.52 | 99%         | 59%  |
| SHERYL CROW Soak Up The Sun (A&M/Interscope)                | 3.60 | 3.62 | 79%         | 21%  | 3.47 | 82%         | 26%  |
| JEWEL Standing Still (Atlantic)                             | 3.55 | 3.63 | 91%         | 42%  | 3.55 | 95%         | 43%  |
| SHAKIRA Underneath Your Clothes (Epic)                      | 3.48 | -    | 80%         | 26%  | 3.35 | 79%         | 31%  |
| LENNY KRAVITZ Stillness Of Heart (Virgin)                   | 3.30 | 3.42 | 59%         | 18%  | 3.33 | 61%         | 19%  |
| NO DOUBT Hey Baby (Interscope)                              | 3.19 | 3.29 | 97%         | 61%  | 3.25 | 98%         | 59%  |
| KYLIE MINOUGE Can't Get You Out Of My Head (Capitol)        | 3.18 | 3.27 | 84%         | 44%  | 3.11 | 87%         | 47%  |
| CELINE DION A New Day Has Come (Epic)                       | 2.98 | 3.10 | 74%         | 30%  | 3.00 | 78%         | 31%  |

Total sample size is 728 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 4818/77-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premier Radio Networks.

**Indicator**

**Most Added**

- AVRIL LAVIGNE Complicated (Arista)
- ALANIS MORISSETTE Hands Clean (Maverick/Reprise)
- SHAKIRA Underneath Your Clothes (Epic)
- RUBYHORSE Sparkle (Island/IDJMG)
- NO DOUBT Hella Good (Interscope)
- THE CORRS When The Stars Go Blue (143/Lava/Atlantic)
- ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
- PET SHOP BOYS Home And Dry (Sanctuary/SRG)
- CRAIG DAVID Walking Away (Wildstar/Atlantic)
- DROPLINE Fly Away From Here (...Day) (143/Reprise)
- FAMILIAR 48 The Question (MCA)
- JARS OF CLAY Fly (Essential/Silvertone)
- OZZY OSBOURNE Dreamer (Epic)
- TRANSMATIC Blind Spot (Immortal/Virgin)

**PLEASE SEND YOUR PHOTOS**

R&R wants your best snapshots (color or black & white).

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

R&R c/o Mike Davis:  
10100 Santa Monica Blvd., 3rd Floor,  
Los Angeles, CA 90067

**Reporters**

|  |  |   |   |   |  |   |  |  |  |
|--|--|---|---|---|--|---|--|--|--|
| <b>WKDD/Akron, OH *</b><br>PD: Keith Kennedy<br>MD: Lynn Kelly<br>1 PINK "Don't Let Me Get Me"<br>2 JARVIS "48 Question"<br>3 SHAGGY "Underneath"                        | <b>WTSS/Rutland, NY *</b><br>PD: Sue O'Hall<br>MD: Rob Lucas<br>1 AVRIL LAVIGNE "Complicated"<br>2 SHAGGY "Underneath"                                   | <b>WOGL/Cleveland, OH *</b><br>PD: Bob Guck<br>MD: Rebecca Wilde<br>1 JIMMY EAT WORLD "Middle"                                | <b>WKW/Elmira, NY</b><br>OMPD: Bob Guck<br>ASANTH "Foolish"   | <b>WWSI/Indianapolis, IN *</b><br>OMPD: Greg Durbin<br>MD: Jim Cerone<br>No Adds  | <b>KSTP/Minneapolis, MN *</b><br>OM: Leighton Peck<br>MD: Jill Roen<br>5 JOHN MAYER "Such"   | <b>WOMX/Olando, FL *</b><br>VPP/Prog: John Roberts<br>APD: Jeff Cushman<br>MD: Laura Francis<br>No Adds                                       | <b>WRAL/Raleigh-Durham, NC *</b><br>OMPD: Joe West<br>Fornicola<br>MD: Jim Kelly   | <b>KOMR/Salt Lake City, UT *</b><br>OM: Alan Hagan<br>PD: Mike Neilson<br>APD/MC: J.J. Riley<br>1 ABANDONED POOLS "Remedy"<br>1 UNWRITTEN LAW "Red"<br>1 KROGER & SCOTT "Hero" | <b>WSSR/Tampa, FL *</b><br>OM: Jeff Kagan<br>MD: Kristy Knight<br>1 ABANDONED POOLS "Remedy"<br>1 UNWRITTEN LAW "Red"<br>1 KROGER & SCOTT "Hero"               |
| <b>WRVX/Albany, NY *</b><br>PD: Randy McCarter<br>THE CORRS "Blue"<br>DROPLINE "Away"  | <b>WZL/Canton, OH *</b><br>OM: Greg Cassidy<br>MD: Morgan Taylor<br>6 NO DOUBT "Hella"<br>1 AVRIL LAVIGNE "Complicated"<br>1 AVRIL LAVIGNE "Complicated" | <b>WVUS/Colorado Springs, CO *</b><br>PD: Kevin Callahan<br>APD/MC: Andy Carlisle<br>KROGER & SCOTT "Hero"<br>DROPLINE "Away" | <b>KSIV/Peña, TX *</b><br>OMPD: Courtney Nelson<br>APD/MC: ER Molino<br>1 MEREKTH BROOKS "Shine"  | <b>WZPL/Indianapolis, IN *</b><br>PD: Scott Sands<br>MD: Don Decker<br>31 KROGER & SCOTT "Hero"<br>1 COURSE OF NATURE "Sun"<br>1 NOEL "Back"        | <b>KOSO/Modesto, CA *</b><br>PD: Max Miller<br>MD: Donna Miller<br>MD: Darren McPeake<br>11 DROPLINE "Away"<br>8 KROGER & SCOTT "Hero"<br>1 "311" "Amen" | <b>KBBY/Danvers, CA *</b><br>OMPD: Mark Elliott<br>MD: Darren McPeake<br>6 NO DOUBT "Hella"<br>1 KROGER & SCOTT "Hero"<br>CALLING "Adrienne"  | <b>WRVY/Reading, PA *</b><br>OMPD: Al Burke<br>MD: Gina Hart<br>KROGER & SCOTT "Hero"<br>DROPLINE "Away"   | <b>KFMR/San Diego, CA *</b><br>VPP/Prog: Tracy Johnson<br>APD: Jim Sewell<br>KROGER & SCOTT "Hero"   | <b>WWW/Toledo, OH *</b><br>OM: Tim Roberts<br>PD: Ron Finn<br>APD/MC: Steve Marshall<br>1 MARCH ANTHONY "Get"<br>NO DOUBT "Hella"                              |
| <b>XPEK/Albuquerque, NM *</b><br>OM: Bill May<br>MD: Mike Parsons<br>APD: Jeffery Barreiras<br>1 COURSE OF NATURE "Sun"<br>1 FAMILIAR 48 "Question"<br>1 DROPLINE "Away" | <b>WCDO/Cape Cod, MA</b><br>OM: Tom Cassidy<br>MD: Cheryl Park<br>8 AVRIL LAVIGNE "Complicated"  | <b>WBNS/Columbus, OH *</b><br>PD: Jeff Ballentine<br>MD: Robin Cole<br>KROGER & SCOTT "Hero"                                  | <b>WKEF/Kansas City, KS *</b><br>OMPD: Mike Kaplan<br>APD: Andy West<br>MD: Todd Violette<br>5 "KISS" "Red"<br>2 KROGER & SCOTT "Hero"<br>1 DROPLINE "Away" | <b>WHTG/Monmouth-Ocean, NJ *</b><br>OMPD: Dan Smith<br>MD: Brian Zimory<br>7 BOX CAR RACER "Yes"<br>1 BROOKLYN ROYS "Red"<br>FAMILIAR 48 "Question" | <b>WLCE/Philadelphia, PA *</b><br>MD: Brian Bridgman<br>MD: Danny Wright<br>No Adds  | <b>KLCA/Reno, NV *</b><br>PD: Carlos Campos<br>MD: Gina Hart<br>MD: Bill Shalesper<br>KROGER & SCOTT "Hero"<br>DROPLINE "Away"                | <b>KLLC/San Francisco, CA *</b><br>PD: John Peake<br>6 OUTERSTAR "Round"<br>5 DISHWALLA "Maddie"<br>1 MEREKTH BROOKS "Shine"<br>DROPLINE "Away"<br>UNWRITTEN LAW "Red" | <b>KZZZ/Tucson, AZ *</b><br>PD: Candy Edwards<br>APD/MC: Leslie Lott<br>No Adds  | <b>KEZR/San Jose, CA *</b><br>PD: Jim Murphy<br>APD/MC: Michael Martinez<br>6 NO DOUBT "Hella"<br>5 PINK "Don't"<br>1 SHAGGY "Underneath"<br>1 DROPLINE "Away" |
| <b>KMXS/Anchorage, AK</b><br>PD: Rony Lennox<br>MD: Monica Thomas<br>AVRIL LAVIGNE "Complicated"   | <b>WQAG/Danbury, CT</b><br>PD: Bill Troia<br>MD: Sharon Kelly<br>12 CRAIG DAVID "Away"<br>10 OZZY OSBOURNE "Dreamer"                                     | <b>WMEF/Ft. Wayne, IN *</b><br>PD: John O'Rourke<br>MD: Bloomer<br>No Adds  | <b>KMXB/Las Vegas, NV *</b><br>OM: Cal Thomas<br>APD/MC: Charesse Fruge<br>23 KROGER & SCOTT "Hero"<br>DROPLINE "Away"                                      | <b>WJLK/Monmouth-Ocean, NJ *</b><br>PD: Jeff Rafter<br>APD/MC: Chaz Henderson<br>CALLING "Adrienne"<br>THE CORRS "Blue"<br>DISHWALLA "Maddie"       | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNEV/Reno, NV *</b><br>PD: Danny Farrell<br>MD: Bill Shalesper<br>ABANDONED POOLS "Remedy"<br>ASANTH "Foolish"<br>CRAIG DAVID "Away"       | <b>KRUZ/Santa Barbara, CA</b><br>ALANIS MORISSETTE "Clean"   | <b>KWVQ/Reno, NV *</b><br>PD: Ron Price<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles"                               | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   |
| <b>KAMX/Austin, TX *</b><br>PD: Jim Robinson<br>MD: City Custer<br>No Adds   | <b>WQIQ/Dayton, OH *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>No Adds  | <b>WMLX/Lexington-Fayette, KY *</b><br>PD: Jill Meyer<br>1 MARCH ANTHONY "Get"<br>LENNY KRAVITZ "Heart"                       | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>KCOU/Monterey-Salinas, CA *</b><br>APD: Mawerlich<br>1 PET SHOP BOYS "Home"<br>1 JARS OF CLAY "Fly"<br>2 AVRIL LAVIGNE "Complicated"             | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>KLY/Bakersfield, CA *</b><br>PD: J. Tyler<br>APD: Erik Fox<br>1 AVRIL LAVIGNE "Complicated"<br>1 UNWRITTEN LAW "Red"  | <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"<br>7 VANESSA CARLTON "Miles" | <b>KWVW/West Palm Beach, FL *</b><br>PD: Russ Morley<br>MD: Dave Brewster<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   |
| <b>WVTV/Grand Rapids, MI *</b><br>OMPD: Jeff Andrews<br>APD: Ken Evans<br>CALLING "Adrienne"<br>COURSE OF NATURE "Sun"<br>DROPLINE "Away"                                | <b>KALC/Denver-Boulder, CO *</b><br>OM: Mike Stern<br>PD: Tom Glandrup<br>APD/MC: Glandrup<br>No Adds  | <b>KURB/Little Rock, AR *</b><br>PD: Randy Cain<br>APD: Aaron Anthony<br>DROPLINE "Away"                                      | <b>KALZ/Fresno, CA *</b><br>PD: E. Curtis Johnson<br>KROGER & SCOTT "Hero"  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds  | <b>WVWX/Philadelphia, PA *</b><br>MD: Trent Edwards<br>No Adds   | <b>KNVQ/Reno, NV *</b><br>PD: Panama<br>MD: Heather Combs<br>1 AVRIL LAVIGNE "Complicated"<br>11 DROPLINE "Away"                              |  |  |  |

# Hot AC Playlists

**MARKET #1**

**WJPL/New York**  
ABC  
(212) 613-8000  
Shannon/Mazzaro  
12• Cume 2,288,860



**PLAYS**

| LW | TW | ARTIST/TITLE                       | GI    | (898) |
|----|----|------------------------------------|-------|-------|
| 40 | 47 | SHERYL CROW/Soak Up The Sun        | 43005 |       |
| 42 | 46 | VANESSA CARLTON/Thousand Miles     | 42050 |       |
| 43 | 44 | MICHELLE BRANCH/How You Remind Me  | 42050 |       |
| 44 | 44 | MICHELLE BRANCH/How You Remind Me  | 42050 |       |
| 44 | 43 | PUDDLE OF MUDD/Blurry              | 38445 |       |
| 44 | 43 | PUDDLE OF MUDD/Blurry              | 38450 |       |
| 43 | 48 | GOO GOO DOLLS/Here Is Gone         | 36660 |       |
| 43 | 48 | CALLING/Wherever You Will Go       | 36660 |       |
| 43 | 47 | LIFEHOUSE/Hanging By A Moment      | 33655 |       |
| 43 | 47 | LIFEHOUSE/Hanging By A Moment      | 30195 |       |
| 43 | 47 | DAVE MATTHEWS BAND/Everyday        | 25525 |       |
| 43 | 47 | DAVE MATTHEWS BAND/Everyday        | 25520 |       |
| 30 | 27 | LENNY KRAVITZ/Dig In               | 24705 |       |
| 30 | 27 | LENNY KRAVITZ/Dig In               | 24705 |       |
| 28 | 24 | JOHN MELLENCAMP/Peaches World      | 23770 |       |
| 28 | 24 | SARAH MCLACHLAN/Beautiful Day      | 21950 |       |
| 20 | 24 | CELINE DION/New Day Has Come       | 21950 |       |
| 18 | 23 | JOHN MAYER/No Such Thing           | 21045 |       |
| 18 | 23 | JOHN MAYER/No Such Thing           | 21045 |       |
| 18 | 23 | DAVE MATTHEWS BAND/Everyday        | 20620 |       |
| 17 | 21 | LENNY KRAVITZ/Silence Of Heart     | 19215 |       |
| 17 | 21 | ALANIS MORISSETTE/Hands Clean      | 18215 |       |
| 17 | 21 | CALLING/Adrienne                   | 18215 |       |
| 22 | 19 | LENNY KRAVITZ/Complicated          | 17375 |       |
| 15 | 15 | JEWEL/Standing Still               | 13725 |       |
| 13 | 14 | NICKELBACK/If I Am A Believer      | 12810 |       |
| 13 | 14 | SMASH MOUTH/In A Believer          | 12810 |       |
| 13 | 14 | DEFAULT/Wasting My Time            | 11895 |       |
| 13 | 14 | DEFAULT/Thankyou                   | 11895 |       |
| 13 | 14 | THE CORPORS/When The Stars Go...   | 11895 |       |
| 13 | 13 | EVAN AND JARON/Crazy For This Girl | 11895 |       |

**MARKET #2**

**KYSR/Los Angeles**  
Clear Channel  
(818) 955-7000  
Kaye/Sellers  
12• Cume 1,119,590



**PLAYS**

| LW | TW | ARTIST/TITLE                      | GI    | (898) |
|----|----|-----------------------------------|-------|-------|
| 83 | 81 | NO DOUBT/Hells Good               | 35154 |       |
| 82 | 77 | MICHELLE BRANCH/How You Remind Me | 33815 |       |
| 81 | 76 | SHERYL CROW/Soak Up The Sun       | 31875 |       |
| 60 | 69 | JOHN MAYER/No Such Thing          | 29945 |       |
| 26 | 61 | DAVE MATTHEWS BAND/Everyday       | 26474 |       |
| 46 | 56 | JIMMY EAT WORLD/The Middle        | 24304 |       |
| 42 | 54 | TRAVIS/Drop                       | 21265 |       |
| 40 | 43 | TRAVIS/Drop                       | 19864 |       |
| 41 | 41 | VANESSA CARLTON/Thousand Miles    | 17794 |       |
| 25 | 23 | DAVE MATTHEWS BAND/Everyday       | 15624 |       |
| 4  | 29 | A ZZY OSBORN/You're A Mean One    | 12586 |       |
| 23 | 27 | EDDIE VEDDER/You've Got To...     | 11710 |       |
| 25 | 21 | DRINKING THE RAIN From...         | 11710 |       |
| 26 | 25 | AVRIL LAVIGNE/Complicated         | 11284 |       |
| 26 | 23 | RUBYROSE/Spacely                  | 9982  |       |
| 23 | 23 | CALLING/Wherever You Will Go      | 9982  |       |
| 25 | 22 | KROGER/Wherever You Will Go       | 9548  |       |
| 14 | 22 | COLDPLAY/Trouble                  | 9548  |       |
| 12 | 19 | U2/Beautiful Day                  | 8246  |       |
| 28 | 19 | FIVE FIVE FIGHTING/Every Tonight  | 7812  |       |
| 21 | 17 | LENNY KRAVITZ/Complicated         | 7378  |       |
| 17 | 17 | ABANDONED POOLS/Remedy            | 7378  |       |
| 17 | 17 | ZERO 7/Days                       | 7378  |       |
| 29 | 18 | BAREWARE/LODS/Princh Me           | 6440  |       |
| 18 | 18 | LIFEHOUSE/Hanging By A Moment     | 6944  |       |
| 14 | 15 | CALLING/Adrienne                  | 6510  |       |
| 34 | 15 | ALANIS MORISSETTE/Hands Clean     | 6510  |       |
| 15 | 15 | TRAVIS/Drop Of Jupiter            | 6510  |       |

**MARKET #3**

**WTMV/Chicago**  
Bonnevill  
(616) 555-1019  
Kaye/Sellers  
12• Cume 776,900



**PLAYS**

| LW | TW | ARTIST/TITLE                          | GI    | (898) |
|----|----|---------------------------------------|-------|-------|
| 51 | 53 | GOO GOO DOLLS/Here Is Gone            | 18020 |       |
| 50 | 48 | ALANIS MORISSETTE/Hands Clean         | 16320 |       |
| 49 | 47 | JIMMY EAT WORLD/The Middle            | 15840 |       |
| 47 | 47 | TRAVIS/Drop                           | 14620 |       |
| 43 | 43 | TRAVIS/Drop                           | 14620 |       |
| 43 | 43 | SHERYL CROW/Soak Up The Sun           | 14620 |       |
| 41 | 42 | JOHN MAYER/No Such Thing              | 12480 |       |
| 41 | 41 | JEWEL/Standing Still                  | 13940 |       |
| 41 | 41 | DAVE MATTHEWS BAND/Everyday           | 13940 |       |
| 22 | 25 | SENSE FIELDS/Save Yourself            | 8500  |       |
| 22 | 25 | PETE DINKOVSKI/Condition              | 8500  |       |
| 22 | 22 | MO'NIE/We Are All Made...             | 7480  |       |
| 22 | 22 | MANANA (MAYBE I'll Be) Here/It Got... | 7480  |       |
| 22 | 19 | RUBYROSE/Spacely                      | 6480  |       |
| 22 | 19 | MEREDITH BROOKS/Shine                 | 6120  |       |
| 22 | 19 | CALLING/Wherever You Will Go          | 6120  |       |
| 16 | 17 | U2/Beautiful Day                      | 5780  |       |
| 16 | 17 | BETTER THAN EZRA/Extra Ordinary       | 5440  |       |
| 15 | 16 | THE CORPORS/When The Stars Go...      | 5440  |       |
| 15 | 16 | STANIM/Drop Of Jupiter                | 5440  |       |
| 14 | 14 | NINE DAYS/Absolutely...               | 4760  |       |
| 13 | 14 | CALLING/Wherever You Will Go          | 4760  |       |
| 12 | 14 | MICHELLE BRANCH/How You Remind Me     | 4760  |       |
| 14 | 14 | 3 DOORS DOWN/Be Like That             | 4760  |       |
| 14 | 14 | PUDDLE OF MUDD/Blurry                 | 4760  |       |
| 13 | 13 | JOHN MELLENCAMP/Peaches World         | 4420  |       |
| 10 | 12 | MICHELLE BRANCH/How You Remind Me     | 4420  |       |
| 14 | 12 | LENNY KRAVITZ/Silence Of Heart        | 4080  |       |

**MARKET #4**

**KLLC/San Francisco**  
Infinity  
(415) 765-4000  
Parker  
12• Cume 676,700



**PLAYS**

| LW | TW | ARTIST/TITLE                      | GI    | (898) |
|----|----|-----------------------------------|-------|-------|
| 58 | 58 | PIINK/Get The Party...            | 15138 |       |
| 51 | 51 | LENNY KRAVITZ/Complicated         | 14677 |       |
| 52 | 56 | NICKELBACK/How You Remind Me      | 14616 |       |
| 53 | 53 | NO DOUBT/Hey Baby                 | 13833 |       |
| 30 | 30 | JEWEL/Standing Still              | 13050 |       |
| 28 | 28 | FATHEADS/Don't Let Me Be This Way | 9120  |       |
| 32 | 35 | GOO GOO DOLLS/Here Is Gone        | 9120  |       |
| 30 | 33 | ALANIS MORISSETTE/Hands Clean     | 8613  |       |
| 34 | 33 | SHERYL CROW/Soak Up The Sun       | 8613  |       |
| 28 | 32 | NICKELBACK/How You Remind Me      | 8613  |       |
| 16 | 32 | VANESSA CARLTON/Thousand Miles    | 8352  |       |
| 31 | 31 | MICHELLE BRANCH/How You Remind Me | 8029  |       |
| 31 | 31 | SHAKIRA/Whenever You Hear...      | 8091  |       |
| 29 | 29 | SHAKIRA/Whenever You Hear...      | 7569  |       |
| 29 | 29 | INDIA ARIE/Hello                  | 7569  |       |
| 30 | 27 | LINON PARKIN/The End              | 7047  |       |
| 28 | 28 | LENNY KRAVITZ/Silence Of Heart    | 6786  |       |
| 26 | 24 | CREDITY/Sacrifice                 | 6242  |       |
| 22 | 22 | PHANTOM PLAIN/California          | 5742  |       |
| 15 | 18 | MO'NIE/We Are All Made...         | 4913  |       |
| 15 | 18 | DAVE MATTHEWS BAND/Everyday       | 4913  |       |
| 17 | 15 | LIFEHOUSE/Hanging By A Moment     | 3954  |       |
| 15 | 15 | SENSE FIELDS/Save Yourself        | 3915  |       |
| 12 | 14 | NICKELBACK/How You Remind Me      | 3815  |       |
| 12 | 14 | LIFEHOUSE/Hanging By A Moment     | 3815  |       |
| 12 | 14 | NELLY FURTADO/In A Believer       | 3815  |       |
| 13 | 13 | FIVE FIVE FIGHTING/Every Tonight  | 3383  |       |
| 1  | 13 | NO DOUBT/Hells Good               | 3393  |       |
| 1  | 13 | JIMMY EAT WORLD/The Middle        | 3393  |       |
| 1  | 13 | THE CORPORS/When The Stars Go...  | 3393  |       |
| 1  | 13 | LENNY KRAVITZ/Complicated         | 2871  |       |

**MARKET #5**

**KOMX/Dallas-Ft. Worth**  
Clear Channel  
(817) 819-1019  
McClain/Thomas  
12• Cume 651,860



**PLAYS**

| LW | TW | ARTIST/TITLE                       | GI   | (898) |
|----|----|------------------------------------|------|-------|
| 36 | 38 | NICKELBACK/How You Remind Me       | 6194 |       |
| 36 | 38 | NICKELBACK/How You Remind Me       | 6021 |       |
| 34 | 36 | MICHELLE BRANCH/How You Remind Me  | 5965 |       |
| 33 | 35 | 3 DOORS DOWN/Be Like That          | 5780 |       |
| 27 | 27 | PIINK/Get The Party...             | 4401 |       |
| 24 | 26 | BRUSQUA/Whenever You Hear...       | 4238 |       |
| 25 | 25 | TRAVIS/Drop Of Jupiter...          | 4075 |       |
| 32 | 24 | LIFEHOUSE/Hanging By A Moment      | 3912 |       |
| 32 | 24 | ENRIQUE IGLESIAS/Escape            | 3912 |       |
| 26 | 23 | SMASH MOUTH/In A Believer          | 3749 |       |
| 20 | 20 | MADONNA/I Don't Tell Me            | 3269 |       |
| 21 | 19 | VANESSA CARLTON/Thousand Miles     | 3060 |       |
| 19 | 19 | JOHN MAYER/No Such Thing           | 3097 |       |
| 19 | 19 | SHERYL CROW/Soak Up The Sun        | 3097 |       |
| 19 | 19 | AVRIL LAVIGNE/Complicated          | 2434 |       |
| 16 | 16 | EVAN AND JARON/Crazy For This Girl | 2384 |       |
| 16 | 17 | CREDITY/Sacrifice                  | 2771 |       |
| 17 | 17 | THE CORPORS/When The Stars Go...   | 2771 |       |
| 17 | 17 | GOO GOO DOLLS/Here Is Gone         | 2771 |       |
| 12 | 15 | DIDD/Thankyou                      | 2425 |       |
| 13 | 15 | PUDDLE OF MUDD/Blurry              | 2118 |       |
| 14 | 13 | MEREDITH BROOKS/Shine              | 1956 |       |
| 10 | 12 | MICHELLE BRANCH/How You Remind Me  | 1956 |       |
| 13 | 12 | DISHWALLA/Somewhere In...          | 1856 |       |
| 12 | 12 | NELLY FURTADO/In A Believer        | 1630 |       |
| 12 | 12 | MICHELLE BRANCH/How You Remind Me  | 1630 |       |
| 13 | 10 | RUBYROSE/Spacely                   | 1630 |       |
| 13 | 10 | JIMMY EAT WORLD/The Middle         | 1630 |       |
| 11 | 11 | THE CORPORS/When The Stars Go...   | 1467 |       |
| 9  | 9  | LENNY KRAVITZ/Complicated          | 1467 |       |

**MARKET #6**

**WLCE/Philadelphia**  
Clear Channel  
(610) 688-5700  
Bridgman/Wright  
12• Cume 528,790



**PLAYS**

| LW | TW | ARTIST/TITLE                          | GI   | (898) |
|----|----|---------------------------------------|------|-------|
| 41 | 41 | FIVE FIVE FIGHTING/Superman (It's...) | 7093 |       |
| 40 | 41 | TRAVIS/Drop Of Jupiter...             | 7093 |       |
| 41 | 41 | UNCLE KRACKEP/Follow Me               | 6920 |       |
| 41 | 41 | JEWEL/Standing Still                  | 6920 |       |
| 33 | 33 | PUDDLE OF MUDD/Blurry                 | 5709 |       |
| 32 | 32 | MICHELLE BRANCH/How You Remind Me     | 5536 |       |
| 32 | 32 | CALLING/Wherever You Will Go          | 5536 |       |
| 32 | 32 | NICKELBACK/How You Remind Me          | 5536 |       |
| 32 | 32 | CREDITY/Sacrifice                     | 5536 |       |
| 30 | 30 | GOO GOO DOLLS/Here Is Gone            | 5536 |       |
| 29 | 29 | STANIM/Drop Of Jupiter...             | 5017 |       |
| 29 | 29 | DAVE MATTHEWS BAND/Everyday           | 4920 |       |
| 24 | 24 | SMASH MOUTH/In A Believer             | 4152 |       |
| 17 | 17 | VANESSA CARLTON/Thousand Miles        | 2941 |       |
| 15 | 15 | NELLY FURTADO/In A Believer           | 2941 |       |
| 15 | 15 | SUGAR RAY/When It's Over              | 2941 |       |
| 16 | 14 | LIFEHOUSE/Hanging By A Moment         | 2422 |       |
| 13 | 13 | DIDD/Thankyou                         | 2249 |       |
| 12 | 12 | INCUBUS/Drive                         | 2076 |       |
| 12 | 12 | ENYA/Day Time                         | 2076 |       |
| 11 | 11 | DEFAULT/Wasting My Time               | 1903 |       |
| 11 | 11 | SHERYL CROW/Soak Up The Sun           | 1903 |       |
| 11 | 11 | MATCHBOX TWENTY/In A Believer         | 1903 |       |
| 12 | 9  | CREDITY/Sacrifice                     | 1857 |       |
| 9  | 9  | PHIL COLLINS/You'll Be In My...       | 1058 |       |
| 5  | 5  | SAVAGE GARDEN/Know I Loved You        | 836  |       |
| 5  | 5  | JOHN JOVITA/It's Gonna Be Me          | 836  |       |
| 4  | 4  | LENNY KRAVITZ/Again                   | 692  |       |
| 4  | 4  | NINE DAYS/Absolutely...               | 692  |       |
| 1  | 1  | JOHN MAYER/No Such Thing              | 173  |       |

**MARKET #6**

**WWJX/Philadelphia**  
Greater Media  
(610) 771-0033  
Edwards/Sellers  
12• Cume 410,580



**PLAYS**

| LW | TW | ARTIST/TITLE                          | GI   | (898) |
|----|----|---------------------------------------|------|-------|
| 49 | 49 | MATCHBOX TWENTY/In A Believer         | 6272 |       |
| 48 | 48 | CALLING/Wherever You Will Go          | 6144 |       |
| 48 | 48 | FIVE FIVE FIGHTING/Superman (It's...) | 6144 |       |
| 48 | 48 | TRAVIS/Drop Of Jupiter...             | 5888 |       |
| 45 | 45 | DIDD/Thankyou                         | 5760 |       |
| 44 | 44 | SUGAR RAY/When It's Over              | 5632 |       |
| 44 | 44 | ALICIA KEYS/Fallin'                   | 4480 |       |
| 34 | 34 | JEWEL/Standing Still                  | 4352 |       |
| 33 | 33 | CELINE DION/New Day Has Come          | 4224 |       |
| 32 | 32 | LENNY KRAVITZ/Silence Of Heart        | 4096 |       |
| 24 | 24 | NELLY FURTADO/In A Believer           | 3072 |       |
| 24 | 24 | U2/Beautiful Day                      | 3072 |       |
| 24 | 24 | N SYNC/It's Gonna Be Me               | 2944 |       |
| 24 | 24 | MADONNA/I Don't Tell Me               | 2944 |       |
| 23 | 23 | UNCLE KRACKEP/Follow Me               | 2944 |       |
| 23 | 23 | BLI CAITLIN LHM 'Em Up Style...       | 2944 |       |
| 22 | 22 | INCUBUS/Drive                         | 2944 |       |
| 22 | 22 | MADONNA/I Don't Tell Me               | 2616 |       |
| 22 | 22 | AT/Come On The World...               | 2616 |       |
| 22 | 22 | SHAGGY/In A Believer                  | 2616 |       |
| 22 | 22 | ALANIS MORISSETTE/Hands Clean         | 2616 |       |
| 22 | 22 | ENRIQUE IGLESIAS/Escape               | 2688 |       |
| 21 | 21 | FAITH HILL/The Way You Love Me        | 2688 |       |
| 19 | 19 | JANET JACKSON/Control                 | 2560 |       |
| 19 | 19 | WINK DOLY/You're My Best Friend       | 2560 |       |
| 19 | 19 | CREDITY/Sacrifice                     | 2560 |       |
| 19 | 19 | LENNY KRAVITZ/Again                   | 2422 |       |
| 15 | 15 | NINE DAYS/Absolutely...               | 1920 |       |
| 7  | 7  | JOHN MAYER/No Such Thing              | 698  |       |

**MARKET #7**

**WRXQ/Washington, DC**  
ABC  
(202) 696-3100  
Kosbar/Pariser  
12• Cume 460,580



**PLAYS**

| LW | TW | ARTIST/TITLE                          | GI    | (898) |
|----|----|---------------------------------------|-------|-------|
| 43 | 47 | DAVE MATTHEWS BAND/The Space Between  | 10763 |       |
| 45 | 45 | FIVE FIVE FIGHTING/Superman (It's...) | 10305 |       |
| 44 | 44 | NICKELBACK/How You Remind Me          | 10076 |       |
| 43 | 43 | LENNY KRAVITZ/Complicated             | 9847  |       |
| 43 | 43 | CALLING/Wherever You Will Go          | 9847  |       |
| 42 | 42 | TRAVIS/Drop Of Jupiter...             | 9618  |       |
| 24 | 24 | STANIM/Drop Of Jupiter...             | 9584  |       |
| 24 | 24 | LENNY KRAVITZ/Complicated             | 9584  |       |
| 26 | 25 | SHERYL CROW/Soak Up The Sun           | 5725  |       |
| 25 | 25 | VANESSA CARLTON/Thousand Miles        | 5725  |       |
| 24 | 24 | CELINE DION/New Day Has Come          | 5445  |       |
| 24 | 24 | JIMMY EAT WORLD/The Middle            | 5287  |       |
| 23 | 23 | ALANIS MORISSETTE/Hands Clean         | 5287  |       |
| 20 | 20 | U2/Beautiful Day                      | 5287  |       |
| 20 | 20 | MICHELLE BRANCH/How You Remind Me     | 4909  |       |
| 11 | 21 | DAVE MATTHEWS BAND/Everyday           | 4809  |       |
| 26 | 21 | GOO GOO DOLLS/Here Is Gone            | 4809  |       |
| 20 | 20 | LIFEHOUSE/Hanging By A Moment         | 4580  |       |
| 20 | 20 | CREDITY/Sacrifice                     | 4580  |       |
| 20 | 20 | 3 DOORS DOWN/Be Like That             | 4580  |       |
| 13 | 15 | NELLY FURTADO/In A Believer           | 4455  |       |
| 11 | 15 | ENY/Day Time                          | 4455  |       |
| 11 | 15 | ENY/Day Time                          | 4455  |       |
| 12 | 14 | ENRIQUE IGLESIAS/Escape               | 3206  |       |
| 13 | 13 | SMASH MOUTH/In A Believer             | 2977  |       |
| 13 | 13 | TRAVIS/Drop Of Jupiter...             | 2977  |       |



**CAROL ARCHER**  
archer@rronline.com

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

# The Biggest Comeback Since Lazarus

□ Steve Williams uses callout scores for music scheduling at KJCD/Denver

**W**ishing to return to the East Coast, Steve Williams resigned last May following three years as Station Manager at Entercom's KSSJ/Sacramento. Then, after fielding several offers — including one from Jefferson-Pilot's KJCD/Denver — he became PD of Clear Channel's heritage Urban AC WDAS/Philadelphia, a post he held for six months, until the position was consolidated in December of 2001. Within weeks he was firmly enconced as PD at KJCD. "Everyone says they're glad I'm back in the format," Williams says, "and so am I."

It's an understatement to say the Smooth Jazz family is happy to have Williams back. When Smooth Jazz loses a programmer — like Williams, KJJS PD Lee Hansen or WJZZ/Atlanta PD Nick Francis — who helped shape the format and contributed greatly to its ratings accomplishments, everyone feels the blow. And when such programmers return to the fold, as these three have, there is jubilation in the ranks.

## Scheduling And Scores

Now that he's back, Williams is pushing the envelope again — just as he has throughout a long and illustrious Smooth Jazz career — by rethinking music research, music scheduling and more. He must be doing something right, because in the winter book, his first at the station, KJCD ranked sixth 25-54 and fifth 35-64.

"The very first thing I did after setting up my e-mail address was cut the size of the library by 20%," Williams says. "In the process of going through the research and picking tunes that weren't in and should have been, I had then-MD Marty Lenz put research scores into the Selector database so we could sort music based on the results of our previous music tests.

"That made it very easy to identify the songs that needed to be in the library. The ones at the bottom of the list had to come out immediately. It's not commonly used, but this is a very powerful function of the Selector program. It's not just another category.

"This is how it works: You go into the database and tag all the

songs that are active, which, in the case of a Smooth Jazz station, is about 1,000 titles. About half of those are on the air; the other half are resting. You can sort your library based on a variety of parameters, such as title, category, ID or tempo.

"Sorting by test scores is an efficient way to clean up the library, but the research data has to be entered first. It's possible to enter scores from your last four tests, and, ideally, they should be included, because that allows you to analyze the information in different ways."

## Recruiting For Research

Aside from KIFM/San Diego and KJCD, few Smooth Jazz stations conduct callout research on an ongoing basis (WQCD/New York tried it for a time but eventually dropped the practice). Conventional wisdom holds that callout is impractical in this format for a couple of reasons, most notably because listeners have difficulty identifying the instrumentals that comprise better than half of all SJ programming and because of the tremendous challenge of regularly recruiting fresh P1s who are familiar enough with the music to form opinions about it. Williams addresses both concerns.

"Research is certainly a component of any station's success, whether or not it's a music format," he says. "With callout, you have to understand how it works and how to utilize it, because you utilize callout differently than auditorium tests. But I've seen callout work at WDAS in Philly and here. In some cases you test a song in an auditorium test, and then it

tests differently in your next callout cycle."

Bruce Fohr's Scottsdale, AZ-based Fohr Media Research recruits KJCD's callout participants and conducts the callout sessions. Williams says it is a tough job recruiting subjects, because Smooth Jazz is already a smaller universe than other formats, and it's a struggle not to repeat the same participants over the course of a year. "But once you've got that down," he says, "the next step is interpretation.

**"Just because you get a low test score based on unfamiliarity doesn't mean a song did poorly. Usually it means the song needs more exposure, but sometimes it means the song is a stiff."**

"I get current callout reports every two weeks. I make a point to include slots for songs we're not playing yet but are considering, such as Jill Scott, Alicia Keys or the new Take 6. If they show signs of life over two cycles, that usually means we should be play-



**THE GANG'S ALL HERE**

Please check local TV listings to confirm the time for airing of the third annual Smooth Jazz Awards Show on BET on May 26. Seen here backstage after the gala event are (l-r) KSBR/Mission Viejo, CA host Judy Davila; R&R's Carol Archer; Warner Bros. artist Steve Cole; and Just Koz Entertainment Pres. Hyman Katz.

ing them. That was the case with Jill Scott's 'A Long Walk,' for example, which came back positive, so we put it on the air.

"One report is a read on a song's momentum, and another is its raw score based on how people are voting. Often songs that are at the top of the 'potential' list are in the middle or at the bottom of the raw score list, usually because of lack of exposure.

"Which leads me to another thing about Smooth Jazz: Typically, in other formats, about 90% of the songs on their playlists are also being played by other stations in the market. But that's rare for us, so we must be very careful not to misread the information. For instance, just because you get a low score based on high unfamiliarity doesn't mean the song did poorly. Usually it means that the song needs more exposure, but sometimes it means the song is a stiff. All the factors should be weighed before you add a song based on callout."

## Scores May Be Skewed

"Callout is skewed in the sense that it samples just Smooth Jazz P1s," Williams continues. "And a fact of this format, even in Denver, is that P1s are typically African Americans and more passionate about the music than Caucasians, Asians or Hispanics.

"But I want any and all information I can get to make music decisions, even if it's skewed. It's important to get a balance, because you want to mirror your target, but in many cases it's so difficult to strike the right ethnic balance that there may be an overabundance of African Americans in the test.

"This may not be the case every time, but, then again, it may when you're struggling to get people in the test. Even so, you are getting information about the music you're playing from people who listen to your station. As far as I'm concerned, it's all good, even if

you have to take it with a grain of salt, as with all research. I'll never refuse an opportunity to learn more about our listeners, even if the data is not pure, as opponents of callout say."

**"Since we test P1s, it's no surprise that vocals aren't among their favorite songs."**

Williams says that callout hasn't changed his thinking so much as it's reinforced what he already knows; not surprising when one considers the length and breadth of his Smooth Jazz career. "Through the years I've had a chance to discover and analyze so much about the format," he says. "Since we test P1s, it's no surprise that vocals aren't among their favorite songs. Because those people are P1s, they hear vocals a lot. Vocals cut through, and they burn more quickly than instrumentals as a result. But we already know that vocals cycle through faster."

*Next week: Williams discusses music choices and challenges traditional thinking about Smooth Jazz's "relaxing" positioner.*

## 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

May 10, 2002

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)                                 | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (90) | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|----------------------|
| 3         | 1         | JEFF GOLUB Cut The Cake (GRP/VMG)                     | 849         | +94       | 134594                 | 12             | 42/0                 |
| 1         | 2         | DAVID BENOIT Snap! (GRP/VMG)                          | 841         | -28       | 121622                 | 17             | 41/0                 |
| 2         | 3         | GREGG KARUKAS Night Shift (N-Coded)                   | 804         | -10       | 113425                 | 23             | 37/0                 |
| 6         | 4         | JIMMY SOMMERS Lowdown (Higher Octave)                 | 709         | +109      | 110922                 | 15             | 38/0                 |
| 5         | 5         | PIECES OF A DREAM Night Vision (Heads Up)             | 648         | 0         | 81450                  | 21             | 33/0                 |
| 7         | 6         | ALFONZO BLACKWELL Funky Shuffle (Shanachie)           | 580         | +45       | 86397                  | 19             | 37/0                 |
| 4         | 7         | MARC ANTOINE On The Strip (GRP/VMG)                   | 575         | -86       | 91966                  | 21             | 32/0                 |
| 8         | 8         | KIRK WHALUM I Try (Warner Bros.)                      | 495         | -40       | 55252                  | 15             | 27/0                 |
| 17        | 9         | NORAH JONES Don't Know Why (Blue Note/Capitol)        | 484         | +86       | 52459                  | 3              | 34/0                 |
| 11        | 10        | PETER WHITE Bueno Funk (Columbia)                     | 475         | +35       | 72408                  | 8              | 40/2                 |
| 9         | 11        | CELINE DION A New Day Has Come (Epic)                 | 475         | +9        | 56660                  | 11             | 34/2                 |
| 10        | 12        | BOZ SCAGGS Miss Riddle (Virgin)                       | 470         | +15       | 40424                  | 10             | 31/0                 |
| 12        | 13        | CRAIG CHAQUICO Luminosa (Higher Octave)               | 464         | +32       | 66800                  | 4              | 40/0                 |
| 13        | 14        | BONEY JAMES RPM (Warner Bros.)                        | 438         | +7        | 68982                  | 5              | 37/0                 |
| 15        | 15        | RICHARD ELLIOT Shotgun (GRP/VMG)                      | 422         | +20       | 61147                  | 9              | 35/0                 |
| 14        | 16        | STEVE COLE So Into You (Atlantic)                     | 410         | -4        | 72818                  | 8              | 38/1                 |
| 16        | 17        | ERIC MARIENTHAL Lefty's Lounge (Peak)                 | 401         | -1        | 40386                  | 17             | 32/0                 |
| 19        | 18        | BRAXTON BROTHERS Whenever I See You (Peak)            | 380         | +60       | 52275                  | 5              | 35/1                 |
| 18        | 19        | JOYCE COOLING Daddy-O (GRP/VMG)                       | 375         | +9        | 52827                  | 6              | 36/0                 |
| 25        | 20        | DOWN TO THE BONE Electra Glide (GRP/VMG)              | 285         | +86       | 38679                  | 2              | 28/2                 |
| 21        | 21        | DAVID LANZ That Smile (Decca)                         | 267         | +39       | 25078                  | 8              | 24/1                 |
| 24        | 22        | ENYA Only Time (Reprise)                              | 225         | +9        | 17320                  | 10             | 14/1                 |
| 22        | 23        | SPYRO GYRA Feelin' Fine (Heads Up)                    | 224         | -4        | 46646                  | 16             | 19/0                 |
| 23        | 24        | KEVIN TONEY Passion Dance (Shanachie)                 | 222         | 0         | 38029                  | 8              | 21/1                 |
| Debut     | 25        | KIM WATERS In The House (Shanachie)                   | 211         | +95       | 28380                  | 1              | 26/6                 |
| 20        | 26        | LEE RITENOUR W/GERALD ALBRIGHT Jammin' (GRP/VMG)      | 189         | -76       | 25344                  | 20             | 18/0                 |
| 28        | 27        | CHRIS BOTTI Through An Open Window (Columbia)         | 184         | +20       | 15751                  | 3              | 18/1                 |
| 27        | 28        | E. HARP F/B. BROMBERG Rock With You (Native Language) | 181         | -4        | 33270                  | 12             | 16/0                 |
| 26        | 29        | ALICIA KEYS Fallin' (J)                               | 178         | -10       | 22863                  | 19             | 13/0                 |
| 29        | 30        | SHILTS Your Place Or Mine (Higher Octave)             | 151         | +6        | 25978                  | 2              | 11/0                 |

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 4/28/02-5/4/02. 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

**ACDUSTIC ALCHEMY** Tuff Puzzle (Higher Octave)  
Total Plays: 141, Total Stations: 13, Adds: 0

**DIANA KRALL** S'Wonderful (Verve/VMG)  
Total Plays: 141, Total Stations: 10, Adds: 0

**KEN NAVARRO** So Fine (Shanachie)  
Total Plays: 134, Total Stations: 15, Adds: 1

**WILL DOWNING** I Can't Help It (GRP/VMG)  
Total Plays: 107, Total Stations: 7, Adds: 1

**JOE SAMPLE X** Marks The Spot (PRA/GRP/VMG)  
Total Plays: 104, Total Stations: 26, Adds: 18

**WARREN HILL** September Morning (Narada)  
Total Plays: 71, Total Stations: 7, Adds: 0

**BRIAN CULBERTSON** Without Your Love (Warner Bros.)  
Total Plays: 65, Total Stations: 17, Adds: 9

**BLAKE AARON** Overjoyed (Innervision)  
Total Plays: 52, Total Stations: 8, Adds: 0

**LUTHER VANDROSS** I'd Rather (J)  
Total Plays: 50, Total Stations: 4, Adds: 1

**VICTOR FIELDS** Walk On By (Regina)  
Total Plays: 38, Total Stations: 4, Adds: 4

Songs ranked by total plays

## Most Added

| ARTIST TITLE LABEL(S)                             | ADDS |
|---|------|
| JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)         | 18   |
| BRIAN CULBERTSON Without Your Love (Warner Bros.) | 9    |
| KIM WATERS In The House (Shanachie)               | 6    |
| 3RD FORCE I Believe In You (Higher Octave)        | 6    |
| PAUL HARDCASTLE Desire (Trippin' 'n Rhythm)       | 4    |
| TURNING POINT Estrella (A440 Music Group)         | 4    |
| VICTOR FIELDS Walk On By (Regina)                 | 4    |
| PETER WHITE Bueno Funk (Columbia)                 | 2    |
| CELINE DION A New Day Has Come (Epic)             | 2    |
| DOWN TO THE BONE Electra Glide (GRP/VMG)          | 2    |
| CLUB 1600 Tease (N-Coded)                         | 2    |
| PAUL ROZMUS No, No, No...OK! (Face 2 Face)        | 2    |
| GREG ADAMS Roadhouse (Ripa)                       | 2    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                             | TOTAL PLAY INCREASE |
|---|---------------------|
| JIMMY SOMMERS Lowdown (Higher Octave)             | +109                |
| JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)         | +97                 |
| KIM WATERS In The House (Shanachie)               | +95                 |
| JEFF GOLUB Cut The Cake (GRP/VMG)                 | +94                 |
| NORAH JONES Don't Know Why (Blue Note/Capitol)    | +86                 |
| DOWN TO THE BONE Electra Glide (GRP/VMG)          | +86                 |
| BRAXTON BROTHERS Whenever I See You (Peak)        | +60                 |
| BRIAN CULBERTSON Without Your Love (Warner Bros.) | +50                 |
| ALFONZO BLACKWELL Funky Shuffle (Shanachie)       | +45                 |
| DAVID LANZ That Smile (Decca)                     | +39                 |

## Most Played Recurrents

| ARTIST TITLE LABEL(S)                           | TOTAL PLAYS |
|---|-------------|
| CHUCK LOEB Pocket Change (Shanachie)            | 304         |
| LARRY CARLTON Deep Into It (Warner Bros.)       | 285         |
| SADE Lovers Rock (Epic)                         | 232         |
| JEFF LORBER Ain't Nobody (Samson/Gold Circle)   | 147         |
| GERALD VEASLEY Do I Do (Heads Up)               | 129         |
| BONA FIDE Club Charles (N-Coded)                | 119         |
| FISHBELLY BLACK Ven A Gozar (Rhythm & Groove/Q) | 117         |
| DIANA KRALL The Look Of Love (Verve/VMG)        | 113         |
| BRIAN CULBERTSON All About You (Atlantic/WB)    | 101         |
| STING Fragile (A&M/Interscope)                  | 92          |
| BONEY JAMES See What I'm Sayin' (Warner Bros.)  | 88          |
| KIM WATERS Until Dawn (Shanachie)               | 73          |
| RUSS FREEMAN East River Drive (Q/Atlantic)      | 73          |
| PETER WHITE Turn It Out (Columbia)              | 72          |
| DIDO Thankyou (Arista)                          | 64          |
| EUGE GROOVE Sneak A Peek (Warner Bros.)         | 64          |
| FATBURGER Evil Ways (Shanachie)                 | 64          |

# Fast Hooks...No Snags

- Digital, Clear, Consistent
- Custom Production - Callouts & Montages
- 60,000+ Song Library
- All Formats & International Titles
- On-Time Delivery

Call **Bernie Grice (573)443-4155**

Email: [hooks@hooks.com](mailto:hooks@hooks.com) [www.hooks.com](http://www.hooks.com)

200 Old 63 South, #103 Columbia, MO 65201-6081 FAX: (573)443-4016

**HOOKS**  
UNLIMITED

The World's Premier Music Hook Service

Featuring: **100 CENTURY** GoldDiscs and HitDiscs



It's been several years since former Tower Of Power trumpeter Greg Adams released a CD, but when his new album, *Midnight Morning* (Ripa Records), crossed my desk, I knew it had the potential to be great. I played the first single, "Andrea," and heard Greg's elegant horn style showcased in a luscious song. Both our VP/Programming, Paul Goldstein, and I liked "Andrea" immediately, but we had reservations about the slow tempo of the piece. • We browsed



through the album and found a cover of The Police's "Wrapped Around Your Finger" that we both instantly loved. Every note on that track is caressed and romanced. At first we considered adding it, but then magic happened. We got to the last song on the album, "Roadhouse," and it blew us away. "Roadhouse" has a funkier, more upbeat vibe than the rest of the album, and you can feel Greg paying homage to his Tower Of Power roots. He created a song that is funky and upbeat but smooth and melodic at the same time. It jumps through the speakers, helping to make KKSF even more foreground, without being abrasive. It also has a groove similar to Down To The Bone's "Staten Island Groove," a format staple. • "Roadhouse" is the definitive smooth jazz track. We immediately knew this was the track we wanted to play, so we sent Jason and Cliff Gorov of All That Jazz our edit. They were blown away, too, and decided to reserve every-one with "Roadhouse" next week.

Thanks to R&R's Smooth Jazz panel: We have 100% attendance this week. We appreciate your loyalty and patience in reporting your playlists each and every week ... Congratulations to guitarist **Jeff Golub**, whose outstanding "Cut the Cake" (GRP/VMG) takes the top slot this week. Expect this great record to stay put at the top for weeks to come ... **Jimmy Sommers'** "Lowdown" (Higher Octave) moves 6-4 and is Most Increased with +109 plays ... **Norah Jones'** "Don't Know Why" (Blue Note) catapults 17-9 and is among the Most Increased ... **Joe Sample's** eloquent, groovin' "X Marks the Spot" (GRP/VMG) is so Most Added with 18 new adds, including WLVE (Love 94)/Miami, KJCD/Denver and KWJZ/Seattle ... **Brian Culbertson's** "Without Your Love" (Warner Bros.) takes No. 2 Most Added with nine new adds, including WQCD (CD101.9)/New York, WJZZ/Philadelphia and WSSM/St. Louis ... **3rd Force's** "I Believe in You" (Higher Octave), which features guest appearances by Craig Chaquico and Brian Hughes, is tied for No. 3 Most Added with six new adds — like those on WNWV/Cleveland and JRN ... **Kim Waters'** cookin' single, "In the House" (Shanachie), also earns six adds, including WQCD, WVMV/Detroit and KIFM/San Diego, and it's among the Most Increased ... Three tracks tie for fourth Most Added with four adds each: **Victor Fields'** elegant "Walk on By" (Regina), **Paul Hardcastle's** "Desire" (Trippin' 'N Rhythm) and **Turning Point's** "Estrella" (A440) ... KKSF/San Francisco adds **Greg Adams'** "Roadhouse" (Ripa). It's fabulous! ... It's time to give Zero 7's "Destiny" (Quango/Palm) a serious listen. This is one Smooth Jazz could, but really shouldn't, overlook.



— Carol Archer, Smooth Jazz Editor

## Reporters

Stations and their adds listed alphabetically by market

|  |  |   |
|--|--|---|
| <b>WZMR/Albany, NY</b><br>PD: Tim Durkee<br>MD: Pete Logan<br>2 VICTOR FIELDS "Walk"<br>3 PETER WHITE "Sneak"<br>4 KEVIN TONEY "Passion"<br>5 BRIAN CULBERTSON "Without"<br>JOE SAMPLE "Mark's"<br>CELINE DION "Dy"                              | <b>KCIY/Kansas City, MO</b><br>PD: Mark Edwards<br>MD: Michelle Chase<br>No Adds   | <b>KSSJ/Sacramento, CA</b><br>PD: Lee Hanson<br>APD: Ken Jones<br>No Adds   |
| <b>KROS/Albuquerque, NM</b><br>PD: Paul Lavole<br>MD: Jeff Young<br>JOE SAMPLE "Mark's"<br>3RD FORCE "Believe"<br>TURNING POINT "Estrella"   | <b>KOAS/Las Vegas, NV</b><br>PD/MD: Erik Foxx<br>TURNING POINT "Estrella"<br>BRIAN CULBERTSON "Without"<br>GREG ADAMS "Roadhouse"                      | <b>WSSM/St. Louis, MO</b><br>DM: Mark Edwards<br>PD: David Myers<br>1 MICHAEL MCCORMACK "Mark's"<br>2 ERYA "Dy"<br>3 PETER WHITE "Sneak"<br>BRIAN CULBERTSON "Without"<br>CLUB 1800 "Tease"                                 |
| <b>KNIK/Anchorage, AK</b><br>OM: Aaron Walender<br>PD: J. J. Michaels<br>MD: Jennifer Summers<br>No Adds   | <b>KTWV/Los Angeles, CA</b><br>PD: Chris Brodie<br>APD/MD: Ralph Stewart<br>No Adds  | <b>KBZT/Salt Lake City, UT</b><br>PD/MD: Rob Riesen<br>3RD FORCE "Believe"<br>JOE SAMPLE "Mark's"   |
| <b>WJZZ/Atlanta, GA</b><br>PD/MD: Nick Francis<br>No Adds  | <b>WJMN/Memphis, TN</b><br>PD: Norm Miller<br>BRIAN CULBERTSON "Without"   | <b>KIFM/San Diego, CA</b><br>PD: Mike Vasquez<br>APD/MD: Kelly Cole<br>STEVE COLE "Ten"<br>KIM WATERS "House"<br>CHRIS BOTTI "Wonder"   |
| <b>KSNH/Bakersfield, CA</b><br>PD/MD: Chris Townshend<br>JOE SAMPLE "Mark's"<br>SPECIAL EFF "Control"  | <b>WLVE/Miami, FL</b><br>PD: Rich McMillan<br>JOE SAMPLE "Mark's"  | <b>KKSF/San Francisco, CA</b><br>PD: Paul Goldstein<br>APD/MD: Samantha Weidmann<br>1 DICK "Thousand"<br>4 GREG ADAMS "Roadhouse"   |
| <b>WNJA/Chicago, IL</b><br>PD: Bob Kaake<br>APD/MD: Carl Anderson<br>PAUL HARDCASTLE "Desire"  | <b>WJZI/Milwaukee, WI</b><br>OM/PD/MD: Chris Moreau<br>BRIAN CULBERTSON "Without"  | <b>KMGQ/Santa Barbara, CA</b><br>PD: Mark De Anda<br>APD/MD: Steve Bauer<br>JOE SAMPLE "Mark's"   |
| <b>WNWV/Cleveland, OH</b><br>PD/MD: Bernie Kimble<br>5 LUTHER VANDROSS "Paper"<br>5 TURNING POINT "Estrella"<br>5 3RD FORCE "Believe"  | <b>KSRB/Mission Viejo, CA</b><br>OM/PD: Terry Wedel<br>MD: Logan Parris<br>1 JOE SAMPLE "Mark's"<br>3RD FORCE "Believe"                                | <b>KJZY/Santa Rosa, CA</b><br>PD: Gordon Zlot<br>APD/MD: Rob Singleton<br>1 BRIAN CULBERTSON "Without"<br>2 DAVID LANE "Tease"  |
| <b>WJAZ/Columbus, OH</b><br>DM/PD/MD: Bill Harman<br>APD: Gary Welter<br>CHRIS BOTTI "Wonder"<br>BRIAN CULBERTSON "Without"<br>DOWN TO THE BONE "Gide"<br>VICTOR FIELDS "Walk"<br>JOE SAMPLE "Mark's"<br>KIM WATERS "House"<br>MARK DODD "Shane" | <b>KRVR/Modesto, CA</b><br>PD: Jim Bryan<br>MD: Doug Wulff<br>JOE SAMPLE "Mark's"  | <b>KWJZ/Seattle-Tacoma, WA</b><br>PD: Carol Handley<br>MD: Dianna Rose<br>JOE SAMPLE "Mark's"   |
| <b>KOAJ/Dallas-Ft. Worth, TX</b><br>PD: Maxine Todd<br>APD/MD: Bret Michael<br>No Adds   | <b>WQCD/New York, NY</b><br>OM: John Mullen<br>PD/MD: Charley Connolly<br>BRIAN CULBERTSON "Without"<br>KIM WATERS "House"<br>PAUL HARDCASTLE "Desire" | <b>WEIB/Springfield, MA</b><br>PD: Ben Casey<br>MD: Darrel Cutting<br>15 VICTOR FIELDS "Walk"<br>TURNING POINT "Estrella"<br>PAUL HARDCASTLE "Desire"<br>3RD FORCE "Believe"<br>JOE SAMPLE "Mark's"<br>JIMMY LEE "Together" |
| <b>KJCD/Denver-Boulder, CO</b><br>PD/MD: Steve Williams<br>JOE SAMPLE "Mark's"   | <b>WJCD/Norfolk, VA</b><br>MD: Larry Hollowell<br>KIM WATERS "House"<br>CELINE DION "Dy"<br>JOE SAMPLE "Mark's"  | <b>WSJT/Tampa, FL</b><br>OM/PD: Ross Black<br>MD: Kathy Curtis<br>KEN WARBARD "Ten"<br>JIM WILSON "Ten"<br>BRATTON BROTHERS "See"   |
| <b>KVJZ/Des Moines, IA</b><br>PD: Mike Blakemore<br>MD: Becky Taylor<br>JOE SAMPLE "Mark's"  | <b>WLOQ/Orlando, FL</b><br>PD: Dave Kosh<br>MD: Patricia James<br>10 WALK DOWNING "HMO"<br>9 PAUL HARDCASTLE "Desire"<br>7 JOE SAMPLE "Mark's"         | <b>WJZW/Washington, DC</b><br>PD/MD: Kenny King<br>No Adds  |
| <b>WVMV/Detroit, MI</b><br>PD: Tom Steaker<br>MD: Sandy Kovach<br>KIM WATERS "House"   | <b>WJZZ/Philadelphia, PA</b><br>DM: Anne Gress<br>PD: Michael Tezzi<br>MD: Joe Proke<br>BRIAN CULBERTSON "Without"                                     | <b>JRN/Jones NAC/National</b><br>PD: Steve Hibbard<br>MD: Cheryl Marquart<br>JOE SAMPLE "Mark's"<br>3RD FORCE "Believe"   |
| <b>KWJZ/Eugene, OR</b><br>PD: Chris Crowley<br>CLUB 1800 "Tease"   | <b>KYOT/Phoenix, AZ</b><br>PD: Shaun Holly<br>APD/MD: Greg Morgan<br>No Adds   | <b>42 Total Reporters</b>   |
| <b>KEZL/Fresno, CA</b><br>PD/MD: J. Weidenheimer<br>1 JOE SAMPLE "Mark's"  | <b>KJZS/Reno, NV</b><br>PD: Jay Davis<br>12 KIM WATERS "House"<br>11 DOWN TO THE BONE "Gide"<br>11 PAUL HARDCASTLE "Desire"                            |   |
| <b>WYJZ/Indianapolis, IN</b><br>PD/MD: Carl Frye<br>No Adds  | <b>WJZZ/Richmond, VA</b><br>OM/PD: Tommy Fleming<br>JOE SAMPLE "Mark's"<br>PAUL HARDCASTLE "Desire"<br>VICTOR FIELDS "Walk"                            |   |



# "Estrella"

## TURNING POINT

the debut track from "A Thousand Stories"

New at: WNWV WEIB KRQS KOAS WJZZ XM-'Watercolors'

"Finally, Turning Point has indeed found themselves at a Turning Point. After years of hard work now everyone else will know what we've known at KYOT for years...these guys are hotter than an August day in Phoenix!" — Greg Morgan, MD/APD, KYOT - Phoenix

"'Estrella' by Turning Point is a breath of radio fresh air. Crisp playing, a great melody and top-notch production from Brian Bromberg all combine to spell H-I-T. It's perfect for our national audience." — Steve Stiles, PD, XM Satellite Radio

"Turning Point's material works live, and generates phones on air. What more could you want?" — Erik Foxx, PD/MD, The Oasis - Las Vegas

"Estrella, has always tested extremely well. Love this band. Now programmers around the country have the opportunity to enjoy Turning Point." — Nick Francis, PD, WJZZ - Atlanta

Promotion:  
Claudia Navarro  
310.737.0017



www.A440musicgroup.com  
www.tpjazz.com

# Smooth Jazz Playlists

**MARKET #1**

WDCB/New York  
Channel  
(212) 382-1019  
Comedy  
12z Cume 1,871,200

**PLAYS**

| LW | TW | ARTIST/TITLE                     | GI (800) |
|----|----|----------------------------------|----------|
| 24 | 24 | DAVID BENNETT/Snap!              | 27552    |
| 23 | 24 | GREGG KARLUKAS/Night Shift       | 27002    |
| 22 | 24 | JIMMY SOMMERS/Lowdown            | 27002    |
| 21 | 24 | PIECES OF A DREAM/Night Vision   | 25404    |
| 20 | 24 | ALFONZO BLACKWELL/Funcky Shuffle | 25404    |
| 19 | 24 | CRAGG CHAIKUCO/Luminoza          | 25404    |
| 18 | 24 | JEFF GOLDBLUM/The Cake           | 25256    |
| 17 | 24 | JEFF GOLDBLUM/The Cake           | 25256    |
| 16 | 24 | HAPPY FROMBERG/Rock With You     | 24108    |
| 15 | 24 | SPYRO GYRA/Feelin' Fine          | 24108    |
| 14 | 24 | RICHARD ELLIOT/Shogun            | 24108    |
| 13 | 24 | STEVE COLE/So Into You           | 23900    |
| 12 | 24 | BONEY JAMES/RPM                  | 23900    |
| 11 | 24 | KEN WARRADSOFF/One Day Has Come  | 23900    |
| 10 | 24 | DAVID BENNETT/Snap!              | 23900    |
| 9  | 24 | MARK WHITFIELD/Summer            | 23900    |
| 8  | 24 | JOYCE COOLING/Daddy-O            | 23900    |
| 7  | 24 | DAVID BENNETT/Snap!              | 23900    |
| 6  | 24 | DAVID BENNETT/Snap!              | 23900    |
| 5  | 24 | DAVID BENNETT/Snap!              | 23900    |
| 4  | 24 | DAVID BENNETT/Snap!              | 23900    |
| 3  | 24 | DAVID BENNETT/Snap!              | 23900    |
| 2  | 24 | DAVID BENNETT/Snap!              | 23900    |
| 1  | 24 | DAVID BENNETT/Snap!              | 23900    |

**MARKET #2**

KTWV/Los Angeles  
Channel  
(310) 540-7100  
12z Cume 946,800

**PLAYS**

| LW | TW | ARTIST/TITLE                       | GI (800) |
|----|----|------------------------------------|----------|
| 25 | 28 | JIMMY SOMMERS/Lowdown              | 18512    |
| 24 | 28 | JEFF GOLDBLUM/The Cake             | 17456    |
| 23 | 28 | LARRY CARLTON/Deep Into It         | 17004    |
| 22 | 28 | KIRK WHALLUM/Try                   | 15696    |
| 21 | 28 | MARC ANTONIO/On The Strip          | 15042    |
| 20 | 28 | JEFF GOLDBLUM/The Cake             | 13734    |
| 19 | 28 | JOE SAMPLEX/Mark's The Spot        | 11118    |
| 18 | 28 | BRIAN CULBERTSON/Without Your Love | 10454    |
| 17 | 28 | CHRIS BOTTI/Through An Open...     | 10464    |
| 16 | 28 | STEVE COLE/So Into You             | 9156     |
| 15 | 28 | CRAGG CHAIKUCO/Luminoza            | 9810     |
| 14 | 28 | ERIC MARIENTHAL/Lyly's Lounge      | 9156     |
| 13 | 28 | BONNIE RAMPTON/Can't Help You Now  | 9156     |
| 12 | 28 | PETER WHITE/Bueno Funk             | 9156     |
| 11 | 28 | CHRIS STANDRING/Through...         | 9156     |
| 10 | 28 | JOYCE COOLING/Daddy-O              | 9156     |
| 9  | 28 | DAVID BENNETT/Snap!                | 8502     |
| 8  | 28 | DAVID BENNETT/Snap!                | 8502     |
| 7  | 28 | KIM WATERS/In The House            | 8502     |
| 6  | 28 | STING/Fragile                      | 7848     |
| 5  | 28 | ALICIA KEYS/Fallin'                | 7194     |
| 4  | 28 | CELINE DIONA/New Day Has Come      | 7194     |
| 3  | 28 | DIANA KRALL/The Look Of Love       | 6540     |
| 2  | 28 | SADIE LIVERS/Rock                  | 6540     |
| 1  | 28 | RICHARD ELLIOT/Shogun              | 6540     |

**MARKET #3**

WNJA/Chicago  
Channel  
(312) 945-8550  
12z Cume 871,100

**PLAYS**

| LW | TW | ARTIST/TITLE                        | GI (800) |
|----|----|-------------------------------------|----------|
| 25 | 26 | RICHARD ELLIOT/Shogun               | 13588    |
| 24 | 26 | DAVID BENNETT/Snap!                 | 13450    |
| 23 | 26 | BONNIE RAMPTON/Can't Help You Now   | 12470    |
| 22 | 26 | DAVID BENNETT/Snap!                 | 11222    |
| 21 | 26 | DAVID BENNETT/Snap!                 | 10222    |
| 20 | 26 | BRAXTON BROTHERS/Whenever I See You | 10222    |
| 19 | 26 | JIMMY SOMMERS/Lowdown               | 9654     |
| 18 | 26 | MARC ANTONIO/On The Strip           | 9654     |
| 17 | 26 | LUTHER WADROSS/To Father            | 9654     |
| 16 | 26 | BOB SCAGGS/Miss Riddle              | 9654     |
| 15 | 26 | ALICIA KEYS/Fallin'                 | 9518     |
| 14 | 26 | JOYCE COOLING/Daddy-O               | 9518     |
| 13 | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 12 | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 11 | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 10 | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 9  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 8  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 7  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 6  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 5  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 4  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 3  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 2  | 26 | DAVID BENNETT/Snap!                 | 9518     |
| 1  | 26 | DAVID BENNETT/Snap!                 | 9518     |

**MARKET #4**

KKSF/San Francisco  
Channel  
(415) 976-5555  
12z Cume 577,800

**PLAYS**

| LW | TW | ARTIST/TITLE                        | GI (800) |
|----|----|-------------------------------------|----------|
| 25 | 28 | PETER WHITE/Bueno Funk              | 8176     |
| 24 | 28 | DAVID BENNETT/Snap!                 | 7300     |
| 23 | 28 | FREDDIE RAVEL/Conversations         | 7008     |
| 22 | 28 | CRAGG CHAIKUCO/Luminoza             | 7008     |
| 21 | 28 | BONEY JAMES/RPM                     | 7008     |
| 20 | 28 | JEFF GOLDBLUM/The Cake              | 7008     |
| 19 | 28 | JEFF GOLDBLUM/The Cake              | 4380     |
| 18 | 28 | ALFONZO BLACKWELL/Funcky Shuffle    | 4088     |
| 17 | 28 | DAVID BENNETT/Snap!                 | 3796     |
| 16 | 28 | UPBURN/WADROSS/To Father            | 3504     |
| 15 | 28 | JIMMY SOMMERS/Lowdown               | 3504     |
| 14 | 28 | BRAXTON BROTHERS/Whenever I See You | 3504     |
| 13 | 28 | JOYCE COOLING/Daddy-O               | 3212     |
| 12 | 28 | DAVID BENNETT/Snap!                 | 2920     |
| 11 | 28 | DAVID BENNETT/Snap!                 | 2920     |
| 10 | 28 | WALTER BEASLEY/Good Times           | 2920     |
| 9  | 28 | RICK BRAUN/In The House             | 2628     |
| 8  | 28 | NORAH JONES/Don't Know Why          | 2628     |
| 7  | 28 | DAVID BENNETT/Snap!                 | 2044     |
| 6  | 28 | DAVID BENNETT/Snap!                 | 1168     |

**MARKET #5**

KOAI/Dallas-Ft. Worth  
Channel  
(214) 976-5870  
12z Cume 351,600

**PLAYS**

| LW | TW | ARTIST/TITLE                     | GI (800) |
|----|----|----------------------------------|----------|
| 28 | 29 | KIRK WHALLUM/Try                 | 6467     |
| 27 | 29 | DAVID BENNETT/Snap!              | 8244     |
| 26 | 29 | ALFONZO BLACKWELL/Funcky Shuffle | 5798     |
| 25 | 29 | RICHARD ELLIOT/Shogun            | 5798     |
| 24 | 29 | PIECES OF A DREAM/Night Vision   | 5798     |
| 23 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 22 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 21 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 20 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 19 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 18 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 17 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 16 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 15 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 14 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 13 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 12 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 11 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 10 | 29 | DAVID BENNETT/Snap!              | 5798     |
| 9  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 8  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 7  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 6  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 5  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 4  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 3  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 2  | 29 | DAVID BENNETT/Snap!              | 5798     |
| 1  | 29 | DAVID BENNETT/Snap!              | 5798     |

**MARKET #6**

WJZZ/Philadelphia  
Clear Channel  
(215) 500-1200  
12z Cume 667,800

**PLAYS**

| LW | TW | ARTIST/TITLE                  | GI (800) |
|----|----|-------------------------------|----------|
| 28 | 28 | WALTER BEASLEY/Sweet Nothings | 12628    |
| 27 | 28 | GREGG KARLUKAS/Night Shift    | 12628    |
| 26 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 25 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 24 | 28 | JEFF GOLDBLUM/The Cake        | 12628    |
| 23 | 28 | MARC ANTONIO/On The Strip     | 12628    |
| 22 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 21 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 20 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 19 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 18 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 17 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 16 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 15 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 14 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 13 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 12 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 11 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 10 | 28 | DAVID BENNETT/Snap!           | 12628    |
| 9  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 8  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 7  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 6  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 5  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 4  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 3  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 2  | 28 | DAVID BENNETT/Snap!           | 12628    |
| 1  | 28 | DAVID BENNETT/Snap!           | 12628    |

**MARKET #7**

WJZZ/Washington, DC  
ABC  
(202) 855-2300  
12z Cume 408,200

**PLAYS**

| LW | TW | ARTIST/TITLE               | GI (800) |
|----|----|----------------------------|----------|
| 28 | 28 | DAVID BENNETT/Snap!        | 7000     |
| 27 | 28 | MARC ANTONIO/On The Strip  | 7000     |
| 26 | 28 | JIMMY SOMMERS/Lowdown      | 6750     |
| 25 | 28 | GREGG KARLUKAS/Night Shift | 6750     |
| 24 | 28 | KIRK WHALLUM/Try           | 6750     |
| 23 | 28 | JEFF GOLDBLUM/The Cake     | 6750     |
| 22 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 21 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 20 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 19 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 18 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 17 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 16 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 15 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 14 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 13 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 12 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 11 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 10 | 28 | DAVID BENNETT/Snap!        | 6750     |
| 9  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 8  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 7  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 6  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 5  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 4  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 3  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 2  | 28 | DAVID BENNETT/Snap!        | 6750     |
| 1  | 28 | DAVID BENNETT/Snap!        | 6750     |

**MARKET #10**

WVZZ/Detroit  
Infinity  
(248) 855-5100  
12z Cume 464,700

**PLAYS**

| LW | TW | ARTIST/TITLE                     | GI (800) |
|----|----|----------------------------------|----------|
| 25 | 25 | ALFONZO BLACKWELL/Funcky Shuffle | 7950     |
| 24 | 25 | DAVID BENNETT/Snap!              | 7950     |
| 23 | 25 | GREGG KARLUKAS/Night Shift       | 7314     |
| 22 | 25 | JEFF GOLDBLUM/The Cake           | 6996     |
| 21 | 25 | BONEY JAMES/RPM                  | 6996     |
| 20 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 19 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 18 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 17 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 16 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 15 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 14 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 13 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 12 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 11 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 10 | 25 | DAVID BENNETT/Snap!              | 6088     |
| 9  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 8  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 7  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 6  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 5  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 4  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 3  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 2  | 25 | DAVID BENNETT/Snap!              | 6088     |
| 1  | 25 | DAVID BENNETT/Snap!              | 6088     |

**MARKET #11**

WJZZ/Atlanta  
Radio One  
(404) 765-9750  
12z Cume 282,200

**PLAYS**

| LW | TW | ARTIST/TITLE                     | GI (800) |
|----|----|----------------------------------|----------|
| 28 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 27 | 28 | ALFONZO BLACKWELL/Funcky Shuffle | 4452     |
| 26 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 25 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 24 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 23 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 22 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 21 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 20 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 19 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 18 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 17 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 16 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 15 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 14 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 13 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 12 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 11 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 10 | 28 | DAVID BENNETT/Snap!              | 4452     |
| 9  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 8  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 7  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 6  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 5  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 4  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 3  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 2  | 28 | DAVID BENNETT/Snap!              | 4452     |
| 1  | 28 | DAVID BENNETT/Snap!              | 4452     |

**MARKET #12**

WVLE/Miami  
Clear Channel  
(305) 862-2000  
12z Cume 348,800

**PLAYS**

| LW | TW | ARTIST/TITLE                   | GI (800) |
|----|----|--------------------------------|----------|
| 28 | 28 | JIMMY SOMMERS/Lowdown          | 6104     |
| 27 | 28 | GREGG KARLUKAS/Night Shift     | 5886     |
| 26 | 28 | MARC ANTONIO/On The Strip      | 5886     |
| 25 | 28 | DAVID BENNETT/Snap!            | 5886     |
| 24 | 28 | PIECES OF A DREAM/Night Vision | 5886     |
| 23 | 28 | JEFF GOLDBLUM/The Cake         | 4798     |
| 22 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 21 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 20 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 19 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 18 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 17 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 16 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 15 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 14 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 13 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 12 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 11 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 10 | 28 | DAVID BENNETT/Snap!            | 4798     |
| 9  | 28 | DAVID BENNETT/Snap!            | 4798     |
| 8  | 28 | DAVID BENNETT/Snap!            | 4798     |
| 7  | 28 | DAVID BENNETT/Snap!            | 4798     |
| 6  | 28 | DAVID BENNETT/Snap!            | 4798     |
| 5  | 28 | DAVID BENNETT/Snap!            | 4798     |
| 4  | 28 | DAVID BENNETT/Snap!            | 4798     |
| 3  | 28 | DAVID BENNETT/Snap!            | 4798     |
| 2  | 28 | DAVID BENNETT/Snap!            | 4        |



CYNDEE MAXWELL

max@ronline.com

# A Coach's Pyramid Of Success

□ Winning secrets from ESPN's Coach of the Century

**A**ndrew Hill will address attendees at the R&R/Jacobs Media Rock Summit during this year's R&R Convention. Who is he, and what does he have to say? In the early '70s Hill played basketball at UCLA for legendary coach John Wooden, who was named Coach of the Century by ESPN. During Hill's days at UCLA the two never got along. Twenty years later, however, Hill — by then President of CBS Productions, with hits like *Dr. Quinn: Medicine Woman*, *Touched by an Angel* and *Walker: Texas Ranger* under his belt — suddenly realized that all his success was due to Coach Wooden.

He decided to call Wooden, and the next day went to visit the man whose lessons had shaped his life. In his book *Be Quick — But Don't Hurry!* Hill tells of his renewed relationship with Wooden and shares Wooden's 21 secrets to leadership. Those secrets led to the Bruins reaching unprecedented heights. Under the masterful guidance of Wooden, the team had four perfect 30-0 seasons, 88 consecutive victories, 38 straight NCAA tournament victories, 20 Pac 10 championships and 10 national championships, seven of them in a row.

During his tenure at CBS Productions Hill was responsible for the development and production of some of the decade's most successful primetime programming, including *Caroline in the City*, *Dave's World* and *Rescue 911*, along with the aforementioned shows. CBS Productions became the network's leading supplier of primetime programs. In addition to increasing network advertising revenue, these series returned more than \$1 billion in foreign and domestic syndication.

Why would a successful television executive write a book on leadership and then spend his time on the public-speaking circuit? "Having spent my life in the communications business, I love being involved with concepts and ideas that leave the world in a little better shape than you found it in," Hill says.

"I developed a close relationship with a truly special individual whose leadership style seemed so different from anyone else's I had ever seen, and I wanted to pass along these lessons to everyone who hasn't had the chance to work with this great man.

"John Wooden is a man who attained the pinnacle of success in his field by embracing compassionate values — not by lying, screaming and cheating. Though Coach has spoken extensively about his Pyramid of Success, he hasn't written or spoken

much about the keys to his leadership and management style.

"I felt privileged to have this information but was determined to find a way of communicating it to others. At first I thought I was just going to write a magazine article, but, as I started to work on the material, I realized that it had to be written as a book. What truly inspires me is the hope that, by reading this book, more people will have the opportunity I had to emulate the leadership style of this incredible man."

## Secret No. 6: Balance Is Everything

I selected a few of Wooden's secrets and asked Hill to expound on them, beginning with the idea that "balance is everything." The entertainment industry — whether it's radio, TV or film — does not work on a 9-to-5 schedule, but Hill says that a balanced lifestyle is critical to one's success.

"Anyone who gets so narrowly focused on their specific niche of the world will one day find themselves in a changing world not knowing where to go," he says. "What balance really gives you, more than anything else, is the ability to change. For radio, like every form of entertainment today, the world is changing. As the world changes, you have to be able to make changes with it. If you're unbelievably narrow and going 100 mph, try to change. It's difficult.

"People who don't have balance tend to be incredibly myopic in terms of the world. It's harder for them to spot the trends and get ahead of them. That's key in any kind of broadcasting — TV, radio, even feature films. The people who end up winning long term are the ones who can spot the trends.

"That's a function of having balance in your life, where you can look at the bigger picture with the ability to assess, make judgments and look outside your own world at what people are doing. Then, most importantly, it's being able to stop and change direction, which, if you don't have balance, you can't do.

"It's hard. It takes a sense that

you're in it for the long run. People get burned out working around the clock. At the end of the day they're no good to anybody. Ultimately, your life outside of work will influence your work, change your work and change you. For people who are simply their work, it's hard to maintain what they're doing over a long time. You wind up a burned-out 38-year-old who screwed himself right into the ground."

## Good Leaders Need Not Be Loved

Here's Secret No. 9, according to Wooden: A great leader cannot worry about being well-liked. However, all too frequently there are managers who take this to the extreme and become jerks. "There's a big difference between being a jerk and being well-liked," Hill says. "Personally, I struggled with this one the most. I wanted to be liked too much.

"Ultimately, in an organization, it's important to treat everybody with respect and consistency. But, by the same token, it doesn't matter if people like you, it matters whether they respect you. Many managers start out wanting to be liked, because that's basic human nature. The fact is, people don't perform as well over time if they feel a level of intimacy and familiarity with the person they're working for. That level of removal is something that's really important."

When Wooden was named ESPN's Coach of the Century, Hill was invited to be present for the ceremony. "I now know Coach as a guy, not as a coach," Hill says. "He's a totally different person. As a younger person, I would love to have seen these characteristics in him, but it wouldn't have made him a better coach.

"I sympathize with managers who want people working under them to like them, but it's more important to worry about people respecting you. You'll always have people who'll like you — the people you promote and give raises to. Then, when you don't give them a raise, they won't like you.

"Realistically, most of the people

**"You have to insist on teamwork. Your stars are the last ones who are going to want to do it, but teamwork is the one area that you must insist on."**

who are your friends in business aren't your friends for life. The entertainment field is a business of relationships. That means that you act like you like people and they act like they like you, but, in truth, it's all a game. You have to play the game, but you must understand what it really means. It's kind of make-believe. It's high school with money."

## Avoid Peaks And Valleys

Secret No. 11 on the Wooden list: Seek consistency — avoid peaks and valleys. While the world of television lives on overnight Nielsen ratings — compared to radio's monthlies, quarterlies and biannual ratings system — Hill believes that seeking consistency in one's life still applies. "The applicability of avoiding peaks and valleys probably means more in terms of how you react to the news," he explains. "Just how high you get about the good news, just how low you go about the bad news.

"When you approach this and make business decisions, try to avoid extreme emotions. Step away and intelligently analyze what's in front of you. Ultimately, a talented broadcaster can't be on an emotional roller coaster. They must believe in what they're doing. You can't turn a radio station around on a dime. You have to be willing to pick a strategy, stick with it and not ride the roller coaster."

At first glance, two other secrets can be interpreted as contradictory when taken in the context of high-profile personalities: No. 15, which states that teamwork is not a preference, it's a necessity; and No. 18, which says that you should adjust to your players, not expect them all to adjust to you. Hill says that it's a matter of balancing the two. "As important as a morning person is, if he is a screamer and bringing down others, you'd better sit him down and say, 'Get over it, man. There are other people here you have to work with.'

"The truth is, as a manager, you'll make more exceptions for the star personality. The people who are the most talented are the ones who'll be least likely to want to work with others. You have to decide what type of reaction a situation demands. Being late on an expense report might just have to slide from the morning talent."

Hill tells the story of how two actresses on *Dr. Quinn: Medicine Woman* had each, at different times, made demands for more money. One — the

girl who played the daughter on the show — was fired and replaced with someone else, while the other — star Jane Seymour — was not. "Is it consistent? Is it fair?" Hill asks. "Maybe not. But what I know is that Jane Seymour is my franchise. She is Dr. Quinn. I have no show without her, so I'm going to make accommodations to her that I wouldn't make to somebody else.

"You have to have that level of flexibility, but that doesn't mean that I was entitled to be abusive to the girl who played the daughter on the show. That would be unprofessional; I wouldn't do it to Jane or the girl. What it largely means is that, for your stars, you are going to make exceptions to things that you expect from everybody else.

"However, when you get into the area of teamwork, where you are expecting people to work with one another, you can't make those exceptions. You have to insist on teamwork. Your stars are the last ones who are going to want to do it, but teamwork is the one area that you must insist on. Even in smaller groups of people, you're still working with others. You must be respectful of other people's needs in their jobs."

## Failing To Prepare Is Preparing To Fail

The concept of Wooden's Secret No. 19 is readily known and understood in radio, where it's simply called show prep. Hill, however, applies this concept to management. "Often managers don't understand that everything they do sets the example for everyone else," he explains.

"I never go out and speak without a 3x5 card with notes on it. It wouldn't occur to me to give the same speech to a radio audience that I give to another industry. To think that you can just get up there and wing it is insane, and those most likely to want to wing it are, once again, your stars.

"Honestly, I can talk for an hour about anything at a moment's notice. But it's disrespectful to my audience, because I haven't taken the time in advance to think about who's there, what their specific needs are and how these principles apply so they can use them in their own lives. Preparation is what makes it look easy when you're finished. The people who don't prepare are the people who make mistakes and then always have an excuse for them.

Continued on Page 77


**May 10, 2002**

| 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)           | 897         | +12       | 85340                  | 27             | 37/0                 |
| 2            | 2         | NICKELBACK Too Bad (Roadrunner/IDJMG)                        | 789         | -4        | 71101                  | 23             | 34/0                 |
| 5            | 3         | RUSH One Little Victory (Anthem/Atlantic)                    | 622         | +22       | 51614                  | 5              | 35/0                 |
| 4            | 4         | TOMMY LEE Hold Me Down (MCA)                                 | 622         | +20       | 49480                  | 8              | 36/0                 |
| 3            | 5         | DEFAULT Wasting My Time (TVT)                                | 617         | -26       | 61245                  | 34             | 36/0                 |
| 7            | 6         | GODSMACK I Stand Alone (Republic/Universal)                  | 556         | +46       | 49154                  | 14             | 27/0                 |
| 6            | 7         | STAIN D For You (Flip/Elektra/EEG)                           | 515         | +4        | 47915                  | 19             | 27/0                 |
| 10           | 8         | CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)  | 514         | +105      | 45614                  | 3              | 37/3                 |
| 9            | 9         | CREED One Last Breath (Wind-up)                              | 503         | +54       | 46112                  | 4              | 34/0                 |
| 8            | 10        | NICKELBACK How You Remind Me (Roadrunner/IDJMG)              | 457         | -27       | 47478                  | 41             | 37/0                 |
| 11           | 11        | LINKIN PARK In The End (Warner Bros.)                        | 401         | -3        | 37515                  | 31             | 23/0                 |
| 12           | 12        | CREED My Sacrifice (Wind-up)                                 | 399         | +2        | 36899                  | 28             | 33/0                 |
| 16           | 13        | JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)               | 360         | +70       | 31173                  | 3              | 28/0                 |
| 15           | 14        | PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)      | 334         | +35       | 29321                  | 3              | 30/2                 |
| 14           | 15        | DEFAULT Deny (TVT)   | 332         | +24       | 32120                  | 5              | 30/2                 |
| 13           | 16        | COURSE OF NATURE Caught In The Sun (Lava/Atlantic)           | 308         | -89       | 23697                  | 18             | 23/0                 |
| 17           | 17        | KORN Here To Stay (Immortal/Epic)                            | 302         | +13       | 23289                  | 7              | 22/1                 |
| 18           | 18        | ROB ZOMBIE Never Gonna Stop (The Red...) (Geffen/Interscope) | 282         | -5        | 20302                  | 15             | 16/0                 |
| 19           | 19        | GOO GOO DOLLS Here Is Gone (Warner Bros.)                    | 256         | +3        | 24604                  | 8              | 14/0                 |
| 23           | 20        | EARSHOT Get Away (Warner Bros.)                              | 230         | +19       | 16560                  | 5              | 21/0                 |
| 22           | 21        | P.O.D. Youth Of The Nation (Atlantic)                        | 213         | -10       | 13836                  | 17             | 14/0                 |
| 20           | 22        | JEREMIAH FREED Again (Republic/Universal)                    | 204         | -25       | 19014                  | 10             | 17/0                 |
| 25           | 23        | DROWNING POOL Tear Away (Wind-up)                            | 201         | +6        | 16841                  | 8              | 16/0                 |
| 21           | 24        | FAMILIAR 48 The Question (MCA)                               | 192         | -32       | 16238                  | 9              | 18/0                 |
| 27           | 25        | TOOL Parabola (Volcano)                                      | 186         | +16       | 13601                  | 2              | 16/1                 |
| 26           | 26        | COLD Gone Away (Flip/Geffen/Interscope)                      | 181         | +1        | 16975                  | 4              | 22/3                 |
| 28           | 27        | SYSTEM OF A DOWN Toxicity (American/Columbia)                | 173         | +20       | 13663                  | 3              | 11/1                 |
| <b>Debut</b> | 28        | STAIN D Epiphany (Flip/Elektra/EEG)                          | 163         | +30       | 12932                  | 1              | 18/0                 |
| <b>Debut</b> | 29        | AUDIOVENT The Energy (Atlantic)                              | 154         | +70       | 12866                  | 1              | 19/1                 |
| 24           | 30        | HEADSTRONG Adriana (RCA)                                     | 151         | -49       | 11319                  | 13             | 21/0                 |

40 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 4/28/02-5/4/02. 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

**HOOBASTANK** Running Away (Island/IDJMG)  
Total Plays: 149, Total Stations: 16, Adds: 2

**SEVENDUST** Live Again (TVT)  
Total Plays: 141, Total Stations: 15, Adds: 0

**INCUBUS** Warning (Immortal/Epic)  
Total Plays: 134, Total Stations: 22, Adds: 3

**12 STONES** Broken (Wind-up)  
Total Plays: 105, Total Stations: 13, Adds: 0

**P.O.D.** Boom (Atlantic)  
Total Plays: 103, Total Stations: 10, Adds: 0

**JIMMY EAT WORLD** The Middle (DreamWorks)  
Total Plays: 92, Total Stations: 4, Adds: 0

**OUR LADY PEACE** Somewhere Out There (Columbia)  
Total Plays: 91, Total Stations: 13, Adds: 2

**GREENWHEEL** Shelter (Island/IDJMG)  
Total Plays: 85, Total Stations: 12, Adds: 2

**HOME TOWN HERO** Questions (Maverick/Reprise)  
Total Plays: 85, Total Stations: 10, Adds: 0

**KID ROCK** You Never Met A Mother\*\*er... (Top Dog/Lava/Atlantic)  
Total Plays: 84, Total Stations: 14, Adds: 4

Songs ranked by total plays

## Most Added

www.rradds.com

| ARTIST TITLE LABEL(S)                                  | ADDS |
|--|------|
| PAPA ROACH She Loves Me Not (DreamWorks)               | 18   |
| COURSE OF NATURE Wall Of Shame (Lava/Atlantic)         | 12   |
| KID ROCK You Never Met A... (Top Dog/Lava/Atlantic)    | 4    |
| C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG) | 3    |
| COLD Gone Away (Flip/Geffen/Interscope)                | 3    |
| INCUBUS Warning (Immortal/Epic)                        | 3    |
| TRUST COMPANY Downfall (Interscope)                    | 3    |
| BAD COMPANY Joe Fabulous (Sanctuary/SRG)               | 3    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                  | TOTAL PLAY INCREASE |
|--|---------------------|
| C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG) | +105                |
| JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)         | +70                 |
| AUDIOVENT The Energy (Atlantic)                        | +70                 |
| CREED One Last Breath (Wind-up)                        | +54                 |
| GODSMACK I Stand Alone (Republic/Universal)            | +46                 |
| KID ROCK You Never Met A... (Top Dog/Lava/Atlantic)    | +38                 |
| GREENWHEEL Shelter (Island/IDJMG)                      | +37                 |
| PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)   | +35                 |
| PAPA ROACH She Loves Me Not (DreamWorks)               | +32                 |
| STAIN D Epiphany (Flip/Elektra/EEG)                    | +30                 |

## Most Played Recurrents

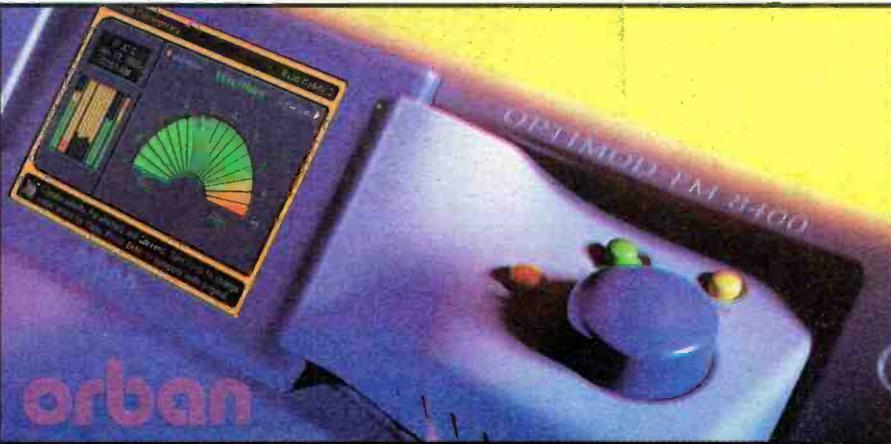
| ARTIST TITLE LABEL(S)                               | TOTAL PLAYS |
|---|-------------|
| STAIN D It's Been Awhile (Flip/Elektra/EEG)         | 286         |
| PUDDLE OF MUDD Control (Flawless/Geffen/Interscope) | 263         |
| 3 DOORS DOWN Kryptonite (Republic/Universal)        | 198         |
| PRIMUS W/OZZY N.I.B. (Divine/Priority)              | 194         |
| OZZY OSBOURNE Gets Me Through (Epic)                | 193         |
| DISTURBED Down With The Sick (Giant/Reprise)        | 191         |
| FUEL Hemorrhage (In My Hands) (Epic)                | 187         |
| TOOL Schism (Volcano)                               | 185         |
| INCUBUS I Wish You Were Here (Immortal/Epic)        | 179         |
| GODSMACK Awake (Republic/Universal)                 | 168         |
| 3 DOORS DOWN Loser (Republic/Universal)             | 167         |
| STAIN D Fade (Flip/Elektra/EEG)                     | 159         |
| OZZY OSBOURNE Dreamer (Epic)                        | 153         |
| GODSMACK Greed (Republic/Universal)                 | 132         |
| STAIN D Outside (Flip/Elektra/EEG)                  | 127         |
| TRAIN Drops Of Jupiter (Tell Me) (Columbia)         | 124         |
| P.O.D. Alive (Atlantic)                             | 120         |

INTRODUCING  
ECHO FREE  
MONITORING  
EVERYWHERE

# v 2.0

WE SLASHED THE DELAY  
TO KEEP TALENT HAPPY  
WHEREVER THEY ARE.

NEW PUNCH AND PRESENCE  
MAKE THE BEST SOUNDING  
PROCESSOR EVEN BETTER.



## ORBAN OPTIMOD • FM 8400 v 2.0

ALREADY OWN 8400? UPGRADE FOR FREE FROM FTP.ORBAN.COM

Orban/CRL Systems, Inc. | 1525 S. Alvarado St. | San Leandro CA 94577 USA

Tel: 1.510.351.3500 | Fax: 1.510.351.0500 | email: custserv@orban.com | web: www.orban.com

## Reporters

|   |   |  |   |  |   |  |   |
|---|---|--|---|--|---|--|---|
| <b>WONE/Akron, OH *</b><br>PD: TK O'Grady<br>APD: Tim Daugherty<br>COURSE OF NATURE "Shame"<br>No Adds  | <b>WKGB/Binghamton, NY</b><br>PD: Jim Free<br>MD: Tim Boland<br>5 PAPA ROACH "Loves"<br>TRUST COMPANY "Downfall"<br>KID ROCK "Never"<br>No Adds | <b>KNCN/Corpus Christi, TX *</b><br>PD: Paula Newell<br>MD: Morlie Montana<br>2 INCLUBS "Warning"<br>PAPA ROACH "Loves"<br>UNION UNDERGROUND "Nation"<br>No Adds                 | <b>WTFX/Louisville, KY *</b><br>OM: Michael Lee<br>Interim MD: Frank Webb<br>15 DEFAULT "Deny"<br>6 HOBBASTANK "Running"<br>AUDIOWET "Energy"<br>LIBRARY PARK "Runaway"<br>No Adds                  | <b>KATT/Oklahoma City, OK *</b><br>OM: Chris Baker<br>MD: Jake Daniels<br>1 KID ROCK "Never"<br>No Adds  | <b>WBBB/Raleigh-Durham, NC *</b><br>OM: Andy Meyer<br>No Adds   | <b>KZOO/San Luis Obispo, CA</b><br>PD: Donna James<br>MD: Jordan Black<br>10 DRY CELL "Crumbles"<br>10 COURSE OF NATURE "Shame"<br>10 PAPA ROACH "Loves"<br>10 TRUST COMPANY "Downfall"<br>No Adds | <b>KLPX/Tucson, AZ *</b><br>PD/MD: Jonas Hunter<br>COURSE OF NATURE "Shame"<br>No Adds  |
| <b>KZRR/Albuquerque, NM *</b><br>Dir/Prog: Bill May<br>PD: Phil Mahoney<br>MD: Rob Brothers<br>No Adds  | <b>WBUF/Buffalo, NY *</b><br>PD: John Paul<br>No Adds   | <b>WTUE/Dayton, OH *</b><br>PD: Tony Tizard<br>APD/MD: John Beaulieu<br>KROEGER & SCOTT "Hero"<br>No Adds  | <b>WQBZ/Macon, GA</b><br>MD: Sarina Scott<br>KROEGER & SCOTT "Hero"<br>DEFAULT "Deny"<br>No Adds  | <b>KEZO/Omaha, NE *</b><br>PD/MD: Bruce Patrick<br>No Adds   | <b>WRXL/Richmond, VA *</b><br>PD: John Lassman<br>MD: Casey Krukowski<br>COLD "Gene"<br>PAPA ROACH "Loves"<br>No Adds                             | <b>KXFX/Santa Rosa, CA *</b><br>PD: Don Harrison<br>MD: Howard Freese<br>7 PAPA ROACH "Loves"<br>1 HEADSTRONG "Hades"<br>KROEGER & SCOTT "Hero"<br>COURSE OF NATURE "Shame"<br>No Adds             | <b>KMOD/Tulsa, OK *</b><br>PD/MD: Rob Hurt<br>COURSE OF NATURE "Shame"<br>KID ROCK "Never"<br>OUR LADY PEACE "There"<br>PAPA ROACH "Loves"<br>No Adds |
| <b>KZMZ/Alexandria, LA</b><br>PD: Terry Manning<br>MD: Pat Cloud<br>BAD COMPANY "Joe"<br>PAPA ROACH "Loves"<br>No Adds  | <b>WRQK/Canton, OH *</b><br>PD/MD: Todd Downard<br>9 PAPA ROACH "Loves"<br>No Adds  | <b>KLAQ/El Paso, TX *</b><br>PD: Magic Mike Ramsey<br>APD/MD: Glenn Garza<br>1 TRUST COMPANY "Downfall"<br>INCLUBS "Warning"<br>PAPA ROACH "Loves"<br>No Adds                    | <b>KFRQ/McAllen, TX *</b><br>PD: Alex Duran<br>MD: Keith West<br>No Adds  | <b>KCLB/Palm Springs, CA</b><br>PD/MD: Tish Lacy<br>No Adds  | <b>KCAL/Riverside, CA *</b><br>PD: Steve Hoffman<br>MD: M.J. Matthews<br>ANDREW W.K. "Party"<br>No Adds   | <b>KXUS/Springfield, MO</b><br>PD: Tony Matteo<br>MD: Mark McClain<br>No Adds  | <b>WMZK/Wausau, WI</b><br>PD/MD: Nick Summers<br>No Adds  |
| <b>WZZD/Allentown, PA *</b><br>PD: Robin Lee<br>MD: Keith Meyer<br>No Adds  | <b>WPXC/Cape Cod, MA</b><br>OM: Steve McVie<br>PD: Suzanne Tonaire<br>PAPA ROACH "Loves"<br>No Adds   | <b>WPHO/Elmira-Coming, NY</b><br>GM: George Harris<br>MD: Jay Wulf<br>PAPA ROACH "Loves"<br>CLARKS "Hey"<br>No Adds  | <b>WCLG/Morgantown, WV</b><br>PD: Jeff Miller<br>MD: Dave Murdoch<br>9 ROB ZOMBIE "Never"<br>1 KID ROCK "Never"<br>1 INCLUBS "Warning"<br>PAPA ROACH "Loves"<br>TRUST COMPANY "Downfall"<br>No Adds | <b>WRXW/Pensacola, FL *</b><br>OM/MD: Dan McClintock<br>5 PAPA ROACH "Loves"<br>No Adds  | <b>WRDQ/Roanoke-Lynchburg, VA *</b><br>OM: Buzz Casey<br>MD: Heidi Krummert<br>1 SYSTEM OF A DOWN "Tooby"<br>1 PAPA ROACH "Loves"<br>No Adds      | <b>WAQY/Syracuse, NY *</b><br>OM: Bob O'Dell<br>APD: Dave Frisina<br>DEADSY "Park"<br>PAPA ROACH "Loves"<br>No Adds  | <b>WRQR/Wilmington, NC</b><br>OM: John Stevens<br>APD/MD: Gregg Stepp<br>COURSE OF NATURE "Shame"<br>BAD COMPANY "Joe"<br>No Adds                     |
| <b>KWHL/Anchorage, AK</b><br>PD: Larry Snider<br>MD: Kathy Metchel<br>PAPA ROACH "Loves"<br>No Adds   | <b>WYBB/Charleston, SC *</b><br>PD/MD: Mike Allen<br>BAD COMPANY "Joe"<br>COURSE OF NATURE "Shame"<br>PAPA ROACH "Loves"<br>No Adds             | <b>KLOL/Houston, TX *</b><br>OM/MD: Vince Richards<br>MD: Steve Flax<br>COURSE OF NATURE "Shame"<br>KID ROCK "Never"<br>COLD "Gene"<br>TOOL "Parabola"<br>KORN "Slay"<br>No Adds | <b>WDHA/Morristown, NJ *</b><br>MD: Terrie Carr<br>4 KID ROCK "Never"<br>2 GREENWHEEL "Shelter"<br>COLD "Gene"<br>COURSE OF NATURE "Shame"<br>No Adds   | <b>WMMR/Philadelphia, PA *</b><br>PD: Sam Kilkman<br>APD/MD: Ken Ziegler<br>PAPA ROACH "Loves"<br>TRUST COMPANY "Downfall"<br>No Adds            | <b>WCMF/Rochester, NY *</b><br>PD: John McCree<br>MD: Dave Kane<br>BAD COMPANY "Joe"<br>COURSE OF NATURE "Shame"<br>PAPA ROACH "Loves"<br>No Adds | <b>WIOT/Toledo, OH *</b><br>OM: Gary Paul<br>PD/MD: Dave Rossi<br>10 PUDDLE OF MUDD "Dirt"<br>5 KROEGER & SCOTT "Hero"<br>No Adds  | <b>KATS/Yakima, WA</b><br>OM: Ron Harris<br>5 PAPA ROACH "Loves"<br>TRUST COMPANY "Downfall"<br>No Adds   |
| <b>WAPL/Appleton, WI *</b><br>PD: Joe Casero<br>APD/MD: Cramer<br>COLD "Gene"<br>COURSE OF NATURE "Shame"<br>No Adds  | <b>WKLC/Charleston, WV</b><br>PD/MD: Mike Rappaport<br>PAPA ROACH "Loves"<br>COURSE OF NATURE "Shame"<br>No Adds                                | <b>WRIT/Huntsville, AL *</b><br>OM: Rob Harder<br>PD/MD: Jimbo Wood<br>BAD COMPANY "Joe"<br>COURSE OF NATURE "Shame"<br>PAPA ROACH "Loves"<br>BUTCH WALKER "Way"<br>No Adds      | <b>WBAB/Nassau-Suffolk, NY *</b><br>PD: John Olsen<br>MD: John Parise<br>DEFAULT "Deny"<br>No Adds  | <b>KOKB/Phoenix, AZ *</b><br>PD: Joe Bonadonna<br>MD: Dock Ellis<br>No Adds  | <b>WXRX/Rockford, IL</b><br>PD/MD: Jim Stone<br>PAPA ROACH "Loves"<br>COURSE OF NATURE "Shame"<br>No Adds   | <b>WKLT/Traverse City, MI</b><br>PD/MD: Terry Ray<br>TRUST COMPANY "Downfall"<br>BUTCH WALKER "Way"<br>COUNTING CROWS "American"<br>HOBBASTANK "Running"<br>No Adds                                | <b>WNCO/Youngstown, OH *</b><br>PD: Chris Patrick<br>4 COURSE OF NATURE "Shame"<br>GREENWHEEL "Shelter"<br>PAPA ROACH "Loves"<br>No Adds              |
| <b>KIQC/Beaumont, TX *</b><br>Dir/Prog: Debbie Wyde<br>PD/MD: Mike Davis<br>2 COURSE OF NATURE "Shame"<br>2 TRUST COMPANY "Downfall"<br>PAPA ROACH "Loves"<br>No Adds | <b>WVRK/Columbus, GA</b><br>OM: Brian Waters<br>JERRY CANTRELL "Angel"<br>PUDDLE OF MUDD "Dirt"<br>No Adds                                      | <b>WRKR/Kalamazoo, MI</b><br>PD: Mike Kelly<br>APD/MD: Jay Deacon<br>PAPA ROACH "Loves"<br>No Adds   | <b>KFZX/Odessa-Midland, TX</b><br>PD/MD: Steve Driscoll<br>TOOL "Parabola"<br>PAPA ROACH "Loves"<br>BAD COMPANY "Joe"<br>No Adds  | <b>WHBY/Portsmouth, NH *</b><br>PD: Alex James<br>1 PAPA ROACH "Loves"<br>DEADSY "Park"<br>INCLUBS "Warning"<br>PUDDLE OF MUDD "Dirt"<br>No Adds | <b>KBER/Salt Lake City, UT *</b><br>OM: Bruce Jones<br>PD: Kelly Hammer<br>APD/MD: Helen Powers<br>No Adds  | <b>KSJO/San Francisco, CA *</b><br>OM: Gary Schoenwetter<br>MD: Zack Tyler<br>No Adds  | <b>* Monitored Reporters</b><br><b>60 Total Reporters</b><br><br><b>40 Total Monitored</b><br><br><b>20 Total Indicator</b>                           |

### A Coach's Pyramid...

Continued from Page 75

"Yet, what I find with managers is that it's really, really easy to spend your entire life dealing with crises and never dealing with anything important. The way you avoid crises is by preparing. And, during a crisis, inevitably the first thing that gets canceled is the planning meeting. Who's going to be the first one to insist on the meeting?"

"However, if you plan really well, what you can hope to achieve is to drastically reduce the number of crises you have to deal with. You've never seen anyone more insecure than a manager sitting at his desk at 5pm with nothing pressing to do. Most managers feel that when they have a crisis, they are needed, and they go into a panic when there isn't one. A clear plan allows you to articulate to the people who are under you so everybody knows exactly what you want to do."

#### Managing Personalities

Hill points out that many of the ideas in his book are about creating an organization that can be successful over a long period of time. "So much of management today is focused on such a narrow period of time that you sacrifice long-term gains for short-term gains," he says. "It's a problem everywhere today. Managers are so afraid of losing their job next week that they'll do really dumb things to make themselves look good today."

"In truth, you have to believe that

the people you're working for are going to give you the time to do the job properly. If they're not, then you need to find another job. It takes a tremendous amount of security in both yourself and in your ability to find something else to realize that when you're trying to manage things like you're running a fire department, it will not lead to long-term success. Rather, it will lead to long-term failure. It makes you look good the next quarter, but careers aren't built on single quarters; they're built over time."

**"Often managers don't understand that everything they do sets the example for everyone else."**

Hill points to how all the critics initially thought that each of his hit shows would fail. Hill, however, followed his gut instinct. "You have to have your own belief system, and part of that does come from feeling like you're prepared," he says. "You've got people all on the same page, you've articulated the vision and the goals you want to reach, and you have confidence in the

people working under you."

Hill concludes with a thought about managing personalities. "The people who are talented are a nuisance as a rule," he says. "I was lucky in that regard. Jane Seymour is a lovely woman. Chuck Norris is a pretty good guy, although when he'd jokingly say, 'I'll have to kill you if you don't get this done,' he made me nervous, because I knew he probably could!"

"I can't tell you how many casting meetings I sat in where people would say, 'I don't know if I want that person. I hear they're difficult.' Well, yes, they're difficult. They're artists. It's the nature of an artist to be difficult. Managers must understand and embrace the idea that real talent is going to be difficult to manage and that they require nurturing."

"Your morning drive guy may drive you crazy, but he needs to hear that you love him — all the time. If you think he seems like such a jerk that he couldn't possibly care about what you think, you're wrong. You think, 'If he really cared about what I think, why would he be such an asshole?' Well, he's just an asshole, but you still need to tell him you love him."

"Very talented people tend to be children; they don't tend to be grown-ups. It gets easier if you look at them as children, because then you can understand their problems and be more sympathetic to them. Yes, it's more trouble to manage them, but if you're looking for a trouble-free life, get out of the entertainment business."



WAAF/Boston entertained TVT's Sevendust recently. Shown together are (back, l-r) TVT's John Souchack, Sevendust's Lajon Witherspoon and John Connolly, WAAF PD Dave Douglas, Sevendust's Clint Lowery, WAAF's Mistress Carrie and (front, l-r) the band's Morgan Rose and Vince Hornsby.



TVT artists Default stopped by WHJY/Providence to make sure everyone at the station knew about their MTV tour with Nickelback. Pictured here (l-r) are WHJY MD John Laurenti, PD Joe Bevilacqua and air talent Ed Dutra; Default's Dallas Smith; TVT's John Souchack; and the band's Danny Craig.

# R&R Active Rock Top 50

May 10, 2002



| LAST WEEK    | THIS WEEK | ARTIST TITLE LABEL(S)  | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS ADDS |
|--------------|-----------|--|-------------|-----------|------------------------|----------------|---------------------|
| 1            | 1         | <b>GODSMACK</b> I Stand Alone (Republic/Universal)                     | 1917        | +66       | 181658                 | 14             | 55/0                |
| 2            | 2         | <b>STAIN D</b> For You (Flip/Elektra/EEG)                              | 1645        | -42       | 157565                 | 20             | 55/0                |
| 4            | 3         | <b>KORN</b> Here To Stay (Immortal/Epic)                               | 1453        | +48       | 113029                 | 8              | 56/0                |
| 3            | 4         | <b>NICKELBACK</b> Too Bad (Roadrunner/IDJMG)                           | 1427        | -156      | 122255                 | 23             | 53/0                |
| 5            | 5         | <b>SYSTEM OF A DOWN</b> Toxicity (American/Columbia)                   | 1330        | +75       | 113460                 | 18             | 53/0                |
| 8            | 6         | <b>PUDDLE OF MUDD</b> Drift & Die (Flawless/Geffen/Interscope)         | 1197        | +116      | 114088                 | 6              | 56/0                |
| 10           | 7         | <b>EARSHOT</b> Get Away (Warner Bros.)                                 | 1159        | +82       | 94820                  | 11             | 55/0                |
| 6            | 8         | <b>PUDDLE OF MUDD</b> Blurry (Flawless/Geffen/Interscope)              | 1066        | -128      | 86379                  | 29             | 52/0                |
| 9            | 9         | <b>ROB ZOMBIE</b> Never Gonna Stop (The Red...) (Geffen/Interscope)    | 1030        | -50       | 93708                  | 18             | 49/0                |
| 15           | 10        | <b>C. KROEGER F.J. SCOTT</b> Hero (Roadrunner/Columbia/IDJMG)          | 1002        | +185      | 89354                  | 3              | 50/0                |
| 13           | 11        | <b>TOMMY LEE</b> Hold Me Down (MCA)                                    | 977         | +104      | 87141                  | 9              | 50/1                |
| 11           | 12        | <b>LINKIN PARK</b> In The End (Warner Bros.)                           | 958         | -53       | 80401                  | 35             | 53/0                |
| 7            | 13        | <b>HOOBASTANK</b> Crawling In The Dark (Island/IDJMG)                  | 948         | -155      | 79776                  | 28             | 44/0                |
| 16           | 14        | <b>CREED</b> One Last Breath (Wind-up)                                 | 891         | +101      | 76545                  | 5              | 47/1                |
| 12           | 15        | <b>P.O.D.</b> Youth Of The Nation (Atlantic)                           | 874         | -82       | 68393                  | 21             | 47/0                |
| 14           | 16        | <b>DEFAULT</b> Wasting My Time (TVT)                                   | 870         | +18       | 79551                  | 34             | 46/0                |
| 17           | 17        | <b>DISTURBED</b> Down With The Sickness (Giant/Reprise)                | 815         | +43       | 82528                  | 48             | 54/0                |
| 20           | 18        | <b>JERRY CANTRELL</b> Anger Rising (Roadrunner/IDJMG)                  | 782         | +121      | 72938                  | 5              | 54/1                |
| 19           | 19        | <b>TODD</b> Parabola (Volcano)   | 760         | +77       | 61204                  | 6              | 55/0                |
| 18           | 20        | <b>DROWNING POOL</b> Tear Away (Wind-up)                               | 743         | -3        | 62489                  | 13             | 53/0                |
| 24           | 21        | <b>P.O.D.</b> Boom (Atlantic)  | 722         | +104      | 59313                  | 4              | 48/0                |
| 23           | 22        | <b>DEFAULT</b> Deny (TVT)  | 689         | +59       | 51784                  | 6              | 45/0                |
| 22           | 23        | <b>3RD STRIKE</b> No Light (Hollywood)                                 | 662         | +31       | 53428                  | 8              | 51/0                |
| 21           | 24        | <b>SEVENDUST</b> Live Again (TVT)                                      | 615         | -23       | 55718                  | 11             | 43/0                |
| 26           | 25        | <b>HOOBASTANK</b> Running Away (Island/IDJMG)                          | 536         | +116      | 38561                  | 5              | 45/5                |
| 29           | 26        | <b>STAIN D</b> Epiphany (Flip/Elektra/EEG)                             | 444         | +77       | 40761                  | 3              | 44/3                |
| 28           | 27        | <b>SWITCHED</b> Inside (Immortal/Virgin)                               | 425         | +56       | 40062                  | 6              | 43/1                |
| 32           | 28        | <b>INCUBUS</b> Warning (Immortal/Epic)                                 | 409         | +59       | 32995                  | 4              | 34/0                |
| 30           | 29        | <b>RUSH</b> One Little Victory (Anthem/Atlantic)                       | 376         | +17       | 35777                  | 4              | 24/1                |
| <b>Debut</b> | 30        | <b>PAPA ROACH</b> She Loves Me Not (DreamWorks)                        | 359         | +337      | 38283                  | 1              | 47/47               |
| 42           | 31        | <b>AUDIOVENT</b> The Energy (Atlantic)                                 | 358         | +153      | 25145                  | 2              | 40/5                |
| 33           | 32        | <b>COLD</b> Gone Away (Flip/Geffen/Interscope)                         | 356         | +23       | 29817                  | 5              | 35/0                |
| 27           | 33        | <b>INCUBUS</b> Nice To Know You (Immortal/Epic)                        | 345         | -36       | 38104                  | 20             | 30/0                |
| 43           | 34        | <b>UNION UNDERGROUND</b> Across The Nation (Portrait/Columbia)         | 337         | +132      | 29260                  | 2              | 39/7                |
| 35           | 35        | <b>BREAKING POINT</b> One Of A Kind (Wind-up)                          | 323         | +22       | 26806                  | 7              | 29/0                |
| 34           | 36        | <b>FLAW</b> Whole (Republic/Universal)                                 | 322         | +20       | 26098                  | 8              | 38/3                |
| 37           | 37        | <b>OUR LADY PEACE</b> Somewhere Out There (Columbia)                   | 301         | +33       | 21250                  | 4              | 24/1                |
| 25           | 38        | <b>HEADSTRONG</b> Adriana (RCA)  | 290         | -201      | 20088                  | 17             | 36/0                |
| 39           | 39        | <b>HOME TOWN HERO</b> Questions (Maverick/Reprise)                     | 266         | +12       | 20497                  | 5              | 26/0                |
| 40           | 40        | <b>JIMMY EAT WORLD</b> The Middle (DreamWorks)                         | 216         | -25       | 15470                  | 15             | 13/0                |
| 31           | 41        | <b>REVEILLE</b> Inside Out (Can You Feel...) (Elektra/EEG)             | 212         | -144      | 23192                  | 12             | 25/0                |
| 45           | 42        | <b>12 STONES</b> Broken (Wind-up)                                      | 197         | -3        | 12679                  | 5              | 19/1                |
| 46           | 43        | <b>LINKIN PARK</b> Runaway (Warner Bros.)                              | 184         | +3        | 20817                  | 7              | 10/2                |
| <b>Debut</b> | 44        | <b>UNWRITTEN LAW</b> Seein' Red (Interscope)                           | 166         | +37       | 12989                  | 1              | 4/0                 |
| 48           | 45        | <b>DOWN</b> Beautifully Depressed (Elektra/EEG)                        | 166         | -4        | 16208                  | 9              | 20/0                |
| 41           | 46        | <b>X-ECUTIONERS</b> It's Goin' Down (Loud/Columbia)                    | 159         | -56       | 19944                  | 15             | 17/0                |
| 44           | 47        | <b>DAVIO ORAIMAN</b> Forsaken (Reprise)                                | 154         | -49       | 11597                  | 13             | 21/0                |
| 47           | 48        | <b>QUARASHI</b> Stick 'Em Up (Time Bomb/Columbia)                      | 148         | -22       | 10971                  | 7              | 20/0                |
| <b>Debut</b> | 49        | <b>KID ROCK</b> You Never Met A Motherf**er... (Top Dog/Lava/Atlantic) | 144         | +49       | 23207                  | 1              | 22/6                |
| <b>Debut</b> | 50        | <b>TRUST COMPANY</b> Downfall (Interscope)                             | 141         | +49       | 12722                  | 1              | 24/7                |

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 4/28/02-5/4/02. 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>PAPA ROACH</b> She Loves Me Not (DreamWorks)            | 47   |
| <b>COURSE OF NATURE</b> Wall Of Shame (Lava/Atlantic)      | 13   |
| <b>UNION UNDERGROUND</b> Across... (Portrait/Columbia)     | 7    |
| <b>TRUST COMPANY</b> Downfall (Interscope)                 | 7    |
| <b>KID ROCK</b> You Never Met A... (Top Dog/Lava/Atlantic) | 6    |
| <b>HOOBASTANK</b> Running Away (Island/IDJMG)              | 5    |
| <b>AUDIOVENT</b> The Energy (Atlantic)                     | 5    |
| <b>MUSHROOMHEAD</b> Along The Way (Republic/Universal)     | 5    |
| <b>DEADSY</b> The Key To... (Elementree/DreamWorks)        | 4    |
| <b>SOIL</b> Breakin' Me Down (J)                           | 4    |

### Most Increased Plays

| ARTIST TITLE LABEL(S)   | TOTAL PLAY INCREASE |
|---|---------------------|
| <b>PAPA ROACH</b> She Loves Me Not (DreamWorks)               | +337                |
| <b>C. KROEGER F.J. SCOTT</b> Hero (Roadrunner/Columbia/IDJMG) | +185                |
| <b>AUDIOVENT</b> The Energy (Atlantic)                        | +153                |
| <b>UNION UNDERGROUND</b> Across... (Portrait/Columbia)        | +132                |
| <b>JERRY CANTRELL</b> Anger Rising (Roadrunner/IDJMG)         | +121                |
| <b>PUDDLE OF MUDD</b> Drift... (Flawless/Geffen/Interscope)   | +116                |
| <b>HOOBASTANK</b> Running Away (Island/IDJMG)                 | +116                |
| <b>TOMMY LEE</b> Hold Me Down (MCA)                           | +104                |
| <b>P.O.D.</b> Boom (Atlantic)                                 | +104                |
| <b>CREED</b> One Last Breath (Wind-up)                        | +101                |
| <b>EARSHOT</b> Get Away (Warner Bros.)                        | +82                 |

### Most Played Recurrents

| ARTIST TITLE LABEL(S)                                      | TOTAL PLAYS |
|--|-------------|
| <b>SYSTEM OF A DOWN</b> Chop Suey (American/Columbia)      | 561         |
| <b>ADEMA</b> The Way You Like It (Arista)                  | 555         |
| <b>PUDDLE OF MUDD</b> Control (Flawless/Geffen/Interscope) | 532         |
| <b>LINKIN PARK</b> Crawling (Warner Bros.)                 | 498         |
| <b>P.O.D.</b> Alive (Atlantic)                             | 485         |
| <b>TOOL</b> Schism (Volcano)                               | 478         |
| <b>LINKIN PARK</b> One Step Closer (Warner Bros.)          | 467         |
| <b>INCUBUS</b> I Wish You Were Here (Immortal/Epic)        | 463         |
| <b>NICKELBACK</b> How You Remind Me (Roadrunner/IDJMG)     | 456         |
| <b>DROWNING POOL</b> Bodies (Wind-up)                      | 422         |
| <b>CREED</b> My Sacrifice (Wind-up)                        | 370         |
| <b>SALIVA</b> Your Disease (Island/IDJMG)                  | 368         |
| <b>PAPA ROACH</b> Last Resort (DreamWorks)                 | 362         |
| <b>DISTURBED</b> Stupify (Giant/Reprise)                   | 321         |
| <b>GODSMACK</b> Awake (Republic/Universal)                 | 308         |
| <b>A PERFECT CIRCLE</b> Judith (Virgin)                    | 304         |
| <b>STAIN D</b> Fade (Flip/Elektra/EEG)                     | 304         |
| <b>STAIN D</b> It's Been Awhile (Flip/Elektra/EEG)         | 286         |
| <b>GODSMACK</b> Greed (Republic/Universal)                 | 281         |
| <b>FUEL</b> Hemorrhage (In My Hands) (Epic)                | 266         |

THE INDUSTRY'S NEWSPAPER

The Daily Digest Of The Radio Industry

The most comprehensive and up-to-the-minute coverage of radio business news...at a special VIP package rate!

## R&R's Industry VIP Package

- R&R: The Industry's Newspaper
- R&R Today: The Industry's Leading Daily Fax
- R&R's Today's News
- The R&R Directory

E-mail updates of breaking stories      The most comprehensive resource guide available

**SAVE OVER 30%! R&R'S INDUSTRY VIP PACKAGE IS \$419.00**  
(Regular rate \$601.50)

e-mail R&R at:  
[moreinfo@rronline.com](mailto:moreinfo@rronline.com)

Call R&R at:  
**310-788-1625**

FAX Credit Card Payments To:  
**310-203-8727**

Subscribe online:  
[www.rronline.com](http://www.rronline.com)

U. S. Only



America's Best Testing Active Rock Songs 12+ For The Week Ending 5/3/02.

| Artist Title (Label)   | TW   | LW   | Familiarity | Burn | TD   | Familiarity | Burn |
|--|------|------|-------------|------|------|-------------|------|
| <b>GODSMACK</b>   Stand Alone (Republic/Universal)                           | 4.09 | 4.09 | 95%         | 22%  | 4.14 | 95%         | 21%  |
| <b>DISTURBED</b> Down With The Sickness (Giant/Reprise)                      | 3.99 | 3.98 | 96%         | 39%  | 3.99 | 97%         | 44%  |
| <b>SYSTEM OF A DOWN</b> Toxicity (American/Columbia)                         | 3.99 | 4.04 | 94%         | 27%  | 3.98 | 95%         | 27%  |
| <b>SEVENDUST</b> Live Again (TVT)  | 3.97 | 4.07 | 73%         | 11%  | 3.91 | 75%         | 11%  |
| <b>TDDL</b> Parabola (Volcano)   | 3.97 | 4.08 | 69%         | 11%  | 4.07 | 73%         | 12%  |
| <b>KORN</b> Here To Stay (Immortal/Epic)                                     | 3.86 | 3.92 | 83%         | 14%  | 3.87 | 86%         | 15%  |
| <b>JERRY CANTRELL</b> Anger Rising (Roadrunner/IDJMG)                        | 3.84 | 3.88 | 52%         | 7%   | 3.95 | 59%         | 7%   |
| <b>ROB ZOMBIE</b> Never Gonna Stop (The Red, Red Kroovy) (Geffen/Interscope) | 3.83 | 3.81 | 91%         | 25%  | 3.89 | 94%         | 24%  |
| <b>DRDWRNING PDDL</b> Tear Away (Wind-up)                                    | 3.77 | 3.86 | 82%         | 16%  | 3.66 | 86%         | 18%  |
| <b>NICKELBACK</b> Too Bad (Roadrunner/IDJMG)                                 | 3.70 | 3.78 | 96%         | 41%  | 3.62 | 96%         | 43%  |
| <b>LINKIN PARK</b> In The End (Warner Bros.)                                 | 3.69 | 3.73 | 98%         | 54%  | 3.59 | 99%         | 56%  |
| <b>STAIN'D</b> Epiphany (Flip/Elektra/EEG)                                   | 3.68 | -    | 72%         | 18%  | 3.47 | 72%         | 20%  |
| <b>STAIN'D</b> For You (Flip/Elektra/EEG)                                    | 3.68 | 3.84 | 93%         | 37%  | 3.57 | 94%         | 39%  |
| <b>EARSHOT</b> Get Away (Warner Bros.)                                       | 3.65 | 3.73 | 59%         | 11%  | 3.64 | 66%         | 13%  |
| <b>HOBBASTANK</b> Crawling In The Dark (Island/IDJMG)                        | 3.63 | 3.73 | 93%         | 41%  | 3.50 | 95%         | 45%  |
| <b>PUDDLE OF MUOD</b> Blurry (Flawless/Geffen/Interscope)                    | 3.61 | 3.78 | 96%         | 48%  | 3.51 | 97%         | 52%  |
| <b>CHAD KROEGER F/JOSEY SCOTT</b> Hero (Roadrunner/Columbia/IDJMG)           | 3.60 | -    | 54%         | 10%  | 3.49 | 58%         | 11%  |
| <b>HOBBASTANK</b> Running Away (Island/IDJMG)                                | 3.59 | 3.60 | 67%         | 18%  | 3.34 | 67%         | 23%  |
| <b>PUOOLE OF MUOD</b> Drift & Die (Flawless/Geffen/Interscope)               | 3.52 | 3.74 | 74%         | 18%  | 3.42 | 76%         | 23%  |
| <b>HEADSTRONG</b> Adriana (RCA)  | 3.50 | 3.54 | 61%         | 15%  | 3.36 | 63%         | 19%  |
| <b>DEFAULT</b> Wasting My Time (TVT)   | 3.50 | 3.59 | 93%         | 45%  | 3.33 | 97%         | 51%  |
| <b>DEFAULT</b> Deny (TVT)  | 3.42 | 3.62 | 58%         | 15%  | 3.21 | 59%         | 20%  |
| <b>INCUBUS</b> Nice To Know You (Immortal/Epic)                              | 3.42 | 3.48 | 94%         | 45%  | 3.31 | 96%         | 49%  |
| <b>P.O.D.</b> Youth Of The Nation (Atlantic)                                 | 3.38 | 3.48 | 97%         | 52%  | 3.34 | 97%         | 52%  |
| <b>P.O.D.</b> Boom (Atlantic)  | 3.33 | 3.50 | 66%         | 18%  | 3.24 | 70%         | 21%  |
| <b>TOMMY LEE</b> Hold Me Down (MCA)  | 3.23 | 3.22 | 60%         | 16%  | 3.06 | 67%         | 20%  |
| <b>3RD STRIKE</b> No Light (Hollywood)                                       | 3.15 | -    | 46%         | 13%  | 2.98 | 48%         | 15%  |
| <b>CREED</b> One Last Breath (Wind-up)                                       | 3.13 | 3.28 | 68%         | 25%  | 3.08 | 69%         | 24%  |

Total sample size is 596 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 407/523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

## New & Active

- GREENWHEEL** Shelter (Island/IDJMG)  
Total Plays: 140, Total Stations: 19, Adds: 3
- COAL CHAMBER** Fiend (Roadrunner/IDJMG)  
Total Plays: 136, Total Stations: 17, Adds: 0
- AMERICAN HEAD CHARGE** Just So... (American/IDJMG)  
Total Plays: 134, Total Stations: 18, Adds: 0
- DEADSY** ...Grammercy Park (Elementree/DreamWorks)  
Total Plays: 126, Total Stations: 14, Adds: 4
- APEX THEORY** Apossibly... (DreamWorks)  
Total Plays: 112, Total Stations: 17, Adds: 2
- MEDICATION** Inside (Locomotive)  
Total Plays: 112, Total Stations: 15, Adds: 0
- WHITE STRIPES** Fell In Love With A Girl (Third Man/V2)  
Total Plays: 82, Total Stations: 7, Adds: 0
- NONPOINT** Your Signs (MCA)  
Total Plays: 57, Total Stations: 7, Adds: 1
- SOIL** Breakin' Me Down (J)  
Total Plays: 31, Total Stations: 5, Adds: 4
- HEADSTRONG** Swing Harder (RCA)  
Total Plays: 30, Total Stations: 7, Adds: 3

Songs ranked by total plays

## Indicator

### Most Added®

- PAPA ROACH** She Loves Me Not (DreamWorks)
- MUSHROOMHEAD** Along The Way (Republic/Universal)
- UNION UNDERGROUND** Across The Nation (Portrait/Columbia)
- COURSE OF NATURE** Wall Of Shame (Lava/Atlantic)
- HOBBASTANK** Running Away (Island/IDJMG)
- DEADSY** The Key To Grammercy Park (Elementree/DreamWorks)
- NONPOINT** Your Signs (MCA)

## Reporters

|  |  |   |   |   |  |   |   |  |
|--|--|---|---|---|--|---|---|--|
| <b>WOBK</b> Albany, NY *<br>PD/M: Dave Hill<br>1. PAPA ROACH "Nice"<br>2. MUSHROOMHEAD "Way"<br>3. PAPA ROACH "Loves"<br>4. BUTCH WALKER "Way"   | <b>KROR</b> Chico, CA<br>PD/M: Dan Sandoval<br>1. UNION UNDERGROUND "Nobun"<br>2. COLO "Nice"<br>3. PAPA ROACH "Loves"<br>4. HOBBASTANK "Running"<br>5. GREENWHEEL "Shelter" | <b>WGBF</b> Evansville, IN<br>CM/PD: Mike Sanders<br>APD/M: Wes Adams<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"<br>3. GREENWHEEL "Shelter"  | <b>WXQR</b> Greenville, NC *<br>PD: Brian Rickman<br>APD/M: Mark Hendrix<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"<br>3. GREENWHEEL "Shelter"             | <b>KIBZ</b> Lincoln, NE<br>PD: E.J. Marshall<br>APD: Matt Flansburg<br>MD: Samantha Knight<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"<br>3. GREENWHEEL "Shelter"   | <b>KMRQ</b> Modesto, CA *<br>PD/M: Dick Paper<br>APD: Nancy Filabomb<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"<br>3. GREENWHEEL "Shelter"                                | <b>WYSP</b> Philadelphia, PA *<br>CM: Tim Salaban<br>MD: Dale Band<br>4. TRUST COMPANY "Downfall"   | <b>KISS</b> San Antonio, TX *<br>CM: Virgil Thompson<br>MD: Kevin Vargas<br>MD: C.J. Cruz<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"   | <b>WLZ</b> Springfield, IL<br>MD: Michael T.<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"<br>3. TRUST COMPANY "Downfall"  |
| <b>KZAK</b> Amarillo, TX<br>PD: Eric Slayter<br>5. PAPA ROACH "Loves"  | <b>WMMS</b> Cleveland, OH *<br>PD: Jim Trapp<br>MD: Mark Pennington<br>1. KID ROCK "Nice"<br>2. PAPA ROACH "Loves"   | <b>WRDQ</b> Fayetteville, NC *<br>PD/M: Mark Hendrix<br>1. PAPA ROACH "Loves"   | <b>WTPT</b> Greenville, SC *<br>PD/M: Mark Hendrix<br>No Adds   | <b>KFMX</b> Lubbock, TX<br>CM: Wes Nessmann<br>APD/M: Robyn Lane<br>1. PAPA ROACH "Loves"<br>2. UNION UNDERGROUND "Nobun"<br>3. PAPA ROACH "Loves"<br>4. BUTCH WALKER "Way" | <b>WRAT</b> Monmouth-Ocean, NJ *<br>PD: Carl Craft<br>APD/M: Robyn Lane<br>1. PAPA ROACH "Loves"<br>2. UNION UNDERGROUND "Nobun"<br>3. PAPA ROACH "Loves"<br>4. BUTCH WALKER "Way" | <b>KUPD</b> Phoenix, AZ *<br>PD: J.J. Jeffries<br>MD: Larry McFeelee<br>NO ADDS/Not Rating  | <b>KIOZ</b> San Diego, CA *<br>De/Prog: Jim Richards<br>MD: Susan Moran<br>APD/M: Shannon Leder<br>1. HOBBASTANK "Running"<br>2. TRUST COMPANY "Downfall"<br>3. PAPA ROACH "Loves"<br>4. UNION UNDERGROUND "Nobun"<br>5. SOIL "Breakin'"<br>6. BUTCH WALKER "Way" | <b>WLZ</b> Springfield, MA *<br>PD: Scott Laddan<br>MD: Tricie<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"<br>3. GREENWHEEL "Shelter"                                |
| <b>WWXX</b> Wausau/Applon-Green Bay, WI *<br>PD/M: Guy Dark<br>1. PAPA ROACH "Loves"<br>2. TOMMY LEE "Nice"  | <b>KILO</b> Colorado Springs, CO *<br>PD: Ross Ford<br>APD: Matt Genery<br>1. PAPA ROACH "Loves"<br>2. DEADSY "Pain"<br>3. SOIL "Breakin'"<br>4. HEADSTRONG "Adriana"        | <b>WBBN</b> Flint, MI *<br>PD: Brian Sedow<br>MD: Tony LaBrie<br>1. PAPA ROACH "Loves"<br>2. HOBBASTANK "Running"<br>3. COURSE OF NATURE "Shame"<br>4. NONPOINT "Signs"   | <b>WQXA</b> Harrisburg, PA *<br>PD: Claudine DeLorenzo<br>MD: Nixon<br>1. PAPA ROACH "Loves"<br>2. UNION UNDERGROUND "Nobun"<br>3. BUTCH WALKER "Way"               | <b>WLIO</b> Madison, WI *<br>PD: Randy Hawke<br>APD/M: Blake Patton<br>COURSE OF NATURE "Shame"<br>MUSHROOMHEAD "Way"<br>PAPA ROACH "Loves"                                 | <b>WKQZ</b> Myrtle Beach, SC<br>CM: Brian Rickman<br>APD/M: Charley<br>1. PAPA ROACH "Loves"<br>2. BUTCH WALKER "Way"  | <b>KORB</b> Ouid Cities, IA-IL *<br>DM: Danny Sullivan<br>PD: Darren Piza<br>1. PAPA ROACH "Loves"  | <b>KURD</b> San Luis Obispo, CA<br>PD/M: Adam Burmes<br>3. PAPA ROACH "Loves"   | <b>WXTB</b> Tampa, FL *<br>CM: Brad Hardin<br>PD: Rick Schmidt<br>APD: Carl Harris<br>MD: Laura Phillips<br>1. PAPA ROACH "Loves"<br>2. DISTURBED "Down"<br>3. DEADSY "Pain" |
| <b>WCHZ</b> Augusta, GA *<br>CM: Harley Drew<br>PD/M: Chuck Williams<br>ADDITION "Energy"<br>MUSHROOMHEAD "Way"<br>PAPA ROACH "Loves"  | <b>WBZK</b> Columbus, OH *<br>PD: Hal Fish<br>APD/M: Ronni Hunter<br>1. PAPA ROACH "Loves"<br>2. DEADSY "Pain"<br>3. ADOZ "Nice"<br>4. KID ROCK "Nice"                       | <b>WCCO</b> Hartford, CT *<br>PD: Michael Picozzi<br>APD/M: Mike Karolyi<br>1. PAPA ROACH "Loves"<br>2. TRUST COMPANY "Downfall"<br>3. ASIAN "Feeling"<br>4. UNION UNDERGROUND "Nobun"<br>5. BUTCH WALKER "Way" | <b>WWRW</b> Manchester, NH<br>MD: Meegan Collier<br>1. UNION UNDERGROUND "Nobun"<br>2. HOBBASTANK "Running"<br>3. COURSE OF NATURE "Shame"<br>4. BUTCH WALKER "Way" | <b>WNRD</b> Norfolk, VA *<br>PD: Steve Kojan<br>APD/M: Tim Parker<br>1. PAPA ROACH "Loves"<br>2. UNION UNDERGROUND "Nobun"<br>3. TRUST COMPANY "Downfall"                   | <b>KDOT</b> Reno, NV *<br>PD: Steve Kojan<br>MD: Martina Davis<br>1. PAPA ROACH "Loves"<br>2. KID ROCK "Nice"  | <b>KTRV</b> Shreveport, LA *<br>CM: Dale Band<br>PD/M: Paul Cannell<br>1. PAPA ROACH "Loves"<br>2. COURSE OF NATURE "Shame"                 | <b>KURD</b> San Luis Obispo, CA<br>PD/M: Adam Burmes<br>3. PAPA ROACH "Loves"   | <b>WXTB</b> Tampa, FL *<br>CM: Brad Hardin<br>PD: Rick Schmidt<br>APD: Carl Harris<br>MD: Laura Phillips<br>1. PAPA ROACH "Loves"<br>2. DISTURBED "Down"<br>3. DEADSY "Pain" |
| <b>WYYY</b> Baltimore, MD *<br>PD: Rick Strauss<br>APD/M: Rob Heckman<br>1. UNION UNDERGROUND "Nobun"<br>2. SWITCHED "Diss"  | <b>KEGL</b> Dallas-Ft. Worth, TX *<br>Interim PD: Jim Richards<br>APD: Chris Ryan<br>MD: Cindy Scott<br>No Adds  | <b>WAMX</b> Huntington, WV<br>PD/M: Paul Ostlund<br>2. PAPA ROACH "Loves"<br>3. NONPOINT "Signs"<br>4. DEADSY "Pain"  | <b>WZTA</b> Miami, FL *<br>APD/M: Lee Daniels<br>1. HOBBASTANK "Running"<br>2. PAPA ROACH "Loves"   | <b>KROC</b> Omaha, NE *<br>PD: Tim Sheridan<br>MD: Jon Terry<br>1. HOBBASTANK "Running"<br>2. PAPA ROACH "Loves"  | <b>WYVE</b> Rochester, NY *<br>PD: Eric Anderson<br>MD: Don Vincent<br>PAPA ROACH "Loves"  | <b>WRBR</b> South Bend, IN<br>PD/M: Mark McGill<br>COURSE OF NATURE "Shame"<br>PAPA ROACH "Loves"<br>BUTCH WALKER "Way"                     | <b>KRTQ</b> Tulsa, OK *<br>PD: Chris Kelly<br>APD: Kelly Garrett<br>PAPA ROACH "Loves"  |  |
| <b>WCPH</b> Biloxi-Gulfport, MS *<br>CM: Kenny Vest<br>PD: Scott Fox<br>APD: Wayne Watkins<br>MD: Mitch City<br>1. KATIE "Way"<br>2. COURSE OF NATURE "Shame"<br>3. MUSHROOMHEAD "Way"<br>4. PAPA ROACH "Loves"<br>5. BUTCH WALKER "Way"<br>6. CLARK "Way" | <b>KBPI</b> Denver-Boulder, CO *<br>PD: Bob Richards<br>APD/M: Willie B.<br>1. PAPA ROACH "Loves"  | <b>WAMX</b> Huntington, WV<br>PD/M: Paul Ostlund<br>2. PAPA ROACH "Loves"<br>3. NONPOINT "Signs"<br>4. DEADSY "Pain"  | <b>WZLW</b> Milwaukee, WI *<br>CM: Chris Moreau<br>4. PAPA ROACH "Loves"<br>5. UNION UNDERGROUND "Nobun"<br>1. COURSE OF NATURE "Shame"<br>2. DEADSY "Pain"         | <b>WJRR</b> Orlando, FL *<br>PD: Pat Lynch<br>MD: Dickerman<br>2. UNION UNDERGROUND "Nobun"<br>3. PAPA ROACH "Loves"  | <b>WKQZ</b> Saginaw, MI *<br>PD: Hunter Scott<br>APD/M: Sean Kelly<br>5. KATIE "Way"<br>6. ASIAN "Feeling"<br>7. PAPA ROACH "Loves"<br>8. BUTCH WALKER "Way"                       | <b>KHTQ</b> Spokane, WA *<br>CM: Brew Michaels<br>MD: Ken Richards<br>MD: Barry Bennett<br>3. ALLEN CRAME "Diss"                            | <b>KICT</b> Wichita, KS *<br>PD: D.C. Carter<br>MD: R.L. Davis<br>12. PAPA ROACH "Loves"<br>13. ADDITION "Energy"<br>14. PLAN "Way"   |  |
| <b>WAAF</b> Boston, MA *<br>PD: Dave Douglas<br>MD: Mike Branford<br>1. KID ROCK "Nice"  | <b>KAZR</b> Des Moines, IA *<br>PD: Sean Elliott<br>MD: Jo Michaels<br>1. PAPA ROACH "Loves"<br>2. COREY "Way"<br>3. KID ROCK "Nice"   | <b>WKLG</b> Grand Rapids, MI *<br>CM: Tony Gates<br>PD/M: Mike Stavrou<br>APD: Tom Sfarou<br>ADDITION "Energy"<br>CREED "Breach"  | <b>WJUN</b> Lansing, MI *<br>CM: Bob Olson<br>MD: Kevin Conrad<br>1. PAPA ROACH "Loves"<br>2. UNION UNDERGROUND "Nobun"   | <b>KXKR</b> Minneapolis, MN *<br>CM: Dave Hamilton<br>PD: Wade Lindsey<br>MD: Pablo<br>2. PAPA ROACH "Loves"<br>3. MUSHROOMHEAD "Way"<br>4. UNION UNDERGROUND "Nobun"       | <b>WKQZ</b> Saginaw, MI *<br>PD: Hunter Scott<br>APD/M: Sean Kelly<br>5. KATIE "Way"<br>6. ASIAN "Feeling"<br>7. PAPA ROACH "Loves"<br>8. BUTCH WALKER "Way"                       | <b>WZBH</b> Salisbury, MD<br>PD: Shawn Murphy<br>APD/M: Mike Hunter<br>PAPA ROACH "Loves"<br>MUSHROOMHEAD "Way"<br>COURSE OF NATURE "Shame" | <b>WZBH</b> Salisbury, MD<br>PD: Shawn Murphy<br>APD/M: Mike Hunter<br>PAPA ROACH "Loves"<br>MUSHROOMHEAD "Way"<br>COURSE OF NATURE "Shame"   |  |

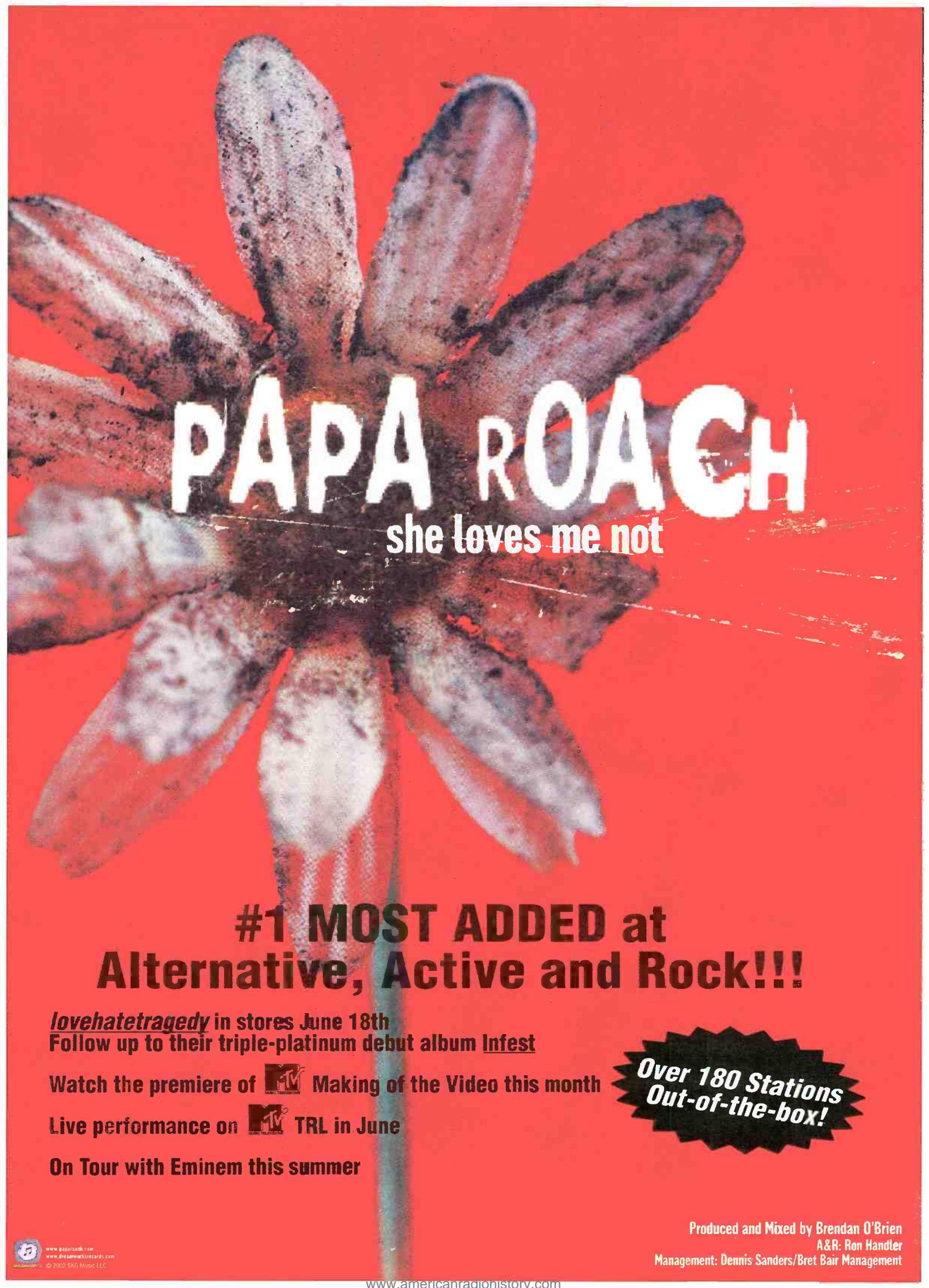
\* Monitored Reporters

72 Total Reporters

56 Total Monitored

16 Total Indicator





# PAPA ROACH

she loves me not

**#1 MOST ADDED at  
Alternative, Active and Rock!!!**

*lovehatetragedy* in stores June 18th  
Follow up to their triple-platinum debut album *Infest*

Watch the premiere of  Making of the Video this month

Live performance on  TRL in June

On Tour with Eminem this summer

**Over 180 Stations  
Out-of-the-box!**

Produced and Mixed by Brendan O'Brien  
A&R: Ron Handler  
Management: Dennis Sanders/Bret Bair Management



## ON THE RECORD

With  
**Roxanne Steele**  
PD/MD, WZOR (Razor 94.7/  
Green Bay, WI)



First off, I must say that Layne Staley's death greatly affected me. Alice In Chains is the one band I could slip into my CD player at any time, anywhere, in any state of mind and sing along to every song. They will always be one of my favorite bands, and Layne Staley one of the most influential singers in my life. His haunting voice and tragic lyrics, somehow, always

brought me comfort. ● Right now Razor listeners love the new Coal Chamber track. "Fiend" has been in Razor's top five phones since we added it, even beating out Korn's "Here to Stay." Switched's "Inside" is also doing very well. It has enough metal for our hard-core listeners and enough melody for the mainstream. Simply put, it rocks! ● I anticipate this summer being a very exciting time for Rock radio with new releases from Korn, Jerry Cantrell, Papa Roach and, for me especially, Nonpoint. I still haven't taken their last CD out of my disc changer. They've played several Razor shows, and you can't help but be infected by their energy onstage. 30 Seconds To Mars is another CD I'm really looking forward to hearing in its entirety. Let the summer of rock begin!

I don't know about "she," but it's clear that Active Rock loves the new track from Papa Roach, "She Loves Me Not." A whopping 47 adds leaves only eight stations to go. A solid +337 plays lands the band squarely on the chart at No. 30. Roach also nail No. 1 Most Added at Rock with 18 adds ... I've enjoyed tracking through the *Course Of Nature* CD recently. "Wall of Shame" is the perfect followup to "Caught in the Sun" with its meatier and chunkier sound. The new track pulls in 13 Active and 12 Rock stations this week ... Although Trust Company aren't going for adds until May 21, another seven Active adds make for 24 stations already on "Downfall" ... In the medical band names department, I really like Epidemic's "Walk Away." Start pestering your favorite Elektra rep to play it for you. Also, keep an eye out for the upcoming full Medication CD ... "Swing Harder (Temper Temper)" is a great track by Headstrong. Don't worry about add dates; give it a spin and get it on as soon as you can support it ... Have you listened to Nonpoint's new song "Your Signs" yet? Elias Soriano has a beautiful voice that's highlighted on this one, which has me eager to hear the full CD. MAX PIX: CUS-

TOM Beat Me (artistDIRECT)

— Cyndee Maxwell, Active Rock/Rock Editor

## Active Rock/Rock

## ON THE RADIO

## Record Of The Week

Artist: Killswitch Engage  
Title: *Alive Or Just Breathing*  
Label: Roadrunner/IDJMG

A celebration of all things metal, Killswitch Engage's *Alive or Just Breathing* is such a solid amalgam of power metal, hardcore and traditional metal that a new entry has been created in the Headbanger's Periodic Table of Elements. KSE's makeup includes a lethally precise rhythm section and double-attack guitars that are sharp as shrapnel. And then there's Jesse David Leach, whose bipolar howling/singing provides the high drama and dynamics that push KSE into greater realms. From note one of album opener "Numbered Days" you know this Massachusetts-based band are ready to mow down any pretenders in their path. "My Last Serenade" is a must-listen, as is the whole album. Coupling inspired metal melodies with dark atmospherics and full-on fury, *Alive...* could easily be album of the year for any mosher worth their weight in, well, metal.

— Frank Correia



# active INSIGHT

ARTIST: Papa Roach  
LABEL: DreamWorks

By FRANK CORREIA / ROCK SPECIALTY EDITOR



Papa Roach

When Papa Roach first started crawling into the mainstream, many were perplexed by the group's strange moniker. Marijuana reference? Or perhaps some bizarre cross-breeding experiment between the insect world's most reviled member and the famed '80s cartoon character Papa Smurf? Neither, of course, is true, as Papa Roach comes from a nickname for frontman Coby Dick's grandfather. Nevertheless, the roach part of their name — as well as the title of their 2000 triple-Platinum debut for DreamWorks, *Infest* — proved suitable for a band that snuck under many people's radar and spawned a massive legion of followers.

Despite the fact that the group released several independent discs prior to *Infest*, Papa Roach's newest, *love/hate/tragedy*, is being eyed as their big sophomore effort — a traditional stumbling block for many artists. Fortunately, the Northern California boys have come roaring out of the gate with the first single from the album, "She Loves Me Not." Active Rockers across the panel have showed massive love for the track, and it shouldn't be long before the Roaches have crawled back into the familiar territory of the top five.

"I think it shows a nice move forward. The band has delivered on their promise to get away

from the rap-rock," says KRXX/Sacramento MD Paul Marshall, who notes that the record was a no-brainer due to the band's local status. "Coby and everybody have been promising that they'd put together a straightforward rock record, and, by all indications, that's what this seems to be.

"Their hometown of Vacaville is not too far down the road from Sacramento, and we've supported them from the beginning. Papa Roach have been on some of our independent compilations in the past — the *Sacramento Rocks* series that we've done every year. They're a band we have a long history with, and it makes sense for us to be a leader when it comes to supporting something new. There are going to be those people who dig Papa Roach no matter what comes out, but the most important thing is that, texturally, it totally sounds good on the radio. They kjked it up a notch on *Infest*, and there seems to be a lot of pressure to deliver. So far it seems like they're doing so, so we're pretty happy."

## R&R Top 20 Specialty Artists

May 10, 2002

1. SUPERJOINT RITUAL (*Sanctuary/SRG*) "It Takes No Guts," "Fuck Your Enemy"
2. COAL CHAMBER (*Roadrunner/IDJMG*) "Fiend," "Something Told Me"
3. KILLSWITCH ENGAGE (*Roadrunner/IDJMG*) "Numbered Days," "My Last Serenade"
4. DOWN (*Elektra/EEG*) "Beautifully Depressed," "The Seed"
5. SCORPION KING (*Universal*) "Along The Way," "Streamline"
6. MOTORHEAD (*Sanctuary/SRG*) "Shut Your Mouth," "Red Raw"
7. LOLLIPOP LUST KILL (*Artemis*) "Like A Disease," "Father"
8. HATEBREED (*Universal*) "I Will Be Heard," "Perseverance"
9. BRAND NEW SIN (*Now Or Never*) "SPP," "Broken Soul"
10. SOILWORK (*Nuclear Blast*) "Follow The Hollow," "Natural Born Chaos"
11. SKINLAB (*Century Media*) "Slave The Way," "Come Get It"
12. 40 BELOW SUMMER (*Reprise*) "Rope," "Falling Down"
13. SPEEDEALER (*Palm*) "All The Things...", "Leave Me Alone"
14. PITCHSHIFTER (*Sanctuary/SRG*) "Shutdown," "Eight Days"
15. MINISTRY (*Sanctuary/SRG*) "Thieves (Live)," "Just One Fix (Live)"
16. DIO (*Spitfire*) "Killing The Dragon," "Along Came A Spider"
17. OTEP (*Capitol*) "Blood Pigs," "Battle Ready"
18. WWF FORCEABLE ENTRY (*Smackdown/Columbia*) "Break The...", "No Chance"
19. DANZIG (*Spitfire*) "Black Mass," "Wicked Pussycat"
20. EARSHOT (*Warner Bros.*) "Get Away," "Headstrong"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

# Alternative Playlists

**MARKET #1**

**WKRN/New York**  
Infinity  
(212) 314-9230  
Kingston/Woody/Fier  
12+ Cum 2,455,600



| PLAYS | LT | WT | ARTIST/TITLE                    | GI (000) |
|-------|----|----|---------------------------------|----------|
| 38    | 41 | 44 | KORNY Here To Stay              | 33884    |
| 37    | 41 | 44 | SYSTEM OF A DOWNS/Toxicity      | 53464    |
| 37    | 41 | 44 | GOODSAMX/Stand Alone            | 48248    |
| 37    | 41 | 44 | LINXON PARK/Runaway             | 46944    |
| 37    | 41 | 44 | PUDDLE OF MUDD/Drift & Die      | 45640    |
| 30    | 30 | 30 | BOX CAR RACER/Feel So           | 39120    |
| 6     | 28 | 30 | PAPA ROACH/She Loves Me Not     | 36512    |
| 25    | 25 | 25 | JIMMY EAT WORLD/The Middle      | 32600    |
| 25    | 25 | 25 | P.O.D./Youth Of The Nation      | 32500    |
| 24    | 24 | 24 | WHITE STRIPES/Feel In Love...   | 31296    |
| 24    | 24 | 24 | HOBBASTANK/Crawling In The Dark | 31296    |
| 24    | 24 | 24 | P.O.D./Boom                     | 31296    |
| 24    | 24 | 24 | LINXON PARK/Papercut            | 27384    |
| 20    | 20 | 20 | KROEGER & SCOTT/Hero            | 26080    |
| 16    | 16 | 16 | TOOL/Schism                     | 24776    |
| 16    | 16 | 16 | ROB ZOMBIE/Never Gonna Stop...  | 24776    |
| 16    | 16 | 16 | LINXON PARK/In The End          | 23472    |
| 16    | 16 | 16 | HIVES/Hate To Say...            | 23472    |
| 16    | 16 | 16 | P.D./Alive                      | 23472    |
| 14    | 14 | 14 | TRUST COMPANY/Downfall          | 22168    |
| 14    | 14 | 14 | SYSTEM OF A DOWNS/Chop Suey     | 22168    |
| 16    | 16 | 16 | STAND/For You                   | 20864    |
| 13    | 13 | 13 | STROKES/Last Mile               | 20864    |
| 13    | 13 | 13 | PUDDLE OF MUDD/Control          | 20864    |
| 16    | 16 | 16 | PAPA ROACH/Last Resort          | 20864    |
| 21    | 21 | 21 | HOBBASTANK/Runaway              | 19560    |
| 14    | 14 | 14 | DISTURBED/The Game              | 19560    |
| 15    | 15 | 15 | STAND/For You                   | 18256    |
| 15    | 15 | 15 | ALIEN ANT FARM/Smooth Criminal  | 18256    |
| 4     | 4  | 4  | EMINEM/Without Me               | 18256    |

**MARKET #2**

**KROQ/Los Angeles**  
Infinity  
(323) 590-4667  
Weathers/Sandstrom/Worden  
12+ Cum 1,683,000



| PLAYS | LT | WT | ARTIST/TITLE                    | GI (000) |
|-------|----|----|---------------------------------|----------|
| 41    | 41 | 41 | JIMMY EAT WORLD/Sweetness       | 38908    |
| 41    | 41 | 41 | LINXON PARK/Runaway             | 38908    |
| 41    | 41 | 41 | BAD RELIGION/Sorrow             | 36326    |
| 38    | 38 | 38 | WHITE STRIPES/Feel In Love...   | 31010    |
| 38    | 38 | 38 | PUDDLE OF MUDD/Drift & Die      | 31010    |
| 31    | 31 | 31 | SYSTEM OF A DOWNS/Toxicity      | 27466    |
| 9     | 30 | 31 | SYSTEM OF A DOWNS/Aerials       | 26580    |
| 31    | 28 | 28 | JACK JOHNSON/Here               | 24808    |
| 31    | 28 | 28 | KORNY Here To Stay              | 21540    |
| 35    | 27 | 27 | STROKES/Last Mile               | 23922    |
| 26    | 26 | 26 | BOX CAR RACER/Feel So           | 23038    |
| 26    | 26 | 26 | HOMER DOWNS/Heroin              | 22150    |
| 26    | 26 | 26 | INCUBUS/Warrior                 | 22150    |
| 25    | 24 | 24 | HIVES/Hate To Say...            | 21264    |
| 22    | 22 | 22 | HOBBASTANK/Crawling In The Dark | 20828    |
| 22    | 22 | 22 | JIMMY EAT WORLD/The Middle      | 19492    |
| 22    | 22 | 22 | KORNY Here To Stay              | 19492    |
| 22    | 21 | 21 | NO DOUBT/Hella Good             | 18606    |
| 26    | 21 | 21 | TRUST COMPANY/Downfall          | 18606    |
| 21    | 21 | 21 | UNWRITTEN LAW/Seen Red          | 18606    |
| 20    | 20 | 20 | LINXON PARK/Papercut            | 17720    |
| 20    | 20 | 20 | P.O.D./Boom                     | 17720    |
| 17    | 17 | 17 | BLINK-182/First Date            | 15082    |
| 17    | 17 | 17 | TOOL/Schism                     | 15082    |
| 17    | 17 | 17 | PAPA ROACH/Last Resort          | 14176    |
| 16    | 16 | 16 | HOBBASTANK/Runaway              | 14176    |
| 16    | 16 | 16 | SYSTEM OF A DOWNS/Chop Suey     | 14176    |
| 16    | 16 | 16 | SUGARCLUB/Boyz n the Trap       | 14176    |
| 12    | 13 | 13 | ABANDONED POOLS/Ramely          | 11518    |
| 6     | 13 | 13 | N.E.R.D./Rock Star              | 11518    |

**MARKET #3**

**WKDQ/Chicago**  
Emmis  
(312) 537-8438  
Richards/Shummas  
12+ Cum 839,600



| PLAYS | LT | WT | ARTIST/TITLE                      | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 42    | 42 | 42 | UNWRITTEN LAW/Seen Red            | 15038    |
| 42    | 42 | 42 | JIMMY EAT WORLD/The Middle        | 14382    |
| 40    | 40 | 40 | BLINK-182/First Date              | 13694    |
| 40    | 40 | 40 | SYSTEM OF A DOWNS/Toxicity        | 13360    |
| 39    | 39 | 39 | OSPIRTO/Down Up                   | 13026    |
| 34    | 34 | 34 | WHITE STRIPES/Feel In Love...     | 11356    |
| 37    | 33 | 33 | STROKES/Last Mile                 | 11022    |
| 31    | 31 | 31 | KORNY Here To Stay                | 11022    |
| 31    | 31 | 31 | OUR LADY PEACE/Somebody Out There | 11022    |
| 31    | 31 | 31 | BOX CAR RACER/Feel So             | 10622    |
| 28    | 28 | 28 | KORNY Here To Stay                | 8684     |
| 24    | 24 | 24 | LINXON PARK/Runaway               | 8350     |
| 24    | 24 | 24 | DASHBOARD/Scramming...            | 8350     |
| 24    | 24 | 24 | EMINEM/Without Me                 | 8016     |
| 24    | 24 | 24 | WEEZER/Dope Nose                  | 8016     |
| 24    | 24 | 24 | MORRYWE Are All Made...           | 8016     |
| 22    | 22 | 22 | BEN KLEWEL/Wasted And Ready       | 7344     |
| 22    | 22 | 22 | BOX CAR RACER/Feel So             | 7344     |
| 21    | 21 | 21 | CREED/One Last Breath             | 7014     |
| 21    | 21 | 21 | ABANDONED POOLS/Ramely            | 7014     |
| 15    | 15 | 15 | JACK JOHNSON/Here                 | 6580     |
| 15    | 15 | 15 | LINXON PARK/Papercut              | 6580     |
| 15    | 15 | 15 | QUARASHI/Stack 'Em Up             | 6346     |
| 16    | 19 | 19 | INCUBUS/Warrior                   | 6346     |
| 16    | 19 | 19 | TRIK TURNER/Friends + Family      | 6346     |
| 16    | 19 | 19 | TRIK TURNER/Friends + Family      | 5678     |
| 15    | 17 | 17 | PUDDLE OF MUDD/Blurry             | 5678     |
| 17    | 17 | 17 | KID ROCK/What I Learned...        | 5678     |
| 15    | 15 | 15 | SUGARCLUB/Boyz n the Trap         | 5344     |
| 13    | 13 | 13 | ROB ZOMBIE/Never Gonna Stop...    | 5344     |
| 16    | 16 | 16 | STAND/For You                     | 5344     |

**MARKET #4**

**WZZM/Chicago**  
ABC  
(312) 964-9923  
Gambale/Lov/VanOsdo  
12+ Cum 548,300



| PLAYS | LT | WT | ARTIST/TITLE                    | GI (000) |
|-------|----|----|---------------------------------|----------|
| 46    | 46 | 46 | JIMMY EAT WORLD/The Middle      | 11084    |
| 47    | 47 | 47 | UNWRITTEN LAW/Seen Red          | 10921    |
| 66    | 66 | 66 | JACK JOHNSON/Here               | 10758    |
| 66    | 66 | 66 | GOOD GOD DOLLS/Here Is Gone     | 10695    |
| 34    | 49 | 49 | OSPIRTO/Down Up                 | 7987     |
| 48    | 49 | 49 | STAND/For You                   | 7987     |
| 28    | 41 | 41 | HIVES/Hate To Say...            | 6520     |
| 40    | 40 | 40 | EMINEM/Without Me               | 6520     |
| 31    | 31 | 31 | WHITE STRIPES/Feel In Love...   | 6031     |
| 36    | 34 | 34 | STROKES/Last Mile               | 5542     |
| 34    | 32 | 32 | LINXON PARK/Papercut            | 5216     |
| 34    | 32 | 32 | MOBYWE Are All Made...          | 5216     |
| 34    | 32 | 32 | BLINK-182/First Date            | 4896     |
| 27    | 28 | 28 | KROEGER & SCOTT/Hero            | 4564     |
| 21    | 27 | 27 | UNWRITTEN LAW/Seen Red          | 4401     |
| 23    | 25 | 25 | CREED/One Last Breath           | 4073     |
| 33    | 25 | 25 | DASHBOARD/Scramming...          | 4073     |
| 16    | 24 | 24 | WEEZER/Dope Nose                | 3912     |
| 24    | 24 | 24 | HOBBASTANK/Runaway              | 3912     |
| 24    | 24 | 24 | HOBBASTANK/Runaway              | 3912     |
| 24    | 24 | 24 | PUDDLE OF MUDD/Blurry           | 3912     |
| 16    | 24 | 24 | P.O.D./Boom                     | 3912     |
| 23    | 23 | 23 | HOBBASTANK/Crawling In The Dark | 3749     |
| 24    | 24 | 24 | PAPA ROACH/Last Resort          | 3588     |
| 18    | 22 | 22 | INCUBUS/1 Wish You Were Here    | 3586     |
| 18    | 22 | 22 | INCUBUS/Warrior                 | 3586     |
| 20    | 20 | 20 | ANDREW W.K./Party Hard          | 3260     |
| 18    | 18 | 18 | ALIEN ANT FARM/Moves            | 3097     |
| 19    | 19 | 19 | SUM 41/Fat Lip                  | 3097     |
| 13    | 19 | 19 | NICKELBACK/How You Remind Me    | 3097     |

**MARKET #5**

**KITSN/San Francisco**  
Infinity  
(415) 402-6700  
Demery/Aebsen  
12+ Cum 628,200



| PLAYS | LT | WT | ARTIST/TITLE                    | GI (000) |
|-------|----|----|---------------------------------|----------|
| 46    | 46 | 46 | JIMMY EAT WORLD/The Middle      | 10258    |
| 47    | 47 | 47 | LINXON PARK/Papercut            | 9589     |
| 48    | 47 | 47 | BLINK-182/First Date            | 9366     |
| 47    | 47 | 47 | WHITE STRIPES/Feel In Love...   | 8251     |
| 47    | 47 | 47 | SYSTEM OF A DOWNS/Toxicity      | 7592     |
| 26    | 27 | 27 | UNWRITTEN LAW/Seen Red          | 6021     |
| 26    | 27 | 27 | ROB ZOMBIE/Never Gonna Stop...  | 5798     |
| 23    | 25 | 25 | TOOL/Schism                     | 5575     |
| 24    | 25 | 25 | OFFSPRING/Dely You              | 5575     |
| 24    | 25 | 25 | HIVES/Hate To Say...            | 5352     |
| 26    | 24 | 24 | STAND/For You                   | 5352     |
| 24    | 24 | 24 | NICKELBACK/How You Remind Me    | 5352     |
| 24    | 24 | 24 | HOBBASTANK/Runaway              | 5129     |
| 10    | 23 | 23 | EMINEM/Without Me               | 5129     |
| 17    | 23 | 23 | WEEZER/Dope Nose                | 5129     |
| 24    | 23 | 23 | DISTURBED/Down With...          | 5129     |
| 22    | 22 | 22 | PUDDLE OF MUDD/Blurry           | 4906     |
| 22    | 22 | 22 | STROKES/Last Mile               | 4906     |
| 19    | 21 | 21 | P.D./Alive                      | 4683     |
| 24    | 21 | 21 | PAPA ROACH/She Loves Me Not     | 4683     |
| 21    | 21 | 21 | INCUBUS/1 Wish You Were Here    | 4683     |
| 23    | 20 | 20 | STROKES/Last Mile               | 4660     |
| 23    | 20 | 20 | PAPA ROACH/Last Resort          | 4660     |
| 24    | 20 | 20 | SYSTEM OF A DOWNS/Chop Suey     | 4660     |
| 26    | 20 | 20 | X-CLUTONERS/It's Goin' Down     | 4660     |
| 26    | 20 | 20 | HOBBASTANK/Crawling In The Dark | 4660     |
| 18    | 18 | 18 | 311/Amber                       | 4237     |
| 17    | 18 | 18 | ALIEN ANT FARM/Moves            | 4014     |
| 16    | 18 | 18 | P.O.D./Youth Of The Nation      | 4014     |
| 17    | 17 | 17 | PUDDLE OF MUDD/Drift & Die      | 3791     |

**MARKET #6**

**KDGE/Dallas-Ft. Worth**  
Clear Channel  
(972) 770-7777  
Doherty/Byo  
12+ Cum 475,100



| PLAYS | LT | WT | ARTIST/TITLE                       | GI (000) |
|-------|----|----|------------------------------------|----------|
| 49    | 49 | 49 | STAND/For You                      | 9947     |
| 49    | 49 | 49 | NICKELBACK/Too Bad                 | 9947     |
| 41    | 41 | 41 | JIMMY EAT WORLD/The Middle         | 9947     |
| 41    | 41 | 41 | BLINK-182/First Date               | 9947     |
| 46    | 46 | 46 | DEFAULT/Wasting My Time            | 9338     |
| 31    | 41 | 41 | LINXON PARK/In The End             | 8323     |
| 31    | 41 | 41 | UNWRITTEN LAW/Seen Red             | 8323     |
| 33    | 33 | 33 | MORRYWE Are All Made...            | 6990     |
| 30    | 31 | 31 | Amber                              | 6990     |
| 30    | 30 | 30 | COURSE OF NATURE/Caught In The Sun | 5887     |
| 27    | 27 | 27 | WEEZER/Dope Nose                   | 5887     |
| 26    | 26 | 26 | KROEGER & SCOTT/Hero               | 5684     |
| 24    | 27 | 27 | LINXON PARK/My December            | 5481     |
| 26    | 26 | 26 | OUR LADY PEACE/Somebody Out There  | 5278     |
| 26    | 26 | 26 | DASHBOARD/Scramming...             | 5278     |
| 25    | 25 | 25 | SUM 41/In Too Deep                 | 5075     |
| 25    | 25 | 25 | COOLPLAY/Waiting                   | 5075     |
| 23    | 24 | 24 | GOOD GOD DOLLS/Here Is Gone        | 4872     |
| 23    | 24 | 24 | PUDDLE OF MUDD/Drift & Die         | 4872     |
| 17    | 23 | 23 | P.D./Beautiful Day                 | 4669     |
| 20    | 22 | 22 | L.U./Alive                         | 4060     |
| 20    | 22 | 22 | PUDDLE OF MUDD/Blurry              | 4060     |
| 20    | 22 | 22 | WEEZER/Dope Nose                   | 4060     |
| 20    | 22 | 22 | P.O.D./Youth Of The Nation         | 4060     |
| 20    | 22 | 22 | WHITE STRIPES/Feel In Love...      | 4060     |
| 20    | 22 | 22 | 3 DOORS DOWN/Be Like That          | 3857     |
| 19    | 21 | 21 | WALKER/Here To Stay                | 3857     |
| 16    | 18 | 18 | INCUBUS/1 Wish You Were Here       | 3654     |
| 17    | 17 | 17 | FLICKERSTICK/Coke                  | 3451     |
| 15    | 16 | 16 | BLINK-182/Stay Together For...     | 3248     |

**MARKET #7**

**WFLY/Philadelphia**  
Radio One  
(610) 555-8900  
McGuinn/Fen  
12+ Cum 493,800



| PLAYS | LT | WT | ARTIST/TITLE                      | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 39    | 44 | 44 | UNWRITTEN LAW/Seen Red            | 7832     |
| 49    | 43 | 43 | INCUBUS/How To Know Your...       | 7554     |
| 41    | 43 | 43 | JIMMY EAT WORLD/The Middle        | 7554     |
| 40    | 43 | 43 | HOBBASTANK/Crawling In The Dark   | 7120     |
| 36    | 40 | 40 | FAMILIAR/AB/The Question          | 7120     |
| 30    | 38 | 38 | LINXON PARK/Papercut              | 6784     |
| 30    | 38 | 38 | KROEGER & SCOTT/Hero              | 6874     |
| 32    | 32 | 32 | SYSTEM OF A DOWNS/Toxicity        | 5696     |
| 32    | 31 | 31 | BLINK-182/First Date              | 5518     |
| 45    | 30 | 30 | JIMMY EAT WORLD/The Middle        | 5340     |
| 27    | 29 | 29 | OUR LADY PEACE/Somebody Out There | 5163     |
| 25    | 28 | 28 | PUDDLE OF MUDD/Drift & Die        | 4984     |
| 25    | 28 | 28 | KORNY Here To Stay                | 4984     |
| 27    | 27 | 27 | WEEZER/Dope Nose                  | 4806     |
| 28    | 27 | 27 | DASHBOARD/Scramming...            | 4628     |
| 26    | 27 | 27 | INCUBUS/Warrior                   | 4272     |
| 26    | 27 | 27 | DASHBOARD/Scramming...            | 4272     |
| 23    | 25 | 25 | ROB ZOMBIE/Never Gonna Stop...    | 4094     |
| 23    | 25 | 25 | PUDDLE OF MUDD/Drift & Die        | 4094     |
| 22    | 22 | 22 | LINXON PARK/In The End            | 3916     |
| 22    | 22 | 22 | DISTURBED/Down With...            | 3916     |
| 27    | 21 | 21 | WHITE STRIPES/Feel In Love...     | 3738     |
| 27    | 21 | 21 | WEEZER/Dope Nose                  | 3560     |
| 20    | 20 | 20 | ALIEN ANT FARM/Moves              | 3560     |
| 20    | 20 | 20 | P.D./Alive                        | 3560     |
| 20    | 20 | 20 | 3 DOORS DOWN/Be Like That         | 3560     |
| 9     | 18 | 18 | 311/Amber                         | 3204     |
| 28    | 18 | 18 | ADAM/The Way You Live It          | 3204     |
| 15    | 18 | 18 | QUARASHI/Stack 'Em Up             | 3204     |
| 17    | 17 | 17 | MORRYWE Are All Made...           | 3026     |

**MARKET #8**

**WHFS/Washington, DC**  
Infinity  
(301) 306-0991  
Benjamin/Farley  
12+ Cum 377,300



| PLAYS | LT | WT | ARTIST/TITLE                    | GI (000) |
|-------|----|----|---------------------------------|----------|
| 56    | 58 | 58 | SYSTEM OF A DOWNS/Toxicity      | 5684     |
| 53    | 53 | 53 | HOBBASTANK/Crawling In The Dark | 5194     |
| 45    | 45 | 45 | JIMMY EAT WORLD/The Middle      | 4958     |
| 45    | 45 | 45 | WHITE STRIPES/Feel In Love...   | 4958     |
| 43    | 43 | 43 | P.O.D./Youth Of The Nation      | 4998     |
| 46    | 42 | 42 | STROKES/Last Mile               | 4116     |
| 26    | 42 | 42 | STROKES/Last Mile               | 4116     |
| 36    | 36 | 36 | X-CLUTONERS/It's Goin' Down     | 3528     |
| 36    | 36 | 36 | UNWRITTEN LAW/Seen Red          | 3332     |
| 34    | 34 | 34 | EMINEM/Without Me               | 3234     |
| 30    | 31 | 31 | HOMER DOWNS/Heroin              | 3028     |



**JIM KERR**  
jimkerr@rronline.com

## Evangelism Marketing

■ A cutting-edge marketing paradigm from Wabash & Lake

While we may agree on the incontrovertible rules of marketing, the actual mechanisms that we use to implement a marketing plan are just as important as the soundness of the underlying strategy. This is complicated by the fact that marketing plans tend to be specific, and what works for one industry may not work as well for another. In radio, there is even more of a need for focus: A marketing plan designed for an AC station may fail miserably for an Alternative, and vice versa.

The trouble for Alternative radio is that many of the books and resources on marketing that you'll see in your local bookstore were created for other industries. So, in the end, while we can appreciate the deft hand and creativity that steer a marketing plan to success, we may not be able to find much in the way of guidance for our own attempts to market our radio stations. These books are philosophical inspirations, but the path is still yet to be cleared — by you.

A more recent marketing development, however, is much closer to what radio — Alternative in particular — is attempting to accomplish. Heavily influenced and perhaps even given birth by Malcolm Gladwell's book *The Tipping Point*, viral marketing attempts to use the customer as the marketing centerpiece. He or she becomes a flu and "infects" those around him or her. Word of mouth has been around a long time, but it was Gladwell who popularized it as a legitimate focus of marketing efforts.

### From Virus To Evangelist

As a marketing paradigm, viral marketing dovetails perfectly with contemporary radio. The customer's ability to influence friends relates directly to the goals contemporary radio has for its listeners. While a 40-year-old dentist may be immune to peer pressure about his or her choice of radio stations, an 18-year-old college freshman will want to be cool — and listen to the station the cool kids listen to.

Last year R&R Convention attendees were lucky enough to have a chance to hear influential viral-mar-

keting thinker Emanuel Rosen at the Jacobs Media Summit. His presentation on what buzz is and how to create it made for a must-attend event. In a sense, *buzz* is another term for what Gladwell refers to as the "stickiness" of the message. It's something people won't forget, but will, because of its impact on them, pass on to others.

This year Jacobs Media is presenting another brilliant mind from the viral-marketing camp: Wabash & Lake's Ben McConnell. McConnell's approach is a more specific and refined version of viral marketing that he calls "evangelism marketing." The idea behind it is very similar to that behind viral marketing: Superserve your local customers so they become your marketing agents.

Perhaps the biggest refinement in evangelism marketing is its almost

rich website ([www.wabashandlake.com](http://www.wabashandlake.com)) that I highly recommend you visit before attending the Jacobs Rock Summit. The company includes white papers on numerous subjects that clarify its evangelism-marketing message, from the aforementioned "Six Tenets" to "Seven Tips to Peopleize Your Marketing." I'll outline a few of the reports below.

### Tips For Gathering Insight

Truly great stations aren't just music coming out of speakers; they are interactive. They provide promotions, publications, websites and events that bring their listeners together with the station. The importance of this type of thinking is underlined in the paper on "Building a Customer Communications Program." This white paper is a great overview of what it really takes to

creating customer evangelists

# wabash&lake

exclusive focus on core customers. Creating new customers is a result, not a goal. As Wabash & Lake states in its white paper report "The Six Tenets to Creating Customer Evangelists": "Today's successful marketers work with salespeople to service their existing customers with gusto, making their loyalty supercharged. Witness the emotional — and profitable — brand loyalty for Harley-Davidson motorcycles, Apple Macintosh computers and Krispy Kreme donuts." These terms and goals mesh perfectly with radio's; witness the focus on brand loyalty and core customers.

Wabash & Lake has a very content-

create listener communication.

In radio, we tend to categorize listeners in very inefficient ways: P1, P2, P3, etc. McConnell defines listeners at four levels: one-time customers, repeat customers, loyal customers and evangelistic customers. In his white paper "How Much Do You Know About Your Customers?" McConnell describes who these customers are and their importance to your organization.

Perhaps the most insightful white paper on the website is "Six Tips to Know What Your Customers Think." Wabash & Lake's Jackie Huba writes, "If you want to create more customer evangelists, you must understand what your current evangelists think about you, say about you and do about you." In radio, this type of insight is ignored in favor of more general research that focuses not just on evangelistic customers, but on loyal and repeat customers as well.

Huba recommends six steps for gathering valuable insight from customer evangelists.

1. Take at least one customer to

## R&R/Jacobs Media Rock Summit Agenda

### Client-Only Sessions

9:30-10:30am Joel Spainhour, eShots

eShots uses digital photography and a little fantasy to quickly grow a station's e-mail database. The revolutionary eShots concept provides clients with the opportunity to grow their databases by thousands in just days. For stations that sponsor music festivals, concerts and other events heavily attended by P1s, this is the perfect application for utilizing the power of station fans to recruit thousands of new customers.



10:30-11:30am Larry Rosin, Edison Media Research

Larry Rosin of Edison Media Research will share specific data for Rock and Alternative formats from EMR's upcoming "2002 Record Buyer's Study."

11:30am-12:30pm Ben McConnell, Wabash & Lake

See the story on this page for more information about this session.

### Open Sessions

12:30-2pm R&R Alternative & Rock Awards Luncheon

2-3pm Andrew Hill, author of *Be Quick But Don't Hurry*

Andrew Hill is a former college basketball player who played on the famed UCLA championship teams of the late '60s. He's also a former programming head for CBS Television, where he produced hits like *Dr. Quinn, Medicine Woman* and *Walker, Texas Ranger*. After several years apart from legendary college coach John Wooden, Hill reconnected with his mentor and wrote a book about the lessons he learned from Wooden, which he will share with our group and apply to our industry and careers. Sponsored by CMI.

3-4pm Executive Roundtable

We've brought together leading executives from our industry to discuss the major challenges facing radio today. Among those taking part will be Emmis Communications' Rick Cummings, Journal Broadcast Group's Carl Gardner, Entercom's Deborah Kane and R&R's Erica Farber.

4-4:45pm Jon Coleman, Coleman

Coleman will reveal findings from the company's new FACT with TSL Max music-testing approach, focusing on the similarities and differences in music preferences between the Active Rock and Alternative formats. This will be a significant presentation for both radio programmers and record companies.

4:45-5:30pm Scott Musgrave, Arbitron

The results of the first Portable People Meter tests will be made available in June, and Arbitron will share how the testing is progressing, discuss on what PPM is and, more importantly, describe how the radio-programming landscape will be altered when the PPM is rolled out in 2003.

breakfast or lunch every week. As Huba writes, "Your customers are more important than anything else that could possibly be going on inside your company."

2. **Scour the web.** Use a search engine to search websites, newsgroups, e-mail lists and discussion boards to help you discover and deal with customer evangelists.

3. **Do customer interviews.** This isn't the same as doing focus groups. Huba recommends having an independent third party do in-depth, one-on-one interviews to find out what customers are really thinking.

4. **Use online surveys.** "Develop brief, five-to-eight-question surveys with at least a few open-ended questions," writes Huba. Reading Arbitron's diary comments is perhaps an existing example of this. Read diary comments and see what kind of listener wrote them. Think, "What if this diarykeeper were an evangelist?" Take the comments very seriously.

5. **Host an online discussion.** There is nothing that makes your listeners feel special like telling them

they are in a select group that will actually shape the sound of the station. Invite some of them to take part in an e-mail discussion like, for example, a group on Yahoo! Groups ([groups.yahoo.com](http://groups.yahoo.com)) or Topica ([www.topica.com](http://www.topica.com)).

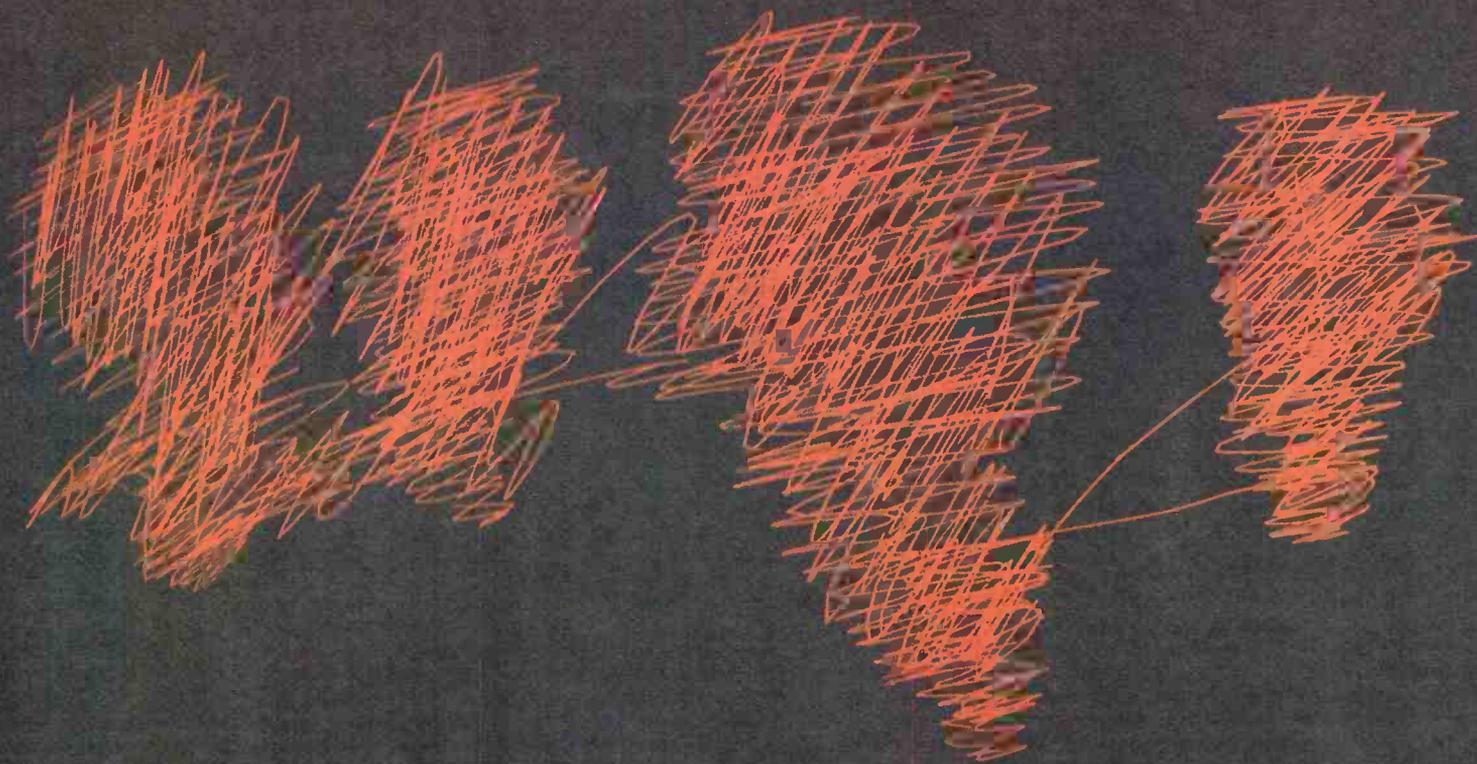
6. **Create a customer advisory board.** This is an even more powerful version of No. 5. Not only will you learn what your key listeners are thinking, you will empower them, making them even stronger evangelists.

I can't tell you how much I'm looking forward to Ben McConnell's presentation at the Jacobs Media Rock Summit. Like Emanuel Rosen, he is at the forefront of a marketing approach that focuses on core customers. That's an approach radio — so dependent on loyal listeners — can certainly appreciate.

The Jacobs Media Rock Summit at R&R Convention 2002 takes place Thursday, June 13. For more information, go to [www.jacobsmedia.com](http://www.jacobsmedia.com) or visit [www.rronline.com](http://www.rronline.com) and follow the "Convention" links.

As a marketing paradigm, viral marketing dovetails perfectly with contemporary radio. The customer's ability to influence friends relates directly to the goals contemporary radio has for its listeners.





THE VINES



# R&R Alternative Top 50

May 10, 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         | UNWRITTEN LAW Seein' Red (Interscope)                          | 2412        | +1        | 226459                | 17             | 75/0                |
| 2         | 2         | JIMMY EAT WORLD The Middle (DreamWorks)                        | 2213        | -99       | 256896                | 25             | 68/0                |
| 4         | 3         | SYSTEM OF A DOWN Toxicity (American/Columbia)                  | 2117        | +34       | 254750                | 18             | 63/0                |
| 3         | 4         | STAIN'D For You (Flip/Elektra/EEG)                             | 2054        | -34       | 199368                | 19             | 70/0                |
| 6         | 5         | HOOBASTANK Crawling In The Dark (Island/IDJMG)                 | 2001        | -19       | 217617                | 28             | 70/0                |
| 8         | 6         | KORN Here To Stay (Immortal/Epic)                              | 1987        | +98       | 236495                | 8              | 70/0                |
| 5         | 7         | PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)             | 1835        | -200      | 206430                | 28             | 74/0                |
| 7         | 8         | NICKELBACK Too Bad (Roadrunner/IDJMG)                          | 1829        | -91       | 151480                | 20             | 64/0                |
| 9         | 9         | WEEZER Dope Nose (Geffen/Interscope)                           | 1702        | -73       | 154981                | 9              | 72/0                |
| 14        | 10        | OUR LADY PEACE Somewhere Out There (Columbia)                  | 1572        | +104      | 156185                | 5              | 65/0                |
| 11        | 11        | BLINK-182 First Date (MCA)                                     | 1566        | -140      | 168167                | 17             | 68/0                |
| 10        | 12        | P.O.D. Youth Of The Nation (Atlantic)                          | 1521        | -215      | 165983                | 20             | 69/0                |
| 16        | 13        | PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)        | 1517        | +261      | 152270                | 7              | 71/0                |
| 13        | 14        | DEFAULT Wasting My Time (TVT)                                  | 1487        | -67       | 146139                | 33             | 62/0                |
| 15        | 15        | WHITE STRIPES Fell In Love With A Girl (Third Man/V2)          | 1407        | +44       | 193599                | 10             | 66/0                |
| 12        | 16        | LINKIN PARK In The End (Warner Bros.)                          | 1398        | -157      | 146136                | 41             | 74/0                |
| 25        | 17        | CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)    | 1342        | +335      | 138862                | 3              | 65/0                |
| 21        | 18        | P.O.D. Boom (Atlantic)   | 1310        | +215      | 166071                | 5              | 69/0                |
| 17        | 19        | 311 Amber (Volcano)  | 1299        | +49       | 119117                | 12             | 54/0                |
| 18        | 20        | HOOBASTANK Running Away (Island/IDJMG)                         | 1280        | +124      | 144303                | 6              | 66/0                |
| 29        | 21        | INCUBUS Warning (Immortal/Epic)                                | 1071        | +187      | 124125                | 4              | 63/0                |
| 24        | 22        | GODSMACK I Stand Alone (Republic/Universal)                    | 1030        | -9        | 123294                | 14             | 43/0                |
| 23        | 23        | DASHBOARD CONFESSIONAL Screaming Infidelities (Vagrant)        | 1030        | -26       | 102797                | 9              | 51/0                |
| 27        | 24        | EARSHOT Get Away (Warner Bros.)                                | 982         | +58       | 79115                 | 8              | 55/0                |
| 26        | 25        | QUARASHI Stick 'Em Up (Time Bomb/Columbia)                     | 947         | +21       | 101292                | 9              | 61/0                |
| 30        | 26        | MOBY We Are All Made Of Stars (V2)                             | 925         | +45       | 115959                | 5              | 53/0                |
| 19        | 27        | TRIK TURNER Friends + Family (RCA)                             | 891         | -257      | 73653                 | 18             | 55/0                |
| 31        | 28        | TOOL Parabola (Volcano)  | 870         | +2        | 71325                 | 5              | 56/0                |
| 22        | 29        | X-ECUTIONERS It's Goin' Down (Loud/Columbia)                   | 862         | -226      | 90411                 | 17             | 56/0                |
| 32        | 30        | GOD GOOD DOLLS Here Is Gone (Warner Bros.)                     | 795         | +6        | 78284                 | 8              | 32/0                |
| 40        | 31        | CREED One Last Breath (Wind-up)                                | 771         | +157      | 79538                 | 3              | 46/0                |
| 35        | 32        | JACK JOHNSON Flake (Enjoy/Universal)                           | 770         | +5        | 91501                 | 12             | 38/0                |
| 38        | 33        | DEFAULT Deny (TVT)   | 744         | +70       | 53299                 | 5              | 46/0                |
| 34        | 34        | ABANDONED POOLS Remedy (Extacy)                                | 729         | -40       | 75713                 | 13             | 47/0                |
| 36        | 35        | LINKIN PARK Papercut (Warner Bros.)                            | 716         | +22       | 118190                | 15             | 15/0                |
| 44        | 36        | BOX CAR RACER I Feel So (MCA)                                  | 706         | +223      | 134092                | 2              | 41/0                |
| 41        | 37        | STROKES Hard To Explain (RCA)                                  | 705         | +94       | 92425                 | 4              | 49/0                |
| 37        | 38        | SUGARCULT Bouncing Off The Walls (Ultimatum/Artemis)           | 697         | +21       | 43690                 | 11             | 33/0                |
| 33        | 39        | ROB ZOMBIE Never Gonna Stop (The Red...) (Geffen/Interscope)   | 684         | -97       | 109187                | 14             | 36/0                |
| 43        | 40        | 3RD STRIKE No Light (Hollywood)                                | 636         | +47       | 64323                 | 5              | 43/0                |
| 39        | 41        | DROWNING POOL Tear Away (Wind-up)                              | 627         | -36       | 42885                 | 11             | 36/0                |
| 45        | 42        | ALIEN ANT FARM Attitude (New Noize/DreamWorks)                 | 536         | +73       | 41066                 | 4              | 33/0                |
| Debut     | 43        | HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise) | 526         | +184      | 96584                 | 1              | 32/0                |
| 47        | 44        | JIMMY EAT WORLD Sweetness (DreamWorks)                         | 516         | +95       | 80781                 | 2              | 15/0                |
| 48        | 45        | STAIN'D Epiphany (Flip/Elektra/EEG)                            | 515         | +138      | 57785                 | 2              | 39/0                |
| Debut     | 46        | EMINEM Without Me (Shady/Aftermath/Interscope)                 | 508         | +366      | 101053                | 1              | 20/0                |
| Debut     | 47        | AUDIOVENT The Energy (Atlantic)                                | 484         | +290      | 34801                 | 1              | 44/0                |
| 46        | 48        | SUM 41 What We're All About (Island/IDJMG)                     | 458         | +14       | 34384                 | 3              | 35/0                |
| Debut     | 49        | PAPA ROACH She Loves Me Not (DreamWorks)                       | 453         | +426      | 83252                 | 1              | 0/0                 |
| 42        | 50        | SEVENDUST Live Again (TVT)                                     | 425         | -180      | 28916                 | 10             | 31/0                |

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 4/28/02-5/4/02. 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 |
|--|------|
| PAPA ROACH She Loves Me Not (DreamWorks)                   | 68   |
| BUTCH WALKER My Way (HiFi/Arista)                          | 14   |
| EMINEM Without Me (Shady/Aftermath/Interscope)             | 10   |
| BOX CAR RACER I Feel So (MCA)                              | 9    |
| RIDDLIN' KIOS I Feel Fine (Aware/Columbia)                 | 9    |
| STAIN'D Epiphany (Flip/Elektra/EEG)                        | 6    |
| DOVES There Goes The Fear (Capitol)                        | 6    |
| HOOBASTANK Running Away (Island/IDJMG)                     | 5    |
| HIVES Hate To Say I Told... (Burning/Epitaph/Sire/Reprise) | 5    |
| VINES Get Free (Capitol)                                   | 5    |

**hoobastank**  
 "Running Away"  
 HUGE close-out week!!  
 New on:  
**WBCN 91X KTBZ KTEG WBSX**  
 Top 20 Alternative Track  
 Top 10 TRL   
 THE ISLAND DEF JAM MUSIC GROUP  
 A UNIVERSAL MUSIC COMPANY

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                      | TOTAL PLAY INCREASE |
|--|---------------------|
| PAPA ROACH She Loves Me Not (DreamWorks)                   | +426                |
| EMINEM Without Me (Shady/Aftermath/Interscope)             | +366                |
| C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)     | +335                |
| AUDIOVENT The Energy (Atlantic)                            | +290                |
| PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)       | +261                |
| BOX CAR RACER I Feel So (MCA)                              | +223                |
| P.O.D. Boom (Atlantic)                                     | +215                |
| INCUBUS Warning (Immortal/Epic)                            | +187                |
| HIVES Hate To Say I Told... (Burning/Epitaph/Sire/Reprise) | +184                |
| CREED One Last Breath (Wind-up)                            | +157                |

## Most Played Recurrents

| ARTIST TITLE LABEL(S)                               | TOTAL PLAYS |
|---|-------------|
| INCUBUS I Wish You Were Here (Immortal/Epic)        | 1110        |
| NICKELBACK How You Remind Me (Roadrunner/IDJMG)     | 941         |
| INCUBUS Nice To Know You (Immortal/Epic)            | 854         |
| ADEMA The Way You Like It (Arista)                  | 822         |
| SYSTEM OF A DOWN Chop Suey (American/Columbia)      | 798         |
| P.O.D. Alive (Atlantic)                             | 782         |
| DISTURBED Down With The Sickness (Giant/Reprise)    | 701         |
| PUDDLE OF MUDD Control (Flawless/Geffen/Interscope) | 667         |
| TOOL Schism (Volcano)                               | 612         |
| LINKIN PARK Crawling (Warner Bros.)                 | 603         |
| PAPA ROACH Last Resort (DreamWorks)                 | 537         |
| SUM 41 Fat Lip (Island/IDJMG)                       | 536         |
| STROKES Last Nite (RCA)                             | 531         |
| WEEZER Hash Pipe (Geffen/Interscope)                | 514         |
| STAIN'D Fade (Flip/Elektra/EEG)                     | 499         |
| CREED My Sacrifice (Wind-up)                        | 462         |

**Blowtorch Rotation 22x**

North American Tour 5/26-6/15 Selling Out!

**"#1 PHONES FOR US!! THIS ONE IS BLOWING UP AND FEELS GREAT!!" - Aaron Axelsen, MD KITS - SF**

R&R Alternative: Debut **43**, 526x, +184  
 BDS Modern: 596x, +164  
 BDS Audience: #35\*- 5 Million Audience!

New This Week:  
 WFNX WDYL KRBZ KNXX WJBX CFNY WJSE

**6,062 scanned this week! #194 on the Top 200!**  
**#14 New Artist Album!**  
 Ranked in: NYC, LA, Chicago, SF, Boston, Seattle, St. Louis, San Diego, Portland, Austin and more!

**THE NEW SINGLE FROM THE ALBUM VENI VIDI VICIOUS.**

**THE HIVES**

www.americanradiohistory.com

## ON THE RECORD

WITH  
**Dan Fein**  
MD, WPLY (Y100)/Philadelphia



It's an exciting time around Y100. Tickets for our FEZtival went on sale this past weekend. We sold 20,000 in two days. • Our request feature, *The Top 7 at 8*, has been interesting as well. There are about 12 records really fighting it out every night (Wæezer, Dashboard Confessional, Unwritten Law, Familiar 48, System and Our Lady Peace, to name a few). • The No. 1 request by far is Josh Tobin's "Playa Haters" — bigger response than for Afroman. Our night jock, Ben Harvey, found it. Tobin is an 18-year-old high school student from California who does an extremely "white" version of the gangsta rap song. • Another novelty record we've been playing is Sifl + Olly's "United States of Whatever." Jon and Robert at Cornerstone can hook you up with it if you need it. • If you're looking for a pop-leaning rock song, Familiar 48's "The Question" is researching for us with the fellas and the ladies. • Digging Boxcar Racer, N.E.R.D. and Trust Co. And the Gomez record is in power rotation at the Fein household. • Saw The Vines in London. They are tight. Can't wait to see them stateside.

Major congratulations to DreamWorks and Papa Roach, who blow away Alternative radio with a stunning 68 adds on "She Loves Me Not." That's the most adds a band has received since, well, I can't remember, it was so long ago. Anyway, only eight of you bums decided not to add the track this week, and one of you had the gall to leak the track four weeks ago and now doesn't even have the decency to add it. For shame! ... We'll give those eight stations another week to come to their senses as we move on to the songs that didn't exactly get rolled over by the Papa Roach freight train. First among them is Butch Walker, whose kick-ass tune "My Way" carved out 14 adds in a difficult add week ... A couple of artists mopped up, including Eminem, whose "Without Me" grabs another 10 adds, and Box Car Racer, who now have 50 stations supporting "I Feel So" ... Stained head toward a possible fifth top 10 record from *Break the Cycle* with "Epiphany." Amazing. **RECORD OF THE WEEK:** Vines "Get Free"

— Jim Kerr, Alternative Editor



# COMING RIGHT UP

ARTIST: Ash

LABEL: Kinetic/Arista

By KATY STEPHAN/ALTERNATIVE SPECIALTY EDITOR

Nobody loves teen stars like the music business. Except maybe the porn business. But let's stick with music. When Ash's Mark Hamilton and Tim Wheeler first got together to form a band, they were only 13.

Granted, the music they were making was hardcore death metal, but who among us had great taste in music at age 13? When the two met drummer Rick McMurray (at school, duh), he helped push them in a more indie-rock direction, and Ash was born.

It's the kind of story Lou Pearlman might be telling E! while lounging by the pool in Orlando: By the time Hamilton, Wheeler and McMurray were old enough to drive (17 in the U.K.), Ash was signed to Infectious Records and releasing an EP, *Trailer*. While still in high school, they had three singles in the top five on the U.K. indie chart.

Reprise picked up the band in 1995 and released their U.S. debut, *1977*. The album title refers to the year that Hamilton and Wheeler were born, as well as the year *Star Wars* came out, as science fiction was one of Ash's major obsessions. (There's that boy thing again.)

*1977* was well-received in both the U.K. and the U.S. with its catchy tunes and pop-punk energy. As an added bonus, the album closed with a hidden track featuring a recording of Hamilton vomiting outside the studio. Ah, youth.

Following the overwhelming success of *1977* the boys took a stroll through the Gallagher neighborhood, visiting such landmarks as fighting, public drunkenness, arrests, more fighting, etc. But what group of guys who achieved international stardom before they were old enough to vote hasn't felt one another's teeth with their knuckles? Even the Gibbs had their moments.

In 1997 Ash discovered girls. Well, one girl in particular — Charlotte Hatherly, who was



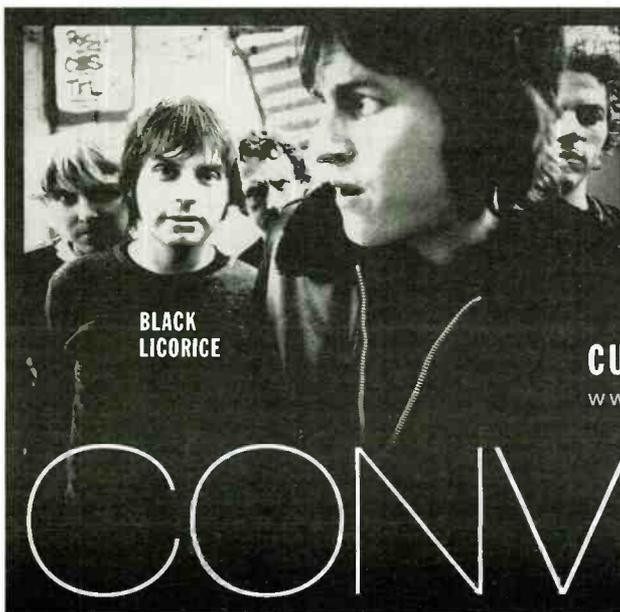
Ash

added to the band as a second guitarist. *Ni-Clear Sounds* followed, an album that could almost be considered a return to Ash's thrash-metal roots. For a minute or two, it looked like Ash were going to be relegated to import-only status. But then *Free All Angels* came out in the U.K. on the band's original label, Infectious.

*Free All Angels* was so full of sparkle and snarl, no one even cared that the members of Ash were now over 21 and no longer eligible for the "guaranteed real teenagers" slogan that was once printed on their product.

We all love to bask in the glow of *der wunderkinder*, but, let's face it, there's something to be said for experience. Ash have been making records for nearly 10 years. And while *Free All Angels* is as playful a romp as any on the pop-punk scene, the skillfully crafted songs reveal how much Ash have learned about the music business. The first single, "Burn Baby Bum," gives the people exactly what they want: a good time. It just won NME's Single of the Year award, and soon American radio will be sending gushy thank-you notes to Kinetic Records for bringing Ash back to the States.

And have you seen the video for "Burn Baby Bum" — with the cheerleaders? I would describe it, but we'd be getting back into the teen porn subject. And, golly, just look at the time.



## CONVOY "CAUGHT UP IN YOU"

91X/San Diego, CA

Top 5 Callout and over 1100 spins to date

KTCL/Denver, CO

Top 5 phones for the last 2 weeks

CURRENTLY ON TOUR  
www.convoymusic.com

# CONVOY

Jason Fisher  
Hybrid Recordings  
212-819-0480  
Jason@hybridrecordings.com

Chuck Bliziotis  
Big Voice Music  
212-819-0480  
chuck@bigvoicemusic.com

**RateTheMusic.com**  
 BY MEDIABASE™  
 America's Best Testing Alternative Songs  
 12+ For The Week Ending 5/10/02.

| Artist Title (Label)                              | TW   | LW   | Familiarity | Burn | TD   | Familiarity | Burn |
|---|------|------|-------------|------|------|-------------|------|
| JIMMY EAT WORLD The Middle(DreamWorks)            | 4.22 | 4.19 | 93%         | 30%  | 4.14 | 94%         | 32%  |
| HOOBASTANK Crawling In The Dark(Island/IDJMG)     | 4.18 | 4.22 | 94%         | 33%  | 4.13 | 94%         | 34%  |
| LINKIN PARK In The End(Warner Bros.)              | 4.16 | 4.26 | 99%         | 54%  | 4.20 | 99%         | 55%  |
| HOOBASTANK Running Away(Island/IDJMG)             | 4.12 | 4.10 | 69%         | 6%   | 4.05 | 73%         | 7%   |
| UNWRITTEN LAW Seein' Red(Interscope)              | 4.10 | 4.15 | 78%         | 16%  | 3.98 | 77%         | 18%  |
| PUDDLE... Blurry(Flawless/Geffen/Interscope)      | 4.09 | 4.09 | 97%         | 43%  | 4.08 | 97%         | 46%  |
| INCUBUS I Wish You Were Here(Immortal/Epic)       | 4.07 | 4.07 | 97%         | 41%  | 4.05 | 98%         | 44%  |
| INCUBUS Warning(Immortal/Epic)                    | 4.04 | -    | 68%         | 8%   | 4.02 | 70%         | 9%   |
| OUR LADY PEACE Somewhere Out There(Columbia)      | 4.02 | 4.03 | 48%         | 5%   | 3.99 | 50%         | 6%   |
| DEFAULT Wasting My Time(TVT)                      | 3.99 | 3.99 | 94%         | 37%  | 3.96 | 96%         | 40%  |
| STAIN'D For You(Flip/Elektra/EEG)                 | 3.98 | 4.05 | 89%         | 29%  | 3.95 | 91%         | 30%  |
| INCUBUS Nice To Know You(Immortal/Epic)           | 3.97 | 3.93 | 95%         | 34%  | 3.96 | 96%         | 36%  |
| NICKELBACK Too Bad(Roadrunner/IDJMG)              | 3.95 | 4.00 | 95%         | 35%  | 3.91 | 97%         | 35%  |
| C. KROEGER... Hero(Roadrunner/Columbia/IDJMG)     | 3.93 | -    | 43%         | 6%   | 3.85 | 44%         | 6%   |
| PUDDLE... Drift & Die(Flawless/Geffen/Interscope) | 3.91 | 3.94 | 71%         | 10%  | 3.90 | 72%         | 10%  |
| DASHBOARD CONFESSIONALS Screaming... (Vagrant)    | 3.86 | 3.86 | 66%         | 12%  | 3.72 | 68%         | 15%  |
| GODSMACK I Stand Alone(Republic/Universal)        | 3.85 | 3.94 | 87%         | 24%  | 3.81 | 90%         | 26%  |
| BLINK-182 First Date(MCA)                         | 3.84 | 3.85 | 94%         | 33%  | 3.73 | 94%         | 35%  |
| X-ECUTIONERS It's Goin' Down(Loud/Columbia)       | 3.84 | 3.85 | 78%         | 21%  | 3.88 | 79%         | 22%  |
| SYSTEM OF A DOWN Toxicity(American/Columbia)      | 3.83 | 4.03 | 93%         | 31%  | 3.81 | 94%         | 33%  |
| KORN Here To Stay(Immortal/Epic)                  | 3.79 | 3.89 | 69%         | 12%  | 3.91 | 72%         | 10%  |
| TOOL Parabola(Volcano)                            | 3.79 | 3.87 | 53%         | 8%   | 3.81 | 56%         | 9%   |
| P.O.D. Boom(Atlantic)                             | 3.78 | 3.78 | 59%         | 11%  | 3.80 | 58%         | 10%  |
| EARSHOT Get Away(Warner Bros.)                    | 3.77 | -    | 42%         | 6%   | 3.85 | 43%         | 6%   |
| P.O.D. Youth Of The Nation(Atlantic)              | 3.77 | 3.86 | 98%         | 51%  | 3.78 | 98%         | 51%  |
| GOO GOO DOLLS Here Is Gone(Warner Bros.)          | 3.76 | 3.79 | 81%         | 20%  | 3.65 | 84%         | 23%  |
| 311 Amber(Volcano)                                | 3.72 | 3.68 | 66%         | 13%  | 3.78 | 69%         | 13%  |
| WEEZER Dope Nose(Geffen/Interscope)               | 3.69 | 3.76 | 64%         | 12%  | 3.62 | 66%         | 13%  |
| WHITE STRIPES Fell In Love With A Girl(V2)        | 3.60 | 3.48 | 61%         | 15%  | 3.58 | 65%         | 18%  |
| QUARASHI Stlck Em Up(Time Bomb/Columbia)          | 3.30 | -    | 44%         | 10%  | 3.46 | 47%         | 8%   |

Total sample size is 642 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

**R&R Top 20 Specialty Artists**  
 May 10, 2002

- CORNERSHOP (Wiiija/BeggarsV2) "Lessons Learned..."
  - BREEDERS (4AD/Elektra) "Huffer"
  - ASH (Kinetic) "Burn Baby Burn"
  - OAKENFOLD (Maverick/Reprise) "Ready Steady Go"
  - RIDDLIN' KIDS (Aware/Columbia) "I Feel Fine"
  - A (Mammoth/Hollywood) "Nothing"
  - HIVES (Burning Heart/Epitaph/Sire/Reprise) "Hate to Say I Told You So"
  - DOVES (Capitol) "There Goes the Fear"
  - SPARTA (DreamWorks) "Mye"
  - DJ SHADOW (MCA) "You Can't Go Home Again"
  - WILCO (Nonesuch) "Heavy Metal Drummer"
  - JON SPENCER BLUES... (Matador) "She Said"
  - TRAIL OF DEAD (Interscope) "Another Morning..."
  - OASIS (Epic) "Hindu Times"
  - LUNA (Jet Set) "Love Dust"
  - AVOID ONE THING (Sideonedummy) "Lean On Sheena"
  - CLINIC (Domino) "Walking..."
  - FACE TO FACE (Vagrant) "The New Way"
  - BAD RELIGION (Epitaph) "The Defense"
  - CHEMICAL BROTHERS (Astralwerks) "The Test"
- Ranked by total number of shows reporting artist.

**Record Of The Week**

**Record Of The Week**  
 Artist: PIEBALD  
 Label: Big Wheel Recreation

We all get tons of pressure about records. Actually, about everything — if Victoria's Secret doesn't get those air-brushed supermodels out of my face, I may kill someone. ● But when a specialty-show host [Matt Diablo] blared a song into the phone and started giving me the hard sell, I thought, "Am I talking to a promotion person, or is this guy in love with Piebald?" ● Then, when a totally different radio guy [Marc Young] said, "American Hearts' is a really, really, really good song." — three realls! — I had to cave. Piebald rule! I can't live without Piebald! I need Piebald. ● But, Victoria, you can just back the hell off.

— Katy Stephan, Alternative Specialty Editor

WKYS KOMC WXTU WBT WQLZ KEES WEDR Radio Alegria WNVZ WKIX WKXP KSMB Scot-FM WNEL WPRM Radio Venus WQOK WENN KOKU

When you're ready to take it to the streets, the **Thunder Truck™** is a great, customized remote vehicle. Built-in remote studio, custom graphics, LED message signs .... create an impact when your station vehicle pulls up to a remote! Call for more Information, because the vehicle can be completely customized for you.

**BROADCAST PRODUCTS INCORPORATED**

6528 Constitution Drive  
 Fort Wayne, IN 46804 • USA  
 (219) 459-1286  
**1-800-433-8460**

WKYS KOMC WXTU WBT WQLZ KEES WEDR Radio Alegria WNVZ WKIX WKXP KSMB Scot-FM WNEL WPRM Radio Venus WQOK WENN KOKU

Stations and their adds listed alphabetically by market

## Reporters

|   |   |   |   |   |   |  |   |  |
|---|---|---|---|---|---|--|---|--|
| <p><b>WHRL/Albany, NY *</b><br/>                     DM/PA/PM/D: Lisa Biello<br/>                     14 CUSTOM "Beat"<br/>                     3 EMINEM "Me"<br/>                     2 PAPA ROACH "Loves"</p>   | <p><b>WEDG/Buffalo, NY *</b><br/>                     PD: Lenny Darr<br/>                     MD: Ryan Patrick<br/>                     14 PAPA ROACH "Loves"<br/>                     2 DEFAULT "Deny"</p>   | <p><b>WXEG/Dayton, OH *</b><br/>                     PD: Steve Kramer<br/>                     MD: Bocmer<br/>                     10 PAPA ROACH "Loves"</p>  | <p><b>KPDH/Honolulu, HI *</b><br/>                     PD: Kid Leo<br/>                     MD: Fil Slash<br/>                     45 NO DOUBT "Underneath"<br/>                     1 PAPA ROACH "Loves"<br/>                     INCUBUS "Warning"<br/>                     RIDDLIN' KIDS "Feel"<br/>                     BUTCH WALKER "Way"</p>                        | <p><b>WZZZ/Lexington-Fayette, KY *</b><br/>                     PD: B.J. Kinard<br/>                     MD: Suzi Boy<br/>                     PAPA ROACH "Loves"</p>   | <p><b>KNKD/New Orleans, LA *</b><br/>                     DM/PA: Dave Stewart<br/>                     MD: Sig<br/>                     16 PAPA ROACH "Loves"</p>   | <p><b>KNRK/Portland, OR *</b><br/>                     PD: Mark Hamilton<br/>                     APD/MD: Jayn<br/>                     6 PAPA ROACH "Loves"<br/>                     1 CAKE "Comfort"<br/>                     RIDDLIN' KIDS "Feel"<br/>                     VINES "Free"</p>   | <p><b>XTRA/San Diego, CA *</b><br/>                     PD: Bryan Schock<br/>                     MD: Chris Muckley<br/>                     1 HOBBASTANK "Running"<br/>                     BAD RELIGION "Defense"<br/>                     ELBOW "Newborn"</p>  | <p><b>WSUN/Tampa, FL *</b><br/>                     DM: Chuck Beck<br/>                     PD: Shark<br/>                     1 PAPA ROACH "Loves"<br/>                     VINES "Free"</p>  |
| <p><b>KTEG/Albuquerque, NM *</b><br/>                     PD: Ellen Flaherty<br/>                     MD: Adam T2<br/>                     2 EMINEM "Me"<br/>                     1 AUDIOVENT "Energy"<br/>                     1 TRUST COMPANY "Downfall"<br/>                     HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p>  | <p><b>WAVF/Charleston, SC *</b><br/>                     PD: Greg Patrick<br/>                     MD: Danny Vilalobos<br/>                     1 BUTCH WALKER "Way"<br/>                     COURSE OF NATURE "Shame"<br/>                     PAPA ROACH "Loves"<br/>                     STAINED "Epiphany"</p>  | <p><b>KTCL/Denver-Boulder, CO *</b><br/>                     PD: Mike O'Connor<br/>                     MD: Sabrina Saunders<br/>                     23 KROEGER &amp; SCOTT "Hero"<br/>                     7 ASH "Burn"</p>   | <p><b>KUCD/Honolulu, HI *</b><br/>                     PD: Jamie Hyatt<br/>                     MD: Ryan Sean<br/>                     PAPA ROACH "Loves"</p>   | <p><b>KLEC/Little Rock, AR *</b><br/>                     Dir./Prog.: Larry LeBlanc<br/>                     MD: Peter Gunn<br/>                     16 PAPA ROACH "Loves"<br/>                     5 HEADSTRONG "Harder"<br/>                     1 RIDDLIN' KIDS "Feel"<br/>                     1 BOX CAR RACER "Feel"<br/>                     NEW FOUND GLORY "Over"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WXRK/New York, NY *</b><br/>                     PD: Steve Kingston<br/>                     MD: Mike Peer<br/>                     28 PAPA ROACH "Loves"<br/>                     11 SYSTEM OF A DOWN "Aerials"<br/>                     VINES "Free"</p>  | <p><b>WBRU/Providence, RI *</b><br/>                     PD: Tim Schiavelli<br/>                     MD: Annie Shapiro<br/>                     18 PAPA ROACH "Loves"<br/>                     1 Doves "Fear"</p>  | <p><b>KITS/San Francisco, CA *</b><br/>                     PD: Sean Demery<br/>                     MD: Aaron Axelsen<br/>                     21 PAPA ROACH "Loves"<br/>                     5 JIMMY EAT WORLD "Sweet"<br/>                     1 ABANDONED POOLS "Remedy"<br/>                     DASHBOARD "Scramming"</p>                                   | <p><b>KFMA/Tucson, AZ *</b><br/>                     PD: John Michael<br/>                     APD: Libby Carlstrom<br/>                     MD: Matt Spry<br/>                     7 PAPA ROACH "Loves"<br/>                     CUSTOM "Beat"</p>      |
| <p><b>WNXX/Atlanta, GA *</b><br/>                     PD: Leslie Fram<br/>                     APD/MD: Chris Williams<br/>                     3 PAPA ROACH "Loves"</p>   | <p><b>WEND/Charlotte, NC *</b><br/>                     PD: Jack Daniel<br/>                     APD/MD: Kristen Honeycutt<br/>                     1 BOX CAR RACER "Feel"<br/>                     1 PAPA ROACH "Loves"<br/>                     N.E.R.D. "Star"<br/>                     BUTCH WALKER "Way"</p>   | <p><b>CIMX/Detroit, MI *</b><br/>                     PD: Murray Brookshaw<br/>                     APD: Vince Camava<br/>                     MD: Matt Franklin<br/>                     1 PAPA ROACH "Loves"</p>  | <p><b>KRDO/Los Angeles, CA *</b><br/>                     VP/Prog.: Kevin Weatherly<br/>                     APD: Eric Sandblom<br/>                     MD: Lisa Warden<br/>                     30 SYSTEM OF A DOWN "Aerials"<br/>                     5 VINES "Free"<br/>                     3 NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"</p> | <p><b>WRXK/Indianapolis, IN *</b><br/>                     PD: Scott Pelbone<br/>                     APD/MD: Chad Chumley<br/>                     1 PAPA ROACH "Loves"<br/>                     3RD STRIKE "Light"<br/>                     BOX CAR RACER "Feel"<br/>                     GOLDFINGER "Eyes"<br/>                     BUTCH WALKER "Way"</p>   | <p><b>WROX/Norfolk, VA *</b><br/>                     PD: Michele Diamond<br/>                     MD: Mike Powers<br/>                     1 PAPA ROACH "Loves"<br/>                     GREENWHEEL "Shelter"</p>  | <p><b>KRZO/Reno, NV *</b><br/>                     PD: Wendy Rollins<br/>                     APD/MD: Scott Sanford<br/>                     5 JERRY CANTRELL "Arger"<br/>                     STAINED "Epiphany"</p>  | <p><b>KJEE/Santa Barbara, CA</b><br/>                     GM/PA: Eddie Gutierrez<br/>                     MD: Dakota<br/>                     10 EMINEM "Me"<br/>                     2 PAPA ROACH "Loves"<br/>                     1 APEX THEORY "Possibly"<br/>                     TRUST COMPANY "Downfall"<br/>                     GOLDFINGER "Eyes"</p>     | <p><b>KMYZ/Tulsa, OK *</b><br/>                     PD: Lynn Barstow<br/>                     MD: Corbin Pierce<br/>                     1 PAPA ROACH "Loves"<br/>                     1 311 "Amber"<br/>                     1 PUDDLE OF MUD "Dirt"</p> |
| <p><b>WJSE/Atlantic City, NJ *</b><br/>                     PD: Al Panarello<br/>                     MD: Jason Ulanet<br/>                     2 PAPA ROACH "Loves"<br/>                     BOX CAR RACER "Feel"<br/>                     CUSTOM "Beat"<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     MUSHROOMHEAD "Way"<br/>                     RIDDLIN' KIDS "Feel"<br/>                     BUTCH WALKER "Way"<br/>                     HIVES "Hate"</p> | <p><b>WKQX/Chicago, IL *</b><br/>                     PD: Tim Richards<br/>                     APD/MD: Mary Shuminas<br/>                     AM/D: Nicole Chumicatto<br/>                     ALEN ANT FARM "Attitude"<br/>                     COURSE OF NATURE "Shame"<br/>                     N.E.R.D. "Star"<br/>                     BUTCH WALKER "Way"</p> | <p><b>KXNA/Fayetteville, AR</b><br/>                     PD: Margot Smith<br/>                     PAPA ROACH "Loves"<br/>                     KID ROCK "Never"<br/>                     BUTCH WALKER "Way"<br/>                     ASH "Burn"</p>   | <p><b>WRZZ/Jacksonville, FL *</b><br/>                     PD: Scott Pelbone<br/>                     APD/MD: Chad Chumley<br/>                     1 PAPA ROACH "Loves"<br/>                     3RD STRIKE "Light"<br/>                     BOX CAR RACER "Feel"<br/>                     GOLDFINGER "Eyes"<br/>                     BUTCH WALKER "Way"</p>             | <p><b>WLRS/Louisville, KY *</b><br/>                     Dir./Prog.: J.L. Kunes<br/>                     PD: Lance<br/>                     MD: Kyle Meredith<br/>                     1 PAPA ROACH "Loves"<br/>                     AUDIOVENT "Energy"<br/>                     GOLDFINGER "Eyes"</p>  | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WDYL/Richmond, VA *</b><br/>                     PD: Mike Murphy<br/>                     MD: Keith Dakin<br/>                     5 PAPA ROACH "Loves"<br/>                     5 EMINEM "Me"<br/>                     2 CAKE "Comfort"<br/>                     HIVES "Hate"</p>   | <p><b>KNDD/Seattle-Tacoma, WA *</b><br/>                     PD: Phil Manning<br/>                     APD: Jim Keller<br/>                     MD: Seth Restler<br/>                     22 PAPA ROACH "Loves"<br/>                     100 "Parabola"<br/>                     TRUST COMPANY "Downfall"<br/>                     SYSTEM OF A DOWN "Aerials"</p> | <p><b>WWDC/Washington, DC *</b><br/>                     PD: Buddy Rizer<br/>                     MD: LeeAnn Curtis<br/>                     5 PAPA ROACH "Loves"<br/>                     1 OUR LADY PEACE "There"</p>                                  |
| <p><b>KRDY/Austin, TX *</b><br/>                     PD: Melody Lee<br/>                     MD: Toby Ryan<br/>                     5 PAPA ROACH "Loves"<br/>                     JERRY CANTRELL "Arger"</p>  | <p><b>WZZN/Chicago, IL *</b><br/>                     PD: Bill Gamble<br/>                     APD: Steve Levy<br/>                     MD: James Vandozal<br/>                     22 PAPA ROACH "Loves"<br/>                     DEFAULT "Deny"<br/>                     RIDDLIN' KIDS "Feel"<br/>                     SYSTEM OF A DOWN "Aerials"</p>             | <p><b>WJBX/Ft. Myers, FL *</b><br/>                     PD: John Razz<br/>                     APD: Fib Madrid<br/>                     MD: Jeff Zile<br/>                     10 STAINED "Epiphany"<br/>                     4 HIVES "Hate"<br/>                     2 PAPA ROACH "Loves"<br/>                     DASHBOARD "Scramming"<br/>                     TRUST COMPANY "Downfall"</p> | <p><b>WRZK/Johannesburg, TN *</b><br/>                     VP/Prog. Ops.: Mark E. McKinn<br/>                     PAPA ROACH "Loves"<br/>                     BUTCH WALKER "Way"<br/>                     GREENWHEEL "Shelter"</p>  | <p><b>WMDA/Madison, WI *</b><br/>                     PD: Pat Frawley<br/>                     MD: Amy Hudson<br/>                     BOX CAR RACER "Feel"<br/>                     DEFAULT "Deny"<br/>                     JIMMY EAT WORLD "Sweet"<br/>                     PAPA ROACH "Loves"</p>  | <p><b>WPLA/Jacksonville, FL *</b><br/>                     PD: Scott Pelbone<br/>                     APD/MD: Chad Chumley<br/>                     1 PAPA ROACH "Loves"<br/>                     3RD STRIKE "Light"<br/>                     BOX CAR RACER "Feel"<br/>                     GOLDFINGER "Eyes"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WCXC/Riverside, CA *</b><br/>                     OMP/MD: Kelli Cluque<br/>                     APD: John DeSantis<br/>                     MD: Daryl James<br/>                     7 PAPA ROACH "Loves"</p>  | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p>                | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>KNXX/Baton Rouge, LA *</b><br/>                     PD/MD: Randy Chase<br/>                     APD: Bill Jackson<br/>                     HIVES "Hate"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WADQ/Cincinnati, OH *</b><br/>                     PD: Rick Jamie<br/>                     APD/MD: Shaggy<br/>                     No Adds</p>  | <p><b>KFRR/Fresno, CA *</b><br/>                     PD: Chris Squires<br/>                     MD: Reverend<br/>                     PAPA ROACH "Loves"</p>  | <p><b>WNFZ/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WRAX/Birmingham, AL *</b><br/>                     PD: Susan Groves<br/>                     APD: Hurricane Shane<br/>                     MD: Mark Lindsey<br/>                     3 PAPA ROACH "Loves"<br/>                     RIDDLIN' KIDS "Feel"</p>   | <p><b>WXTM/Cleveland, OH *</b><br/>                     PD: Kim Monroe<br/>                     MD: Dom Nardella<br/>                     19 PAPA ROACH "Loves"</p>   | <p><b>WGRD/Grand Rapids, MI *</b><br/>                     MD: Michael Grey<br/>                     10 PAPA ROACH "Loves"<br/>                     1 BUTCH WALKER "Way"<br/>                     STAINED "Epiphany"</p>  | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>KQXR/Boise, ID *</b><br/>                     PD: Jacen Jackson<br/>                     MD: Kallao<br/>                     9 PAPA ROACH "Loves"<br/>                     INCUBUS "Warning"</p>  | <p><b>WARD/Columbia, SC *</b><br/>                     OMP/MD: Gina Juliano<br/>                     3 EMINEM "Me"<br/>                     1 PAPA ROACH "Loves"<br/>                     Doves "Fear"<br/>                     BUTCH WALKER "Way"</p>  | <p><b>WXNR/Greenville, NC *</b><br/>                     PD: Jeff Sanders<br/>                     APD: Turner Watson<br/>                     17 PAPA ROACH "Loves"<br/>                     2 BOX CAR RACER "Feel"</p>  | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WBOS/Boston, MA *</b><br/>                     VP/Programming: Oedipus<br/>                     APD/MD: Steven Strick<br/>                     17 PAPA ROACH "Loves"<br/>                     BOX CAR RACER "Feel"<br/>                     HOBBASTANK "Running"</p>  | <p><b>WWCD/Columbus, OH *</b><br/>                     PD: Andy Davis<br/>                     MD: Jack DeVoss<br/>                     No Adds</p>   | <p><b>WEED/Hagerstown, MD</b><br/>                     PD: Brad Hunter<br/>                     APD: Dave Roberts<br/>                     STOKES TEMPLE PILOTS "Wonderful"<br/>                     RIDDLIN' KIDS "Feel"<br/>                     BUTCH WALKER "Way"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WFNX/Boston, MA *</b><br/>                     PD: Chris<br/>                     APD/MD: Kevin Mays<br/>                     4 AARON LEMIS "Black"<br/>                     1 HOME TOWN HERO "Eighteen"<br/>                     1 RIDDLIN' KIDS "Feel"<br/>                     HIVES "Hate"<br/>                     OZZY OSBOURNE "Dreame"</p>  | <p><b>KDGE/Dallas-Ft. Worth, TX *</b><br/>                     PD: Duane Doherty<br/>                     APD/MD: Alan Ayo<br/>                     6 CUSTOM "Beat"<br/>                     1 GOLDFINGER "Eyes"<br/>                     1 PAPA ROACH "Loves"<br/>                     BUTCH WALKER "Way"</p>  | <p><b>WMRQ/Hartford, CT *</b><br/>                     PD: Todd Thomas<br/>                     MD: Chaz Kelly<br/>                     9 PAPA ROACH "Loves"<br/>                     WARRN ROOTS "Acrow"<br/>                     1 AUDIOVENT "Energy"<br/>                     NONPOINT "Signs"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WZXX/Phoenix, AZ *</b><br/>                     PD: Nancy Stevens<br/>                     APD: Dead Air Dave<br/>                     MD: Robin Nash<br/>                     12 PAPA ROACH "Loves"<br/>                     APEX THEORY "Possibly"<br/>                     STAINED "Epiphany"</p>  | <p><b>WZXX/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>                 | <p><b>KZDN/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WZXX/Phoenix, AZ *</b><br/>                     PD: Nancy Stevens<br/>                     APD: Dead Air Dave<br/>                     MD: Robin Nash<br/>                     12 PAPA ROACH "Loves"<br/>                     APEX THEORY "Possibly"<br/>                     STAINED "Epiphany"</p>  | <p><b>WZXX/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>                 | <p><b>KZDN/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WZXX/Phoenix, AZ *</b><br/>                     PD: Nancy Stevens<br/>                     APD: Dead Air Dave<br/>                     MD: Robin Nash<br/>                     12 PAPA ROACH "Loves"<br/>                     APEX THEORY "Possibly"<br/>                     STAINED "Epiphany"</p>  | <p><b>WZXX/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>                 | <p><b>KZDN/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WZXX/Phoenix, AZ *</b><br/>                     PD: Nancy Stevens<br/>                     APD: Dead Air Dave<br/>                     MD: Robin Nash<br/>                     12 PAPA ROACH "Loves"<br/>                     APEX THEORY "Possibly"<br/>                     STAINED "Epiphany"</p>  | <p><b>WZXX/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>                 | <p><b>KZDN/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WZXX/Phoenix, AZ *</b><br/>                     PD: Nancy Stevens<br/>                     APD: Dead Air Dave<br/>                     MD: Robin Nash<br/>                     12 PAPA ROACH "Loves"<br/>                     APEX THEORY "Possibly"<br/>                     STAINED "Epiphany"</p>  | <p><b>WZXX/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>                 | <p><b>KZDN/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WZXX/Phoenix, AZ *</b><br/>                     PD: Nancy Stevens<br/>                     APD: Dead Air Dave<br/>                     MD: Robin Nash<br/>                     12 PAPA ROACH "Loves"<br/>                     APEX THEORY "Possibly"<br/>                     STAINED "Epiphany"</p>  | <p><b>WZXX/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>                 | <p><b>KZDN/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>   | <p><b>WVNF/Knoxville, TN *</b><br/>                     PD: Dan Boyk<br/>                     APD/MD: Anthony Profit<br/>                     AM/D: Opie Hines<br/>                     2 EMINEM "Me"<br/>                     PAPA ROACH "Loves"</p>   | <p><b>WDCI/Orlando, FL *</b><br/>                     PD: Alan Amth<br/>                     APD/MD: Bobby Smith<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WVMS/Memphis, TN *</b><br/>                     PD: Rob Cressman<br/>                     MD: Mike Kilbourn<br/>                     ABANDONED POOLS "Remedy"<br/>                     EMINEM "Me"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"</p>   | <p><b>WYLL/Seattle-Tacoma, WA *</b><br/>                     PD: Don Walker<br/>                     Doves "Fear"<br/>                     KID ROCK "Never"<br/>                     NEW FOUND GLORY "Over"<br/>                     PAPA ROACH "Loves"<br/>                     SWITCHED "Inside"<br/>                     BUTCH WALKER "Way"</p> | <p><b>WZNE/Rochester, NY *</b><br/>                     OMP/MD: Mike Dancer<br/>                     MD: Busta<br/>                     5 PAPA ROACH "Loves"</p>  | <p><b>WWSX/Wilkes-Barre, PA *</b><br/>                     PD: Chris Lloyd<br/>                     APD: Jay Hunter<br/>                     MD: Freddie<br/>                     1 HOBBASTANK "Running"<br/>                     PAPA ROACH "Loves"</p> |
| <p><b>WZXX/Phoenix, AZ *</b><br/>                     PD: Nancy Stevens<br/>                     APD: Dead Air Dave<br/>                     MD: Robin Nash<br/>                     12 PAPA ROACH "Loves"<br/>                     APEX THEORY "Possibly"<br/>                     STAINED "Epiphany"</p>  | <p><b>WZXX/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville<br/>                     APD/MD: Kevin Mannion<br/>                     INCUBUS "Warning"<br/>                     KID ROCK "Never"<br/>                     PAPA ROACH "Loves"<br/>                     QUARASHI "Stok"<br/>                     ZERO 7 "Destiny"</p>                 | <p><b>KZDN/Phoenix, AZ *</b><br/>                     OMP/MD: Tim Maranville</p>  |   |   |   |  |   |  |



JOHN SCHOENBERGER

jschoenberger@rronline.com

## Unity In Diversity

### □ The bigger picture

**M**usician-art director-creative catalyst (and founding member of Faithless) Jamie Catto and artist-producer-multi-instrumentalist Duncan Bridgeman's *1 Giant Leap* project uses 21st-century technology to celebrate the unity in the diversity of people from around the world.

Last week's issue of R&R contained the second annual Triple A special "Unity in Diversity." In it we explored the many goals and philosophies shared by those in the format in spite of the diverse programming approaches and the variety of musical styles it embraces. We covered many of the things that make us unique yet unified.

But, when you get right down to it, there are many larger issues that put what we do for a living into perspective: war, threat of war, starvation, poverty, ignorance, religious intolerance, genocide, oppression and rampant disregard for the abundant resources the earth has to offer us. It would seem that nearly everyone is focused on pointing out the differences between people and cultures rather than acknowledging and celebrating the more important similarities.

Alternatives to this negative world-view can be found, however, and Catto and Bridgeman have decided to add their voices to the struggle to bring unity to the world.

#### Mission Statement

It all began one night at a mutual friend's flat in Brighton, England, when Catto and Bridgeman met and found that they had a lot in common. They spoke of music, technology, the universe and a mutual dream of traveling the world and recording and filming as many people as they could who were engaged in the disciplines of music, art, science, literature and philosophy.

In addition, they discovered that they had both been profoundly affected by two of the same albums: David Byrne and Brian Eno's *My Life in the Bush of Ghosts* and Peter Gabriel's music for Martin Scorsese's film *The Last Temptation of Christ*. Both albums had successfully melded modern musical sensibilities with indigenous music from around the world — and both would serve as jumping-off points for an ambitious project.

One thing led to another, and soon enough Palm Pictures owner Chris Blackwell bought into Catto and Bridgeman's vision and helped them realize it. Last year the three of them officially joined forces to create a project that would be called *1 Giant Leap*. Catto and Bridgeman, armed



Duncan Bridgeman and Jamie Catto

with a digital camera and a laptop computer, embarked on a six-month journey that included stops in Senegal, Ghana, South Africa, Uganda, India, Thailand, Australia, New Zealand, the United States and the United Kingdom.

Their mission was "to capture and share with others a unique fusion of sound, image and spoken word from some of the world's most influential artists and musicians." The idea was to present, in an impactful way, the unity that underlies human diversity. The end result would be a 12-song CD and a companion film and DVD, all called *1 Giant Leap*.

**"We started out with a few basic ideas, and each person or group of musicians would add their inspiration, so our album grew as we would go from place to place."**

Catto and Bridgeman

#### The Music

Each of the 12 songs on the album is an amalgam of styles from contributors from around the world. According to Catto and Bridgeman, "We started out with a few basic ideas, and each person or group of musicians would add their inspiration, so our album grew as we would go from place

to place." They recorded the tracks at or near the homes of the artists. It was a 21st-century take on the concept of field recording.

Countless players, both world-renowned and locally honored, were involved in making the music, which addresses the subjects of cultural heritage, familial ties and spiritual connection. The underpinning of all the songs was rhythm. Drummers from all cultures provided the foundation for each song, and other indigenous instruments were then blended with modern sounds to create the full atmosphere.

The songs ultimately featured vocalists from around the world, including Baaba Maal (Senegal); Maxi Jazz, Robbie Williams, Neneh Cherry, Eddie Reader and Horace Andy (U.K.); Michael Stipe, Ulali, Speech, Michael Frenti and Grant Lee Phillips (U.S.); Asha Bhosle and Revetti (India); The Mahotella Queens and Kaolin Thompson (South Africa); Whira Mako Black (New Zealand); and many others.

Rather than have certain styles showcased within certain songs, all the styles have been brought together in every song. Blended this way, they create what can be called a "world sound." It's a sound of hope and vitality in spite of the hardships that the vast majority of people in the world still face in this modern age.

The message is that music is the universal language — not only between peoples and cultures, but also between man and his spiritual higher power. The album can be viewed as "a turn-of-the-century time capsule" announcing that, in spite of the hatred, fear and mistrust in the world, the human spirit is still strong, and voicing the belief that this spirit will ultimately prevail in the battle to make the idea of one love, one world a reality.

#### The Film

As the music is broken down into 12 songs, so the film is broken down into 12 "chapters." Although very much inspired by the musicians and places Catto and Bridgeman filmed during their journey, each chapter also incorporates the intellectual insights of many people in other fields of expression.

**"Then he produced a Kalahari mouth bow, a gift from his friend and teacher in the desert. 'These people have nothing,' he told us. 'So when they give you something, it means everything.'"**

Catto and Bridgeman

Catto and Bridgeman put together a wish list of people and began to cold call them to try to get them involved. As they started to gain momentum, one person would lead them to another, until they eventually had the involvement of such luminaries as Anees Jung, Anita Roddick, Cosi Fabian, Dennis Hopper, Kurt Vonnegut, Tom Robbins and many more.

The 12 chapters are built around the themes of money, faith, inspiration, culture, sex, blasphemy, happiness, masks, time, unity, confrontation and death. By blending performance,



1 Giant Leap

interviews (snippets of which appear on the album too), the natural beauty or city life of the places they visited and cutting-edge special effects, Catto and Bridgeman were able to capture the essence of each theme in a riveting and highly creative way.

They were able to demonstrate that people all over the world have the same aspirations to make a better life for themselves, their children and their communities, and they point out that the things that certain world leaders would use to discriminate and degrade are often the very things we all have in common.

#### A World Of Participants

As you read the comments in the CD booklet for *1 Giant Leap*, you come to understand the spirit of adventure and awe that Catto and Bridgeman began to feel as the depth and importance of the project began to reveal itself: "This place is drum paradise. Rhythmists from all over the world come to diversify their skill." "Then he produced a Kalahari mouth bow, a gift from his friend and teacher in the desert. 'These people have nothing,' he told us. 'So when they give you something, it means everything.'" "They sang and chanted and wailed and stamped like it was the last song they would ever sing." "We are not walking with the ghosts of the

dead, we are alive with the spirit of their passion."

Our Western view of music is that it is entertainment and, perhaps, an art. But in other parts of the world it is an integral part of everyday life. It is the method by which people connect the past to the present, the means by which they communicate with the spirit world and the natural way to celebrate the beauty and mystery of life.

Music proved to be the basis for mutual understanding and communication for Catto and Bridgeman. Everywhere they went, music served as their means of introduction and, more important, quickly established a bridge of trust between them and the people they encountered.

Although this project is aimed mainly at educating Western ears and eyes and introducing different music and concepts, it nonetheless serves as a testament to and example of the beauty and imagination that can be achieved when people simply come together to create.

#### Hard To Explain

ArtistDIRECT said about *1 Giant Leap*, "It is increasingly rare to come across a project that genuinely defies description, where no pigeonhole will do." The best way to the grasp the majesty and power of the human experience that this audiovisual extravaganza has captured and to feel — if only for moment — a connection to the world and all the people in it is to see and hear it in its entirety.

This month Catto and Bridgeman will be presenting elements of *1 Giant Leap*, along with commentary about the project and a Q&A session with the audience, in New York, San Francisco, Los Angeles and Toronto.

Until the opportunity arises for you to experience *1 Giant Leap* in a theater, I would suggest that you go to [www.1giantleap.tv](http://www.1giantleap.tv). There you'll find a wealth of information about the project, as well as clips, photos and links that you can follow. You will also discover that this project has embraced organizations such as Amnesty International, Comic Relief, Greenpeace, Shelter and the World Wildlife Fund.

We live in a world that is often violent and cruel, but if each of us can make a connection of respect and brotherhood with just one person, the dream of a world of peace and plenty for all will not die. *1 Giant Leap*, through its vision, creativity and message, brings us one step closer to that dream.

# R&R Triple A Top 30

Powered By



May 10, 2002

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)                                   | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|----------------------|
| 2         | 1         | SHERYL CROW Soak Up The Sun (A&M/Interscope)            | 619         | +28       | 44634                  | 11             | 24/0                 |
| 1         | 2         | JACK JOHNSON Flake (Enjoy/Universal)                    | 617         | +12       | 43338                  | 12             | 27/0                 |
| 3         | 3         | GOO GOO DOLLS Here Is Gone (Warner Bros.)               | 547         | +21       | 34320                  | 8              | 24/0                 |
| 4         | 4         | PETE YORN Strange Condition (Columbia)                  | 406         | -44       | 25064                  | 19             | 25/0                 |
| 8         | 5         | BONNIE RAITT I Can't Help You Now (Capitol)             | 391         | +3        | 27279                  | 11             | 21/0                 |
| 6         | 6         | U2 In A Little While (Interscope)                       | 386         | -30       | 26460                  | 17             | 22/0                 |
| 5         | 7         | CHRIS ISAAK Let Me Down Easy (Reprise)                  | 374         | -68       | 29344                  | 17             | 23/0                 |
| 11        | 8         | LENNY KRAVITZ Stillness Of Heart (Virgin)               | 370         | +45       | 26832                  | 12             | 23/0                 |
| 9         | 9         | DAVE MATTHEWS BAND Everyday (RCA)                       | 353         | -32       | 26560                  | 27             | 24/0                 |
| 7         | 10        | ALANIS MORISSETTE Hands Clean (Maverick/Reprise)        | 345         | -52       | 12744                  | 16             | 17/0                 |
| 10        | 11        | TRAIN She's On Fire (Columbia)                          | 314         | -38       | 16681                  | 16             | 24/0                 |
| 15        | 12        | JIMMY EAT WORLD The Middle (DreamWorks)                 | 305         | +39       | 17369                  | 8              | 14/1                 |
| 13        | 13        | JOHN MAYER No Such Thing (Aware/Columbia)               | 298         | +17       | 24889                  | 36             | 23/0                 |
| 17        | 14        | THE CORRS When The Stars Go Blue (143/Lava/Atlantic)    | 286         | +44       | 29545                  | 3              | 18/1                 |
| 12        | 15        | EDDIE VEDDER You've Got To Hide Your... (V2)            | 262         | -27       | 26106                  | 17             | 17/0                 |
| 14        | 16        | INDIGO GIRLS Moment Of Forgiveness (Epic)               | 258         | -13       | 16914                  | 16             | 17/0                 |
| 16        | 17        | ELVIS COSTELLO Tear Off Your Own Head... (Island/IDJMG) | 253         | -4        | 20872                  | 8              | 20/0                 |
| 19        | 18        | NEIL YOUNG Differently (Reprise)                        | 245         | +25       | 18770                  | 7              | 20/0                 |
| 25        | 19        | MOBY We Are All Made Of Stars (V2)                      | 219         | +40       | 18465                  | 4              | 22/1                 |
| 21        | 20        | DISHWALLA Somewhere In The Middle (Immergent)           | 217         | +11       | 11374                  | 6              | 19/1                 |
| 18        | 21        | RYAN ADAMS Answering Bell (Lost Highway/IDJMG)          | 216         | -21       | 11363                  | 14             | 15/0                 |
| 22        | 22        | PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)      | 206         | +3        | 5858                   | 12             | 8/0                  |
| 24        | 23        | VAN MORRISON Hey Mr. DJ (Universal)                     | 195         | +3        | 13810                  | 2              | 15/0                 |
| 20        | 24        | NATALIE MERCHANT Build A Levee (Elektra/EEG)            | 195         | -20       | 13706                  | 10             | 19/0                 |
| 23        | 25        | DEFAULT Wasting My Time (TVT)                           | 189         | -8        | 5374                   | 12             | 8/0                  |
| 26        | 26        | TREY ANASTASIO Alive Again (Elektra/EEG)                | 181         | +14       | 13672                  | 3              | 16/1                 |
| Debut     | 27        | PHANTOM PLANET California (Daylight/Epic)               | 178         | +28       | 7846                   | 1              | 16/2                 |
| 28        | 28        | SENSE FIELD Save Yourself (Nettwerk)                    | 174         | +12       | 6320                   | 3              | 10/0                 |
| 27        | 29        | ROBERT BRADLEY'S BLACKWATER... Train (Vanguard)         | 165         | -1        | 9919                   | 14             | 14/0                 |
| Debut     | 30        | NORAH JONES Don't Know Why (Blue Note/Capitol)          | 163         | +30       | 19397                  | 1              | 14/4                 |

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 4/28/02-5/4/02. 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

**BIG HEAD TODD & THE MONSTERS** Wishing Well (Big)  
Total Plays: 163, Total Stations: 14, Adds: 0

**SHANNON MCNALLY** Now That I Know (Capitol)  
Total Plays: 158, Total Stations: 14, Adds: 0

**ZERO 7** Destiny (Quango/Palm)  
Total Plays: 152, Total Stations: 15, Adds: 0

**JOHNNY A.** Oh Yeah (Favored Nations/Artemis)  
Total Plays: 144, Total Stations: 13, Adds: 0

**WILCO** Heavy Metal Drummer (Nonesuch)  
Total Plays: 125, Total Stations: 12, Adds: 0

**LOS LOBOS** Hearts Of Stone (Mammoth)  
Total Plays: 110, Total Stations: 9, Adds: 0

**LUCE** Good Day (Nettwerk)  
Total Plays: 107, Total Stations: 11, Adds: 1

**MARK KNOPFLER** He's The Man (Warner Bros.)  
Total Plays: 97, Total Stations: 9, Adds: 2

**MAIA SHARP** Willing To Bum (Concord)  
Total Plays: 95, Total Stations: 11, Adds: 0

**RAUL MALO** I See You (Higher Octave)  
Total Plays: 94, Total Stations: 9, Adds: 1

Songs ranked by total plays

## Most Added

www.rradds.com

| ARTIST TITLE LABEL(S)                                  | ADDS |
|--|------|
| NEIL FINN Driving Me Mad (Nettwerk)                    | 9    |
| DROPLINE Fly Away From Here... (143/Reprise)           | 5    |
| NORAH JONES Don't Know Why (Blue Note/Capitol)         | 4    |
| PHANTOM PLANET California (Daylight/Epic)              | 2    |
| MARK KNOPFLER He's The Man (Warner Bros.)              | 2    |
| C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG) | 2    |
| K'S CHOICE Almost Happy (Red Ink)                      | 2    |
| TIFT MERRITT Neighborhood (Lost Highway/IDJMG)         | 2    |
| DOVES There Goes The Fear (Heavenly/Capitol)           | 2    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                | TOTAL PLAY INCREASE |
|--|---------------------|
| COUNTING CROWS American Girls (Geffen/Interscope)    | +68                 |
| MARK KNOPFLER He's The Man (Warner Bros.)            | +54                 |
| LENNY KRAVITZ Stillness Of Heart (Virgin)            | +45                 |
| THE CORRS When The Stars Go Blue (143/Lava/Atlantic) | +44                 |
| LOS LOBOS Hearts Of Stone (Mammoth)                  | +43                 |
| MOBY We Are All Made Of Stars (V2)                   | +40                 |
| JIMMY EAT WORLD The Middle (DreamWorks)              | +39                 |
| ANGELIQUE KIDJO Iwoya (Columbia)                     | +34                 |
| NORAH JONES Don't Know Why (Blue Note/Capitol)       | +30                 |
| SHERYL CROW Soak Up The Sun (A&M/Interscope)         | +28                 |
| PHANTOM PLANET California (Daylight/Epic)            | +28                 |
| WILCO Heavy Metal Drummer (Nonesuch)                 | +28                 |

## Most Played Recurrents

| ARTIST TITLE LABEL(S)                                 | TOTAL PLAYS |
|---|-------------|
| NICKELBACK How You Remind Me (Roadrunner/IDJMG)       | 237         |
| CALLING Wherever You Will Go (RCA)                    | 222         |
| TRAIN Drops Of Jupiter (Tell Me) (Columbia)           | 209         |
| LIFEHOUSE Hanging By A Moment (DreamWorks)            | 198         |
| FIVE FOR FIGHTING Superman... (Aware/Columbia)        | 166         |
| DAVE MATTHEWS BAND The Space Between (RCA)            | 164         |
| DAVID GRAY Babylon (ATO/RCA)                          | 149         |
| INCUBUS Drive (Immortal/Epic)                         | 141         |
| PETE YORN Life On A Chain (Columbia)                  | 139         |
| AFRO-CELT... F/P. GABRIEL When... (Real World/Virgin) | 134         |
| FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)       | 133         |
| MOBY F/GWEN STEFANI Southside (V2)                    | 130         |
| JOHN MELLENCAMP Peaceful World (Columbia)             | 123         |
| CREED My Sacrifice (Wind-up)                          | 123         |
| STAIN'D It's Been Awhile (Flip/Elektra/EEG)           | 122         |
| TRAVIS Side (Epic)                                    | 122         |



# Are you endorsing Body Solutions?

# YOU SHOULD BE!

For more information please call: (210)477-4745

May 10, 2002

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)                                   | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATUSES/ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|---------------------|
| 2         | 1         | BONNIE RAITT I Can't Help You Now (Capitol)             | 327         | +31       | 8205                   | 11             | 20/0                |
| 1         | 2         | SHERYL CROW Soak Up The Sun (A&M/Interscope)            | 309         | +5        | 5792                   | 12             | 20/0                |
| 3         | 3         | NATALIE MERCHANT Build A Levee (Elektra/EEG)            | 284         | +5        | 6815                   | 12             | 20/0                |
| 4         | 4         | RYAN ADAMS Answering Bell (Lost Highway/IDJMG)          | 267         | -1        | 6356                   | 16             | 19/0                |
| 8         | 5         | TREY ANASTASIO Alive Again (Elektra/EEG)                | 265         | +53       | 6463                   | 6              | 19/0                |
| 6         | 6         | NEIL YOUNG Differently (Reprise)                        | 253         | +14       | 7245                   | 8              | 20/0                |
| 7         | 7         | ELVIS COSTELLO Tear Off Your Own Head... (Island/IDJMG) | 237         | +19       | 9779                   | 9              | 18/0                |
| 9         | 8         | JACK JOHNSON Flake (Enjoy/Universal)                    | 227         | +21       | 7427                   | 13             | 17/0                |
| 5         | 9         | CHRIS ISAAK Let Me Down Easy (Reprise)                  | 213         | -38       | 5256                   | 18             | 16/0                |
| 17        | 10        | VAN MORRISON Hey Mr. DJ (Universal)                     | 210         | +41       | 5585                   | 2              | 19/0                |
| 14        | 11        | MAIA SHARP Willing To Burn (Concord)                    | 196         | +11       | 4878                   | 3              | 21/0                |
| 16        | 12        | STEVE EARLE Some Dreams (E-Squared/Artemis)             | 191         | +18       | 5228                   | 8              | 19/0                |
| 10        | 13        | WILCO Heavy Metal Drummer (Nonesuch)                    | 189         | -10       | 6970                   | 6              | 17/0                |
| 12        | 14        | BIG HEAD TODD & THE MONSTERS Wishing Well (Big)         | 182         | -9        | 1855                   | 11             | 16/0                |
| 15        | 15        | SHANNON MCNALLY Now That I Know (Capitol)               | 179         | -5        | 4337                   | 8              | 17/0                |
| 21        | 16        | MOBY We Are All Made Of Stars (V2)                      | 177         | +11       | 4610                   | 5              | 17/0                |
| 13        | 17        | INDIGO GIRLS Moment Of Forgiveness (Epic)               | 172         | -16       | 4058                   | 17             | 14/0                |
| 11        | 18        | TRAIN She's On Fire (Columbia)                          | 168         | -24       | 2490                   | 15             | 11/0                |
| 23        | 19        | PATTY GRIFFIN Rain (ATO)                                | 167         | +7        | 6624                   | 6              | 16/1                |
| 22        | 20        | ZERO 7 Destiny (Quango/Palm)                            | 166         | 0         | 4426                   | 13             | 16/0                |
| 18        | 21        | GOO GOO DOLLS Here Is Gone (Warner Bros.)               | 165         | -4        | 2328                   | 8              | 10/0                |
| 30        | 22        | LOS LOBOS Hearts Of Stone (Mammoth)                     | 157         | +51       | 4930                   | 2              | 18/0                |
| 20        | 23        | ROBERT BRADLEY'S BLACKWATER... Train (Vanguard)         | 155         | -13       | 2297                   | 17             | 14/0                |
| 24        | 24        | RUSTED ROOT Welcome To My Party (Island/IDJMG)          | 144         | -2        | 4012                   | 3              | 15/0                |
| 28        | 25        | JEB LOY NICHOLS They Don't Know (Rykodisc)              | 143         | +17       | 4161                   | 5              | 18/1                |
| 27        | 26        | NORAH JONES Don't Know Why (Blue Note/Capitol)          | 142         | +8        | 6174                   | 5              | 15/2                |
| 25        | 27        | JOSH ROUSE Feeling No Pain (Rykodisc)                   | 139         | -2        | 4243                   | 11             | 12/0                |
| 19        | 28        | ALANIS MORISSETTE Hands Clean (Maverick/Reprise)        | 135         | -33       | 2246                   | 16             | 10/0                |
| 26        | 29        | KASEY CHAMBERS Not Pretty Enough (Warner Bros.)         | 131         | -7        | 3236                   | 15             | 13/0                |
| Debut     | 30        | GOMEZ Detroit Swing 66 (Hut/Virgin)                     | 113         | +29       | 5692                   | 1              | 12/1                |

21 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 4/28-Saturday 5/4. © 2002, R&R Inc.

## Most Added

| ARTIST TITLE LABEL(S)                                | ADDS |
|--|------|
| NEIL FINN Driving Me Mad (Nettwerk)                  | 11   |
| MARK KNOPFLER He's The Man (Warner Bros.)            | 4    |
| CHUCK PROPHET Summertime Thing (New West/Red Ink)    | 4    |
| DOVES There Goes The Fear (Heavenly/Capitol)         | 4    |
| LUCE Good Day (Nettwerk)                             | 3    |
| MAE MOORE Funny World (Paras Recording Company)      | 3    |
| TODD SNIDER New Connection (Oh Boy)                  | 3    |
| NORAH JONES Don't Know Why (Blue Note/Capitol)       | 2    |
| BADLY DRAWN BOY Something... (XL/ARTISTdirect)       | 2    |
| GOV'T MULE Soulshine (ATO/RCA)                       | 2    |
| THE CORRS When The Stars Go Blue (143/Lava/Atlantic) | 2    |
| COUNTING CROWS American Girls (Geffen/Interscope)    | 2    |
| TODD SNIDER Bear Run (Oh Boy)                        | 2    |
| STARSAILOR Poor Misguided Fool (Capitol)             | 2    |

## Most Increased Plays

| ARTIST TITLE LABEL(S)                                | TOTAL PLAY INCREASE |
|--|---------------------|
| MARK KNOPFLER He's The Man (Warner Bros.)            | +66                 |
| TIFT MERRITT Neighborhood (Lost Highway/IDJMG)       | +56                 |
| CHUCK PROPHET Summertime Thing (New West/Red Ink)    | +54                 |
| TREY ANASTASIO Alive Again (Elektra/EEG)             | +53                 |
| LOS LOBOS Hearts Of Stone (Mammoth)                  | +51                 |
| VAN MORRISON Hey Mr. DJ (Universal)                  | +41                 |
| LUCE Good Day (Nettwerk)                             | +32                 |
| BONNIE RAITT I Can't Help You Now (Capitol)          | +31                 |
| GOMEZ Detroit Swing 66 (Hut/Virgin)                  | +29                 |
| NORTH MISSISSIPPI ALLSTARS Storm (Tone-Cool/Artemis) | +26                 |
| NEIL FINN Driving Me Mad (Nettwerk)                  | +25                 |
| JACK JOHNSON Flake (Enjoy/Universal)                 | +21                 |
| RUBYHORSE Sparkle (Island/IDJMG)                     | +20                 |
| ELVIS COSTELLO Tear Off Your Own... (Island/IDJMG)   | +19                 |
| WARREN ZEVON Basket Case (Artemis)                   | +19                 |
| COREY HARRIS Santoro (Rounder)                       | +19                 |
| STEVE EARLE Some Dreams (E-Squared/Artemis)          | +18                 |
| CHRIS WHITLEY Say Goodbye To Yesterday (ATO/RCA)     | +18                 |
| JEB LOY NICHOLS They Don't Know (Rykodisc)           | +17                 |

## Reporters

|  |   |  |  |  |
|--|---|--|--|--|
| <b>WAPS/Akron, OH</b><br>PD: Bill Gruber<br>1 MARK KNOPFLER "Man"<br>1 NEIL FINN "Driving"<br>1 BRYAN YOUNG "Razy"<br>1 TODD SNIDER "Connection"   | <b>WXRT/Chicago, IL *</b><br>PD: Norm Winer<br>APD/MD: John Farneda<br>2 DOVES "Fear"<br><b>KBXR/Columbia, MD</b><br>PD/MD: Lana Trezise<br>MARK KNOPFLER "Man"<br>CHUCK PROPHET "Thing"<br>NEIL FINN "Driving"<br>NORAH JONES "Know" | <b>KTGB/Kansas City, MO</b><br>PD: Joe Hart<br>MD: Byron Johnson<br>LEFTOVER SALMON "Woods"<br><b>WMMM/Madison, WI *</b><br>PD/MD: Tom Teuber<br>NORAH JONES "Know"  | <b>WYEP/Pittsburgh, PA</b><br>PD: Rosemary Welsh<br>APD/MD: Chris Griffin<br>NEIL FINN "Driving"<br>GOV'T MULE "Soulshine"<br>JONES "Fear"<br>NORAH JONES "Night"<br>KASEY CHAMBERS "Train"            | <b>KOTR/San Luis Obispo, CA</b><br>PD: Drew Ross<br>MD: Greg Phifer<br>4 NEIL FINN "Driving"<br>4 GREG BROWN "Let"<br>4 LEFTOVER SALMON "Palm"<br>4 FLATLANDERS "Aligator"                             |
| <b>KTZO/Albuquerque, NM *</b><br>PD: Scott Souhrads<br>MD: Don Kelley<br>MOBY "Stars"  | <b>KBCD/Denver-Boulder, CO *</b><br>PD: Scott Arbaugh<br>MD: Keefer<br>12 NORAH JONES "Know"  | <b>KTCZ/Minneapolis, MN *</b><br>PD: Lauren MacLeash<br>APD/MD: Mike Wolf<br>3 DASHBORO "Screaming"<br>DROPLINE "Awey"<br>NEIL FINN "Driving"  | <b>WCLZ/Portland, ME</b><br>PD: Herb Ivy<br>MD: Brian James<br>NORAH JONES "Know"  | <b>KBAC/Santa Fe, NM</b><br>GM/PO: Ira Gordon<br>10 STARSAILOR "Fool"<br>NEIL FINN "Driving"   |
| <b>KGSR/Austin, TX *</b><br>PD: Jody Denberg<br>MD: Susan Castle<br>11 NEIL FINN "Driving"<br>5 PATTY GRIFFIN "Long"   | <b>WDET/Detroit, MI</b><br>PD: Jody Adams<br>MD: Martin Bandyke<br>AMD: Chuck Horn<br>4 GOV'T MULE "Soulshine"<br>4 DOVES "Fear"<br>3 CHUCK PROPHET "Thing"<br>3 NEIL FINN "Driving"<br>3 MAE MOORE "Funny"<br>3 LUCE "Good"          | <b>WZEW/Mobile, AL *</b><br>PD: Brian Hart<br>MD: Linda Woodworth<br>No Adds   | <b>KINK/Portland, OR *</b><br>PD: Dennis Constantine<br>MD: Kevin Welch<br>2 NEIL FINN "Driving"<br>1 TODD SNIDER "Rose"   | <b>KTAO/Santa Fe, NM</b><br>PD: John Hayes<br>MD: Michael Dean<br>6 NEIL FINN "Driving"<br>DARDEY SMITH "Santitas"<br>TODD SNIDER "Connection"<br>NEIL HALSTEAD "Pocket"                               |
| <b>WRNR/Baltimore, MD *</b><br>DM: Jon Peterson<br>PD: Alex Corright<br>MD: Damian Einstein<br>1 THE CORRS "Blue"<br>DOVES "Fear"  | <b>WVDD/Elizabeth City, NC</b><br>PD: Matt Cooper<br>MD: Tad Abbey<br>LUCE "Good"<br>BADLY DRAWN BOY "Something"<br>CLARIS "The"<br>CRACKER "Bling"   | <b>KPIG/Monterey, CA</b><br>PD/MD: Laura Ellen Hopper<br>10 TODD SNIDER "Beer"<br>2 NORAH JONES "Cold"<br>MARK KNOPFLER "Man"  | <b>WDSJ/Poughkeepsie, NY</b><br>PD: Greg Gattine<br>APD: Christine Martinez<br>MD: Roger Menell<br>KELLER WILLIAMS "Speaker"<br>CHUCK PROPHET "Thing"  | <b>KRSH/Santa Rosa, CA *</b><br>PD: Pam Long<br>MD: CAKE "Shade"<br>NEIL FINN "Driving"<br>K'S CHOICE "Almost"<br>TIFT MERRITT "Neighbor"<br>KELLER WILLIAMS "Speaker"                                 |
| <b>KRVB/Boise, ID *</b><br>DM/PO: Dan McColly<br>NORAH JONES "Know"<br>MARK KNOPFLER "Man"<br>LUCE "Good"  | <b>WNCW/Greenville, SC</b><br>PD: Mark Keele<br>APD/MD: Kim Clark<br>TODD SNIDER "Connection"<br>LEFTOVER SALMON "Povered"<br>MARTIN SEXTON "Angeline"<br>PAUL WESTERBERG "Sone"  | <b>KTEE/Monterey, CA</b><br>DM/PO: Chris White<br>MD: Carl Widing<br>PATTY GRIFFIN "Rain"<br>LUCE "Good"<br>JEB LOY NICHOLS "Igora"<br>PAUL MCCARTNEY "Flame"<br>PATTY GRIFFIN "Night"<br>TONY GUERRERO "Have"   | <b>KTHX/Reno, NV *</b><br>PD: Harry Reynolds<br>MD: Dave Herold<br>NEIL FINN "Driving"<br>CHUCK PROPHET "Thing"  | <b>KNHT/Seattle-Tacoma, WA *</b><br>GM/PO: Chris Mays<br>APD/MD: Shawn Stewart<br>NEIL FINN "Driving"  |
| <b>WBDS/Boston, MA *</b><br>PD: Chris Herrmann<br>APD/MD: Michele Williams<br>No Adds  | <b>WVUU/Washington, VA *</b><br>PD: Dan Reed<br>APD: Stacy Owen<br>THE CORRS "Blue"<br>FLATLANDERS "Heart"<br>INDIGO GIRLS "Become"<br>MARK KNOPFLER "Man"<br>MAE MOORE "Funny"<br>TODD SNIDER "Vinyl"                                | <b>WFLW/New York, NY</b><br>PD: Chuck Singleton<br>MD: Rita Houston<br>AMD: Russ Boris<br>COUNTING CROWS "American"<br>NEIL FINN "Driving"<br>TIFT MERRITT "Neighborhood"<br>TODD SNIDER "Beer"<br>TOM WATTS "Alice"<br>PAUL WESTERBERG "Rabbit"<br>DIRTY DOZEN BRASS "Tipton" | <b>KENZ/Salt Lake City, UT *</b><br>DM/PO: Bruce Jones<br>MD: Kari Bushman<br>KRISCHOICE "Almost"<br>NEIL FINN "Driving"   | <b>KAEP/Spokane, WA *</b><br>PD: Tim Cotter<br>MD: Kari Bushman<br>No Adds   |
| <b>WHRV/Boston, MA *</b><br>PD: Joanne Dooey<br>MD: Dana Marshall<br>2 NEIL FINN "Driving"<br>PHANTOM PLANET "California"<br>DROPLINE "Awey"   | <b>WTTN/Indianapolis, IN *</b><br>MD: Brad Heltz<br>DISHWALLA "Middle"<br>RAILI MALO "See"  | <b>WFUV/New York, NY</b><br>PD: Chuck Singleton<br>MD: Rita Houston<br>AMD: Russ Boris<br>COUNTING CROWS "American"<br>NEIL FINN "Driving"<br>TIFT MERRITT "Neighborhood"<br>TODD SNIDER "Beer"<br>TOM WATTS "Alice"<br>PAUL WESTERBERG "Rabbit"<br>DIRTY DOZEN BRASS "Tipton" | <b>KXST/San Diego, CA *</b><br>PD/MD: Dana Shaieb<br>2 MARK KNOPFLER "Man"   | <b>WRN/Springfield, MA *</b><br>GM/PO: Tom Davis<br>MD: Donnie Moorhouse<br>1 COUNTING CROWS "American"<br>DROPLINE "Awey"<br>NEIL FINN "Driving"<br>PAUL RUDERMAN "Sunshine"                          |
| <b>CKEY/Buffalo, NY *</b><br>DM/PO: Rob White<br>MD: Mike Blakely<br>KRISCHOICE "Almost"<br>NICKELBACK "Too"<br>PHANTOM PLANET "California"  | <b>WKVI/Knoxville, TN *</b><br>PD: Shane Cox<br>MD: Sarah McClune<br>TREY ANASTASIO "Alive"   | <b>WKDC/Norfolk, VA *</b><br>PD: Paul Shugrue<br>MD: Kristen Croot<br>3 NEIL FINN "Driving"<br>DROPLINE "Awey"<br>NORAH JONES "Know"   | <b>KFOG/San Francisco, CA *</b><br>PD: Dave Benson<br>APD/MD: Haley Jones<br>11 JIMMY EAT WORLD "Middle"<br>VAN MORRISON "Road"  | <b>WVUU/Washington, VA *</b><br>PD: Dan Reed<br>APD: Stacy Owen<br>THE CORRS "Blue"<br>FLATLANDERS "Heart"<br>INDIGO GIRLS "Become"<br>MARK KNOPFLER "Man"<br>MAE MOORE "Funny"<br>TODD SNIDER "Vinyl" |
| <b>WNCN/Burlington, VT</b><br>PD: Jody Petersen<br>APD: Eric Thomas<br>MD: Mark Abuzzahab<br>8 NEIL FINN "Driving"<br>5 MAE MOORE "Funny"<br>5 RAILI MALO "See"<br>5 STARSAILOR "Fool"<br>5 THE CORRS "Blue"<br>2 DOVES "Fear" | <b>KMTN/Jackson, WY</b><br>PD/MD: Mark Fishman<br>ANGELIQUE KIDJO "Tweety"<br>COUNTING CROWS "American"<br>TRAVIS "Flowers"<br>GOMEZ "Swing"  | <b>KCTY/Omaha, NE *</b><br>PD: Max Bumgardner<br>MD: Christopher Dean<br>DROPLINE "Awey"   | <b>KFGO/San Francisco, CA *</b><br>PD: Dave Benson<br>APD/MD: Haley Jones<br>11 JIMMY EAT WORLD "Middle"<br>VAN MORRISON "Road"  | <b>WVUU/Washington, VA *</b><br>PD: Dan Reed<br>APD: Stacy Owen<br>THE CORRS "Blue"<br>FLATLANDERS "Heart"<br>INDIGO GIRLS "Become"<br>MARK KNOPFLER "Man"<br>MAE MOORE "Funny"<br>TODD SNIDER "Vinyl" |
| <b>WVNY/Cape Cod, MA</b><br>PD/MD: Barbara Dacey<br>1 NEIL FINN "Driving"<br>1 BADLY DRAWN BOY "Something"   | <b>WFPK/Louisville, KY</b><br>PD: Dan Reed<br>APD: Stacy Owen<br>THE CORRS "Blue"<br>FLATLANDERS "Heart"<br>INDIGO GIRLS "Become"<br>MARK KNOPFLER "Man"<br>MAE MOORE "Funny"<br>TODD SNIDER "Vinyl"                                  | <b>WXPN/Philadelphia, PA</b><br>APD/MD: Helen Leicht<br>4 MAE MOORE "Bring"<br>DOVES "Fear"<br>CHUCK PROPHET "Thing"<br>ROSEY "Love"<br>NEIL FINN "Driving"<br>BENNETT & BURCH "Talk"  | <b>WVUU/Washington, VA *</b><br>PD: Dan Reed<br>APD: Stacy Owen<br>THE CORRS "Blue"<br>FLATLANDERS "Heart"<br>INDIGO GIRLS "Become"<br>MARK KNOPFLER "Man"<br>MAE MOORE "Funny"<br>TODD SNIDER "Vinyl" | <b>WVUU/Washington, VA *</b><br>PD: Dan Reed<br>APD: Stacy Owen<br>THE CORRS "Blue"<br>FLATLANDERS "Heart"<br>INDIGO GIRLS "Become"<br>MARK KNOPFLER "Man"<br>MAE MOORE "Funny"<br>TODD SNIDER "Vinyl" |

\*Monitored Reporters  
 48 Total Reporters

27 Total Monitored

21 Total Indicator  
 20 Current Indicator Playlists

Did Not Report, Playlist Frozen (1):  
 WMP/Memphis, TN

## National Programming

Added This Week



Ali Castelinni 215-898-6677

No new adds reported this week.



Rob Reinhart 734-761-2043

NEIL FINN Driving Me Mad  
 WILCO Promising

### PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white).

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

R&R c/o Mike Davis:  
 10100 Santa Monica Blvd., 3rd Floor,  
 Los Angeles, CA 90067

## ON THE RECORD

With  
**Mark Keefe**  
PD, WNCW/Greenville, NC



We continue to be a station that plays Michelle Shocked. I recall the last disc of hers that we added to our library was actually handed to us by Michelle. And that's how it's been for quite a few years: Play an older tune off of *Arkansas Traveler* or *Short Sharp Shocked* and expect a call from a listener asking, "What's Michelle been up to," or, "When is she going to put out something new?" We finally have a substantial answer, and I like the way it sounds. ● I got a sneak preview of her latest disc, *Deep Natural*, last year when I was sent *Dub Natural*. After listening to it, it was an easy addition to our specialty dub, reggae and rock-steady show. It also helped answer the "What's she been up to?" question for our listeners. When *Deep Natural* arrived attached to *Dub Natural*, it was a case of feast or famine finally realized. Where you might get one remix of one single from an artist to help breathe new life into it, Michelle gives you an entire disc of not just dub remixes of the songs found on *Deep Natural*, but also unique songs done dub-style that are not found on *Deep Natural*. ● It's a lot to dive into, but the musical waters feel fine. We've gravitated toward "Forgive to Forget" and "That's So Amazing" on the more soulful side, but we stay raucous with the single "What Can I Say." Michelle has a lot to say — always has — and our phones let us know that people are listening to her. She's out on tour with a stop in our area and probably in yours too.

Neil Finn was Most Added at both panels today, with a total of 20 ... Doves, Dropline, K's Choice and Todd Snider are off to good starts ... Norah Jones, Phantom Planet, Mark Knopfler, Tift Merritt, Luce, Mae Moore, Gov't Mule and Chuck Prophet close some important holes ... Expect big action on the new Counting Crows next week ... On the monitored airplay chart, Sheryl Crow and Jack Johnson play the ol' switcheroo at 1\* and 2\*, respectively, The Goo Goo Dolls hold at 3\*, Lenny Kravitz moves into the top 10 at 8\*, Jimmy Eat World are heading that way at 12\*. The Corrs move 17\*-14\*, and Moby goes top 20 at 19\* ... Phantom Planet and Norah Jones debut ... Keep an eye on Wilco (which scanned over 55,000 units the first week) and Raul Malo ... On the Indicator airplay chart, Bonnie Raitt and Crow flipped positions at 1\* and 2\*, Natalie Merchant holds at 3\*, Van Morrison jumps from 17\*-10\*, Steve Earle moves 16\*-12\*, Moby jumps 21\*-16\*, Los Lobos leap 30\*-22\*, and Jeb Loy Nichols goes 28\*-25\* ... Gomez debut.

## Triple A ON THE RADIO

— John Schoenberger, Triple A Editor

# AAA ARTIST OF THE WEEK

ARTIST: Neil Finn

LABEL: Nettwerk

By JOHN SCHOENBERGER / TRIPLE A EDITOR



Neil Finn

Few artists have had the staying power of Neil Finn. His polished songcraft, which has given him the ability to meld beautiful melodies with poetic lyrical detail, has afforded him international success for close to 30 years.

It all began when he and his older brother, Tim Finn, performed as children for their family and friends back in Te Awamutu, New Zealand. Later, brother Tim was one of the founding members of the innovative and groundbreaking band Split Endz, which Neil eventually joined as lead guitarist. After nine years and three albums with the combo, Neil decided to step out on his own, forming Crowded House. Over the course of four albums and many worldwide hits, including "Don't Dream It's Over," "Something So Strong" and "Into Temptation," Finn's skill at writing songs that beautifully captured mood and emotion came into its own.

But at the peak of Crowded House's success, Finn dissolved the band in favor of a solo career. In 1998 he began this solo career with *Try Whistling This*, which included "She Will Have Her Way." In many ways it was very ambitious and experimental and distanced Finn from his Crowded House days. The record was produced by Tchad Blake, and it was clear that Finn was enjoying the creative freedom.

Finn returns with *One All*, the souped-up version of *One Nil*, which was released worldwide on EMI last year. Once again Finn collaborated with Tchad Blake, and this time multi-instrumentalists Lisa Coleman and Wendy Melvoin also played an important creative role in the project. Several other notable artists also contributed, including Jim Keltner (drums), Sheryl Crow (accordion, vocals), Mitchell Froom (keys), Midnight Oil's Jim Moginie (guitar) and family members Sharon and Liam Finn (vocals).

In songs such as "Driving Me Mad" (the first emphasis track), "The Climber," "Last to Know," "Wherever You Are," "Secret God" and "Rest of the Day Off," Finn juxtaposes feelings of doubt and fear with the healing power of love. He has drifted back toward the more restrained and subtle sound of his Crowded House days, but his sound is, nevertheless, evolving. "There is kind of a consistency and familiarity in having had a long career," says Finn, "but I'm not particularly interested in mining that. I haven't really discovered fully what the Neil Finn sound is, but I'm enjoying the exploration."

While Finn has been exploring new musical realms, he has also taken his creative drive in a new direction. He bought a truckload of computers and other equipment and proceeded to learn all about the Internet and website design. The result is [www.nilfin.net](http://www.nilfin.net). It's an innovative and personalized site that allows fans around the world to interact directly with Finn via his diaries, photos, rare footage and even in-progress samples of new material.

But, as usual, Finn is thinking about the potential down the road. "It is basically like having your own TV channel, but better," he explains. "I could write a song in the morning, record it in the afternoon and have it delivered to the public by that evening as a live performance. The potential of the Internet is really just beginning."

In the meantime, we can see him the old-fashioned way as he tours the States throughout the month of July.

# R&R

RADIO & RECORDS, INC.

## R&R's Year-End Chart Pack

### NOW AVAILABLE!

Includes year-end charts for all R&R formats from 1974 through 2001! Call (310) 788-1637, or email "jbennett@rronline.com"

Only

# \$50

## The Years In Review

# Triple A Playlists

May 10, 2002 R&R • 95

### MARKET #3

#### WRTT/Chicago

Infinity  
(703) 777-1700  
Wier/Farneda  
12+ Cum 466,780



CHICAGO'S FINEST ROCK

| PLAYS | ARTIST/TITLE                           | GI (899) |
|-------|--|----------|
| 16    | 21 THE CORRS/When The Stars Go         | 7344     |
| 19    | 25 JACK JOHNSON/False                  | 6260     |
| 23    | MOBY/We Are All Made...                | 6556     |
| 18    | 15 ELVIS COSTELLO/Fear Of Your Own...  | 3254     |
| 19    | 10 GOOD GOOD DOLLS/Here Is Gone        | 5168     |
| 12    | 13 MIDNIGHT OIL/Golden Age             | 3536     |
| 12    | GRANDPRIX/7 Days 'Til Tomorrow         | 3264     |
| 12    | INDIGO GIRLS/Somerset Of...            | 3254     |
| 12    | DASH/Board... Screaming                | 3264     |
| 12    | RUSTED ROOT/Welcome To My Party        | 3264     |
| 12    | JANAY/Leaves Her Heart                 | 3264     |
| 9     | 11 TRAYNOR/Strangest Condition         | 2990     |
| 11    | WILCO/Heavy Metal Drummer              | 2982     |
| 10    | 11 MORAY JONES/Don't Know Why          | 2982     |
| 11    | KELLER WILLIAMS/Forget Me              | 2992     |
| 12    | CRACKLE/When You Remind Me             | 2992     |
| 8     | 11 JOHN MAYER/No Such Thing            | 2982     |
| 10    | 10 LLAMA/Too Much Toon Sun             | 2720     |
| 10    | 10 PETE YORNIK/On A Chain              | 2720     |
| 6     | 10 STRONG/Just Like You                | 2720     |
| 8     | 10 TRAVIS/Slide                        | 2720     |
| 9     | 8 BIG HEAD TODD.../When You're Falling | 2720     |
| 9     | 11 LEMMY KRAVITZ/Silence Of Heart      | 2720     |
| 6     | DAVE MATTHEWS BAND/Everyday            | 2176     |
| 6     | DAVE MATTHEWS BAND/Everyday            | 2176     |
| 6     | DAVE MATTHEWS BAND/Everyday            | 2176     |
| 7     | 8 JEWEL/Standring Still                | 2176     |
| 7     | 8 RUBY HORSE/Sparks                    | 2176     |
| 7     | 8 COLDFEET/When You're Falling         | 2176     |
| 7     | 8 RUFUS WAINWRIGHT/Across The Universe | 2176     |
| 7     | 8 EDDIE VEDDER/You've Got To...        | 1904     |

### MARKET #4

#### KFOG/San Francisco

Susquehanna  
(415) 451-1045  
Benson/Jones  
12+ Cum 550,000



| PLAYS | ARTIST/TITLE                           | GI (899) |
|-------|--|----------|
| 26    | 34 THE CORRS/When The Stars Go...      | 8942     |
| 28    | 32 SHERYL CROW/Soak Up The Sun         | 8942     |
| 32    | 32 SHERYL CROW/Soak Up The Sun         | 8416     |
| 32    | 32 SHERYL CROW/Soak Up The Sun         | 8416     |
| 19    | 10 BOB DOLLS/Here Is Gone              | 4997     |
| 21    | 18 JACK JOHNSON/False                  | 4734     |
| 22    | 18 MORAY JONES/Don't Know Why          | 4734     |
| 18    | 18 BONNIE RAITT/Can't Help You Now     | 4734     |
| 11    | 16 ROBERT BRADLEY'S.../Train           | 4208     |
| 10    | 12 JOHN MAYER/No Such Thing            | 3156     |
| 8     | 12 JIMMY EAT WORLD/The Middle          | 3156     |
| 9     | 11 TRAYNOR/Strangest Condition         | 2982     |
| 11    | 11 MORAY JONES/Don't Know Why          | 2982     |
| 11    | 11 ELVIS COSTELLO/Fear Of Your Own...  | 2982     |
| 11    | 11 NEIL YOUNG/Differently              | 2982     |
| 9     | 10 ZERO 7/Destiny                      | 2630     |
| 9     | 10 DAVID GRAY/By Your Side             | 2630     |
| 9     | 10 NICKELBACK/When You Remind Me       | 2630     |
| 9     | 10 DAVE MATTHEWS BAND/Everyday         | 2630     |
| 12    | 10 CALLING/Wherever You Will Go        | 2630     |
| 8     | 8 NATALIE MERCHANT/Build A Love        | 2630     |
| 24    | 12 JIMMY EAT WORLD/The Middle          | 2330     |
| 9     | 9 DAVE MATTHEWS BAND/The Space Between | 2367     |
| 9     | 9 MOBY/IGWEN STEVANS/So Southside      | 2367     |
| 9     | 9 CHRIS ISAAK/Let Me Down Easy         | 2367     |
| 10    | 10 PHANTOM PLANE/California            | 2104     |
| 8     | 7 U2/Beautiful Day                     | 1841     |
| 7     | 7 COUNTING CROWS/American Girls        | 1841     |
| 10    | 7 U2/Stuck In A Moment                 | 1641     |

### MARKET #5

#### WBOS/Boston

Greater Media  
(617) 822-9600  
Herriman/Wilkins  
12+ Cum 374,180



| PLAYS | ARTIST/TITLE                      | GI (899) |
|-------|-----------------------------------|----------|
| 33    | 34 JIMMY EAT WORLD/The Middle     | 4454     |
| 32    | 32 SHERYL CROW/Soak Up The Sun    | 4323     |
| 32    | 32 GOOD GOOD DOLLS/Here Is Gone   | 4192     |
| 32    | 32 THE CORRS/When The Stars Go... | 4192     |
| 11    | 28 JOHN MAYER/No Such Thing       | 3488     |
| 33    | 18 JACK JOHNSON/False             | 2669     |
| 18    | 18 LEMMY KRAVITZ/Silence Of Heart | 2358     |
| 18    | 18 THE CORRS/When The Stars Go... | 2358     |
| 18    | 18 RYAN ADAMS/Answering Back      | 2358     |
| 17    | 17 CHRIS ISAAK/Let Me Down Easy   | 2227     |
| 17    | 17 U2/In A Little While           | 2227     |
| 17    | 17 PETE YORNIK/On A Chain         | 2227     |
| 16    | 17 JIMMY EAT WORLD/The Middle     | 2227     |
| 14    | 14 GARAGE/Psalm                   | 1834     |
| 11    | 11 THE CORRS/When The Stars Go... | 1572     |
| 8     | 12 TRAYNOR/Strangest Condition    | 1572     |
| 8     | 12 THE CORRS/When The Stars Go... | 1572     |
| 14    | 12 EDDIE VEDDER/You've Got To...  | 1572     |
| 12    | 12 WEezer/In The Sun              | 1572     |
| 11    | 11 JOHN MELLENCAMP/Psacal World   | 1572     |
| 8     | 12 DIDD/Thankyou                  | 1572     |
| 12    | 12 LIFESHOOTS/Hanging By A Moment | 1572     |
| 11    | 11 JIMMY EAT WORLD/The Middle     | 1441     |
| 11    | 11 PETE YORNIK/On A Chain         | 1441     |
| 11    | 11 JEWEL/Standring Still          | 1441     |
| 11    | 11 SHANNON MCKAY/Now That I Know  | 1441     |
| 11    | 11 U2/Beautiful Day               | 1441     |
| 18    | 18 TRAVIS/Slide                   | 1441     |
| 10    | 10 MIDNIGHT OIL/Golden Age        | 1310     |

### MARKET #6

#### WKRV/Boston

Northeast  
(603) 374-4733  
Doody/Marshall  
12+ Cum 194,400



| PLAYS | ARTIST/TITLE                            | GI (899) |
|-------|---|----------|
| 25    | 24 PETE YORNIK/On A Chain               | 1992     |
| 20    | 23 THE CORRS/When The Stars Go...       | 1909     |
| 20    | 20 GOOD GOOD DOLLS/Here Is Gone         | 1826     |
| 20    | 20 THE CORRS/When The Stars Go...       | 1826     |
| 22    | 21 SHERYL CROW/Soak Up The Sun          | 1743     |
| 19    | 19 CALLING/Wherever You Will Go         | 1689     |
| 19    | 19 DISHWALLA/Somewhere In...            | 1494     |
| 18    | 18 TRAYNOR/Strangest Condition          | 1494     |
| 18    | 18 LUC/Good Day                         | 1494     |
| 18    | 18 ZERO 7/Destiny                       | 1494     |
| 17    | 17 NEIL YOUNG/Differently               | 1411     |
| 17    | 17 ELVIS COSTELLO/Fear Of Your Own...   | 1411     |
| 17    | 17 TRAVIS/Slide                         | 1411     |
| 15    | 15 ALANIS MORISSETTE/Hands Clean        | 1245     |
| 15    | 15 RYAN ADAMS/Answering Back            | 1245     |
| 14    | 14 PATTI SMITH/Women Who Cry            | 1182     |
| 14    | 14 EDDIE VEDDER/You've Got To...        | 1182     |
| 14    | 14 MARK KNOPFLER/What Is The Man        | 1182     |
| 12    | 12 INDIGO GIRLS/Somerset Of...          | 1182     |
| 12    | 12 BIG HEAD TODD.../When You're Falling | 913      |
| 11    | 11 ANGELIQUE KIDJO/Whoa                 | 913      |
| 11    | 11 RYAN ADAMS/Answering Back            | 913      |
| 9     | 9 NATALIE MERCHANT/Build A Love         | 747      |
| 6     | 6 JOE RAMONE/What A Wonderful World     | 664      |
| 6     | 6 LEMMY KRAVITZ/Silence Of Heart        | 664      |
| 6     | 6 SHANNON MCKAY/Now That I Know         | 664      |
| 4     | 4 JACK JOHNSON/False                    | 664      |
| 6     | 6 MORAY JONES/Don't Know Why            | 664      |
| 5     | 5 TRAVIS/Slide                          | 664      |

### MARKET #13

#### KMTT/Seattle-Tacoma

Entertainment  
(206) 233-1007  
Mays/Sweet  
12+ Cum 213,960



| PLAYS | ARTIST/TITLE                          | GI (899) |
|-------|---------------------------------------|----------|
| 20    | 24 CHRIS ISAAK/Let Me Down Easy       | 2920     |
| 22    | 24 JACK JOHNSON/False                 | 2920     |
| 22    | 22 MORAY JONES/Don't Know Why         | 2684     |
| 22    | 22 THE CORRS/When The Stars Go...     | 2684     |
| 22    | 22 EDDIE VEDDER/You've Got To...      | 2440     |
| 19    | 218 JACK JOHNSON/False                | 2318     |
| 14    | 18 SHERYL CROW/Soak Up The Sun        | 2318     |
| 14    | 18 PHANTOM PLANE/California           | 1852     |
| 11    | 15 SHANNON MCKAY/Now That I Know      | 1830     |
| 14    | 14 SENSE FIELD/Save Yourself          | 1708     |
| 15    | 14 RYAN ADAMS/Answering Back          | 1708     |
| 13    | 13 MORAY JONES/Don't Know Why         | 1586     |
| 13    | 13 GOOD GOOD DOLLS/Here Is Gone       | 1586     |
| 14    | 13 TRAYNOR/Strangest Condition        | 1586     |
| 12    | 12 ELVIS COSTELLO/Fear Of Your Own... | 1454     |
| 11    | 11 THE CORRS/When The Stars Go...     | 1342     |
| 12    | 12 BONNIE RAITT/Can't Help You Now    | 1342     |
| 10    | 10 JOSH JOPLIN GROUP/Camera One       | 1220     |
| 12    | 12 YOUNG LOBOS/Hearts Of Stone        | 1098     |
| 8     | 8 ROBERT BRADLEY'S.../Train           | 1098     |
| 14    | 14 LEMMY KRAVITZ/Silence Of Heart     | 1098     |
| 10    | 10 ZERO 7/Destiny                     | 1098     |
| 13    | 13 PHANTOM PLANE/California           | 1098     |
| 12    | 12 MORAY JONES/Don't Know Why         | 1098     |
| 7     | 8 JOHN MAYER/No Such Thing            | 976      |
| 7     | 8 TRAVIS/Slide                        | 976      |
| 7     | 8 STANLEY DUNN/When You Remind Me     | 976      |
| 6     | 4 JACK JOHNSON/False                  | 854      |
| 6     | 4 DAVID GRAY/By Your Side             | 854      |
| 7     | 7 DAVE MATTHEWS BAND/Everyday         | 854      |

### MARKET #16

#### KTCZ/Minneapolis

Clear Channel  
(612) 339-0000  
MacLachlan/Wol  
12+ Cum 368,080



| PLAYS | ARTIST/TITLE                              | GI (899) |
|-------|---|----------|
| 36    | 37 SHERYL CROW/Soak Up The Sun            | 6623     |
| 37    | 36 JACK JOHNSON/False                     | 6044     |
| 33    | 34 DAVE MATTHEWS BAND/Everyday            | 6446     |
| 30    | 33 FRANKIE DAVE/When You Remind Me        | 6446     |
| 31    | 29 DAVID GRAY/By Your Side                | 5191     |
| 29    | 29 CREDIANCE/Save Yourself                | 5191     |
| 25    | 25 PETE YORNIK/On A Chain                 | 5191     |
| 23    | 23 U2/In A Little While                   | 5012     |
| 22    | 22 SHANNON MCKAY/Now That I Know          | 3938     |
| 21    | 21 JACK JOHNSON/False                     | 3729     |
| 21    | 21 INDIGO GIRLS/Somerset Of...            | 3729     |
| 18    | 18 GOOD GOOD DOLLS/Here Is Gone           | 3252     |
| 14    | 18 JIMMY EAT WORLD/The Middle             | 3222     |
| 14    | 18 BONNIE RAITT/Can't Help You Now        | 3222     |
| 15    | 15 THE CORRS/When The Stars Go...         | 2985     |
| 15    | 15 DISHWALLA/Somewhere In...              | 2685     |
| 13    | 13 COUNTING CROWS/American Girls          | 2685     |
| 13    | 13 MORAY JONES/Don't Know Why             | 2685     |
| 13    | 13 LEMMY KRAVITZ/Silence Of Heart         | 2327     |
| 8     | 12 MOBY/We Are All Made...                | 2148     |
| 12    | 12 AFRICA/7/7 GABRIEL/When You're Falling | 2148     |
| 10    | 10 CRACKLE/When You Remind Me             | 1969     |
| 10    | 10 CALLING/Wherever You Will Go           | 1969     |
| 14    | 11 JOHN MELLENCAMP/Psacal World           | 1969     |
| 11    | 11 WILLIAM TORLEY/Back To Believing       | 1969     |
| 11    | 11 NICKELBACK/When You Remind Me          | 1969     |
| 11    | 11 WEZER/In The Sun                       | 1790     |
| 11    | 11 TRAVIS/Slide                           | 1790     |
| 10    | 10 PHANTOM PLANE/California               | 1790     |

### MARKET #17

#### KXST/San Diego

Compass  
(619) 678-0102  
Shah  
12+ Cum 118,200



| PLAYS | ARTIST/TITLE                          | GI (899) |
|-------|---------------------------------------|----------|
| 37    | 37 JACK JOHNSON/False                 | 6184     |
| 30    | 29 PETE YORNIK/On A Chain             | 1512     |
| 27    | 28 GOOD GOOD DOLLS/Here Is Gone       | 1512     |
| 27    | 27 SHERYL CROW/Soak Up The Sun        | 1458     |
| 23    | 23 MORAY JONES/Don't Know Why         | 1458     |
| 21    | 21 EDDIE VEDDER/You've Got To...      | 1134     |
| 20    | 20 CHRIS ISAAK/Let Me Down Easy       | 1026     |
| 15    | 15 THE CORRS/When The Stars Go...     | 918      |
| 16    | 17 CALLING/Wherever You Will Go       | 918      |
| 16    | 17 THE CORRS/When The Stars Go...     | 918      |
| 15    | 15 VAN MORRISON/My Love               | 864      |
| 15    | 15 DAVE MATTHEWS BAND/Everyday        | 864      |
| 15    | 15 NATALIE MERCHANT/Build A Love      | 810      |
| 15    | 15 ELVIS COSTELLO/Fear Of Your Own... | 810      |
| 12    | 14 JOHN MAYER/No Such Thing           | 756      |
| 10    | 13 JEWEL/Standring Still              | 702      |
| 11    | 11 LEMMY KRAVITZ/Silence Of Heart     | 594      |
| 10    | 10 DAVE MATTHEWS BAND/Everyday        | 594      |
| 10    | 10 TRAYNOR/Strangest Condition        | 540      |
| 10    | 10 MORAY JONES/Don't Know Why         | 496      |
| 9     | 9 RYAN ADAMS/Answering Back           | 496      |
| 9     | 9 TRAIN/She's On Fire                 | 496      |
| 9     | 9 ZERO 7/Destiny                      | 496      |
| 9     | 9 MARK KNOPFLER/What Is The Man       | 486      |
| 9     | 9 NICKELBACK/When You Remind Me       | 486      |
| 6     | 8 MOBY/IGWEN STEVANS/So Southside     | 432      |
| 6     | 8 LEMMY KRAVITZ/Silence Of Heart      | 432      |
| 10    | 7 DISHWALLA/Somewhere In...           | 378      |

### MARKET #20

#### WRNR/Baltimore

Empire  
(410) 626-0103  
Corthington/Esten  
12+ Cum 16,880



| PLAYS | ARTIST/TITLE                            | GI (899) |
|-------|---|----------|
| 23    | 24 BONNIE RAITT/Can't Help You Now      | 240      |
| 11    | 23 PHANTOM PLANE/California             | 230      |
| 22    | 22 JACK JOHNSON/False                   | 220      |
| 21    | 21 TRAIN/She's On Fire                  | 210      |
| 21    | 21 PETE YORNIK/On A Chain               | 210      |
| 17    | 17 TRAYNOR/Strangest Condition          | 170      |
| 17    | 17 THE CORRS/When The Stars Go...       | 170      |
| 16    | 16 RUSTED ROOT/Welcome To My Party      | 160      |
| 16    | 16 MORAY JONES/Don't Know Why           | 160      |
| 14    | 14 WILCO/Heavy Metal Drummer            | 140      |
| 14    | 14 SHERYL CROW/Soak Up The Sun          | 130      |
| 13    | 13 JOSH LOBO/Hearts Of Stone            | 130      |
| 13    | 13 U2/In A Little While                 | 110      |
| 11    | 11 NATALIE MERCHANT/Build A Love        | 110      |
| 11    | 11 TRAVIS/Slide                         | 110      |
| 11    | 11 RYAN ADAMS/Answering Back            | 100      |
| 11    | 11 MORAY JONES/Don't Know Why           | 100      |
| 11    | 11 CHRIS ISAAK/Let Me Down Easy         | 100      |
| 11    | 11 BIG HEAD TODD.../When You're Falling | 100      |
| 9     | 9 ZERO 7/Destiny                        | 90       |
| 9     | 9 SHANNON MCKAY/Now That I Know         | 90       |
| 9     | 9 MORAY JONES/Don't Know Why            | 90       |
| 8     | 8 BOB SCHNEIDER/Big Blue Sea            | 80       |
| 8     | 8 CHRIS ISAAK/Let Me Down Easy          | 80       |
| 7     | 7 WILLE NELSON/Mama (Shut Up...)        | 70       |
| 6     | 7 LEMMY KRAVITZ/Silence Of Heart        | 70       |
| 6     | 7 RAIL MAHON/See You                    | 70       |

### MARKET #22

#### KBCB/Denver-Boulder

Clear Channel  
(303) 444-5600  
Atwood/Wester  
12+ Cum 338,880



| PLAYS | ARTIST/TITLE                              | GI (899) |
|-------|---|----------|
| 26    | 21 AFRICA/7/7 GABRIEL/When You're Falling | 6386     |
| 26    | 21 SHERYL CROW/Soak Up The Sun            | 5582     |
| 27    | 27 BLUES TRAVELER/Back In The Day         | 5582     |
| 12    | 12 U2/In A Little While                   | 5582     |
| 12    | 12 PETE YORNIK/On A Chain                 | 5582     |
| 30    | 21 JACK JOHNSON/False                     | 4326     |
| 18    | 18 MIDNIGHT OIL/Golden Age                | 3914     |
| 18    | 18 MORAY JONES/Don't Know Why             | 3914     |
| 17    | 17 CHRIS ISAAK/Let Me Down Easy           | 3708     |
| 15    | 15 WILCO/Heavy Metal Drummer              | 3502     |
| 15    | 15 THE CORRS/When The Stars Go...         | 3502     |
| 16    | 16 STEVE EARLE/Some Dreams                | 3296     |
| 16    | 16 JOHN MAYER/No Such Thing               | 3296     |
| 16    | 16 WILLIAM TORLEY/Back To Believing       | 3296     |
| 16    | 16 PETE YORNIK/On A Chain                 | 3296     |
| 14    | 15 JIMMY EAT WORLD/The Middle             | 3090     |
| 13    | 15 BONNIE RAITT/Can't Help You Now        | 3090     |
| 13    | 13 MORAY JONES/Don't Know Why             | 3090     |
| 13    | 13 GOOD GOOD DOLLS/Here Is Gone           | 2884     |
| 13    | 13 MORAY JONES/Don't Know Why             | 2884     |
| 14    | 14 MARK KNOPFLER/What Is The Man          | 2884     |
| 10    | 13 PETE YORNIK/On A Chain                 | 2678     |
| 10    | 13 THE CORRS/When The Stars Go...         | 2678     |
| 9     | 13 LOS LOBOS/Hearts Of Stone              | 2678     |
| 9     | 13 NEIL YOUNG/Differently                 | 2678     |
| 9     | 13 LOS LOBOS/Hearts Of Stone              | 2678     |
| 9     | 13 NEIL YOUNG/Differently                 | 2678     |
| 11    | 11 DISHWALLA/Somewhere In...              | 2472     |
| 6     | 12 MORAY JONES/Don't Know Why             | 2472     |
| 11    | 11 BIG HEAD TODD.../When You're Falling   | 2268     |

### MARKET #24

#### KINK/Portland, OR

Infinity  
(503) 511-6000  
Constantine/Welch  
12+ Cum 171,800



| PLAYS | ARTIST/TITLE                         | GI (899) |
|-------|--------------------------------------|----------|
| 24    | 24 MORAY JONES/Don't Know Why        | 2496     |
| 24    | 24 U2/In A Little While              | 2496     |
| 24    | 24 JACK JOHNSON/False                | 2496     |
| 21    | 21 LEMMY KRAVITZ/Silence Of Heart    | 2184     |
| 21    | 21 SHERYL CROW/Soak Up The Sun       | 2184     |
| 17    | 17 GOOD GOOD DOLLS/Here Is Gone      | 1872     |
| 16    | 16 MARK KNOPFLER/What Is The Man     | 1664     |
| 16    | 16 MORAY JONES/Don't Know Why        | 1664     |
| 15    | 15 MORAY JONES/Don't Know Why        | 1664     |
| 15    | 15 BONNIE RAITT/Can't Help You Now   | 1560     |
| 15    | 15 WILCO/Heavy Metal Drummer         | 1560     |
| 23    | 23 CHRIS ISAAK/Let Me Down Easy      | 1352     |
| 23    | 23 MORAY JONES/Don't Know Why        | 1352     |
| 8     | 11 ZERO 7/Destiny                    | 1144     |
| 7     | 9 JOHN MAYER/No Such Thing           | 936      |
| 7     | 9 SUZANNE VEGA/Widow's Weave         | 936      |
| 6     | 8 SADE/By Your Side                  | 832      |
| 6     | 8 DAVE MATTHEWS BAND/Everyday        | 832      |
| 6     | 8 MORAY JONES/Don't Know Why         | 832      |
| 6     | 8 JOHN MAYER/No Such Thing           | 832      |
| 6     | 8 LIFEHOUSE/Hanging By A Moment      | 832      |
| 6     | 8 NEIL YOUNG/Differently             | 832      |
| 5     | 7 ELVIS COSTELLO/Fear Of Your Own... | 728      |
| 7     | 7 ROLAND GARZA/It's Only My Own      | 728      |
| 7     | 7 MORAY JONES/Don't Know Why         | 728      |
| 10    | 7 FIVE FOR FIGHTING/Supernova (Etc.) | 728      |
| 7     | 7 COLDFEET/When You're Falling       | 728      |
| 7     | 7 INDIGO GIRLS/Somerset Of...        | 728      |

### MARKET #34

#### KENZ/Salt Lake City

Citadel  
(801) 485-7000  
Jones/Butman  
12+ Cum 142,900



| PLAYS | ARTIST/TITLE                       | GI (899) |
|-------|------------------------------------|----------|
| 41    | 42 NICKELBACK/When You Remind Me   | 2000     |
| 40    | 40 JIMMY EAT WORLD/The Middle      | 2000     |
| 40    | 40 DAVE MATTHEWS BAND/Everyday     | 2000     |
| 38    | 38 ALANIS MORISSETTE/Hands Clean   | 1900     |
| 38    | 38 BONNIE RAITT/Can't Help You Now | 1900     |
| 38    | 38 PUDDLE OF MUDD/By Your Side     | 1900     |
| 32    | 36 JOHN MAYER/No Such Thing        | 1        |



RICK WELKE

rwelke@rronline.com

## Small-Market Morning Show Stands Out

□ *Good Guys in the Morning* goes the distance in Erie, PA

Being a morning show radio personality is a tough job. Anyone who has worked on a morning show knows about having to get up early, put in long hours and make personal appearances at various times of the day and night. It's not a job for the weak. However, the morning show on WCTL/Erie, PA has found a way not only to survive, but to thrive.

In Christian radio, listeners, staff and especially station management are always questioning the morning show's words and deeds — kind of like in mainstream radio, but to a much greater degree. So how does a morning show get established to the point where it can have an effect on a larger chunk of the community?

### In The Beginning

*Good Guys in the Morning* has been on the air for six years at WCTL. The show has built a great foundation with its listeners while making a positive impact in the market in many ways. It is the culmination of years' worth of work on both the hosts' parts.

*Good Guys* co-hosts Ron Raymond and Mark Bradley Morrow were in college radio together. Morrow began a Christian-rock show on Sunday mornings on his college station. In an effort to make Contemporary Christian music cool for his peers, he created promos that contained statements like "Jesus rock with your born-again jock" and "Your host with the most: the Father, Son and Holy Ghost." The promos upset some listeners, who thought he was being sacrilegious, so he ended up having to drop them. Raymond started a Contemporary Christian music show, *Lightshine Radio*, that lasted 15 years past his graduation.

Raymond embarked on a full-time radio career and landed at WCTL while Morrow entered the counseling arena, serving as a specialized therapist working with troubled youth. After losing track of each other for several years, the two friends bumped into each other at an area department store, and Morrow agreed to do some volunteer voice-work for the station, which eventually led to his voicetracking an airshift each weekday.

WCTL had been considering a multihost morning show for some time and eventually decided to go with the *Good Guys in the Morning* show, which had Raymond and Mor-



Good Guys in the Morning

row interacting with the station's news director. Lori Clapper assumed news responsibilities almost a year ago and redefined the role, becoming a full-time co-host of the show.

Raymond, who is also WCTL's PD, says, "I've been doing morning drive at WCTL for eight years. Mark has been a part of the show since its inception, about six years ago. Along with her morning show duties, Lori

**"It's important to discover what God has uniquely positioned your station to accomplish and to pursue it doggedly."**

also serves as chief copywriter and Promotions Director for WCTL. The morning show has been improving with each passing year. Lori's versatility and eagerness have added an exciting new dimension to the show, and listeners have responded enthusiastically.

"Within the past two years we've had a lot of exciting things happen. We took three busloads of listeners with us to Toronto to be extras in the movie *Left Behind*. We also started up a new open-air Christian-music festi-

val at an amphitheater built along the shore of Lake Erie. The first year we had 3,500 attendees, and we shattered that figure last year with an estimated crowd of 6,000."

### Creative Promotions

The show's big promotion last fall had Morrow driving to different landmarks throughout the region and giving clues on the air as to his whereabouts. Listeners won by finding him each morning and keeping tabs on where he was each day for a chance to win free round-trip airline tickets anywhere in the U.S.

Small-market stations normally have little or no budget for contests and promotions, but WCTL has done very well with what it has. "We're in the process of renovating our website, which can be found at [www.wctl.org](http://www.wctl.org), and we've linked the rebuilding process to a promotion where listeners have a chance to renovate their homes as well," Raymond says.

"Just like the popular *Trading Spaces* program on the Learning Channel, one of our listeners will win a free transformation of any room in their home, courtesy of the station. The refurbishing package includes the services of an interior decorator and a budget of up to \$1,000. Our morning team will also provide some of the labor, and we'll keep our listeners updated on our website."

The station also takes advantage of its promotional partnership with the Kingdom Bound Talent Search by giving one area band the opportunity to represent the region in a national talent contest. The winner of the finals will perform live on the main stage at the Kingdom Bound music festival, which takes place at Six Flags in Darien Lake, NY in August, and will also receive free studio time and a video of their performance at the festival.

WCTL's partnership with Kingdom Bound extends to Erie's larg-

## ASCAP Christian Music Awards

ASCAP celebrated the most-performed Christian songs of 2001 at an awards dinner at Nashville's Richland Country Club during GM Week. ASCAP Asst. VP Dan Keen presented the awards in the following categories.

### Songwriter Of The Year

Stephanie Lewis for "God Is in This Place," "Keep on Shining" and "The Promise"

### Song Of The Year

Donnie McClurkin for "We Fall Down," Kyle Matthews, writer

### Christian Publisher Of The Year (tie)

Brentwood Benson's New Spring Publishing  
Warner/Chappell Music Group

A special award was also presented by Duane Allen of The Oak Ridge Boys to John T. Benson Publishing, which was founded in 1902 and was the first publishing organization founded in Nashville.

est Christian-music festival, Kingdom Bound by the Bay, which WCTL hosts each Labor Day weekend along Erie's beautiful waterfront. Last year's event featured Natalie Grant and Jake and drew a record crowd.

### Making Friends

"The *Good Guys in the Morning* show sets the tone for WCTL throughout the day," Raymond says. "We are very intentional about being authentic with our listeners by laughing with them, pray-

**"We are very intentional about being authentic with our listeners by laughing with them, being honest with them and, in essence, walking through life together with them."**

ing with them, being honest with them and, in essence, walking through life together with them.

"For example, we recently attended calling hours at a funeral home to support a devoted listener who lost her husband to cancer. On an everyday basis it means doing what we can to present a culturally relevant professional Christian radio station."

Some of the other unique things the station offers include *Good Guys* trading cards with a station program schedule on the back. These are distributed throughout the metro area. The show also features regular interviews and promotional events with area ministries and community- and family-ori-

ented organizations. Live music-industry insider reports from Nashville are aired from time to time to keep listeners updated on the music culture as well.

"We believe that, in spite of having a smaller budget and fewer resources than large-market stations, small-market radio can excel and succeed if it is intentional about doing so," Raymond says. "Any time we have an opportunity for personal contact with listeners or potential listeners, we try to take advantage of it. Whenever we can provide something for them that they can't get themselves, we try to do so. When we have an opportunity to make their day a little brighter, to provide hope and encouragement, we attempt to do so. We believe it makes a huge difference.

"Everyone has their own opinion of what Christian music and Christian radio should be. It's important to discover what God has uniquely positioned your station to accomplish and to pursue it doggedly. With our morning team, we are committed to being real with our listeners. We are real people living in a real world, doing our best to live out our faith in a real God.

"We have made friends with our listeners. They rejoice with us in welcoming a new baby into the family, laugh with us at the absurdities of life and pray with us at the loss of a loved one. We attempt to do all of this in a fun, uplifting and down-to-earth manner that says, 'Hey, why don't we all get together and have a barbecue?' Our advice to everyone is to seek God's will for your life and for your radio station and to be persistent in living it out."

### TALK BACK TO R&R!

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

Contact me at  
[rwelke@rronline.com](mailto:rwelke@rronline.com)

# The CCM Update

Christian Retail, Radio & Records Newsweekly

## The CCM Update

Executive Editor:

Rick Edwards

Editor:

Lizza Connor

The CCM Update is published weekly in R&R by CCM Communications, 104 Woodmont Blvd., Suite 300, Nashville, TN 37205. Ph: 615/386-3011 Fax: 615/386-3380

© 2002 CCM Communications. Contents may not be reproduced without permission. Printed in the U.S.A.

## EMI CMG, Liquid Audio Partner For BurnITFIRST.com

□ Digital-music subscription service allows ownership and portability

By Lizza Connor  
lconnor@ccmcom.com

**A**mid the atmosphere of revenue-draining digital-music subscription services and ubiquitous online piracy, EMI CMG and new partner Liquid Audio debuted their answer to Internet intellectual-property concerns with BurnITFIRST.com.

BurnITFIRST.com is different from most in the present pack of on-line subscription services in that it offers full ownership of music downloads and portability. Such services as the major-label-backed MusicNet and pressplay have been criticized by media analysts in recent months for their lack of portability and limited selection.

EMI CMG Sr. VP/Strategic Marketing, Development & New Media Scott Hughes says these are mistakes EMI CMG does not want to make with BurnITFIRST. "The vast majority of music on pressplay and MusicNet times out," he says. "It's basically renting music, and very few tracks on those sites can be burned to a CD. The key to success for BurnITFIRST.com is the convenience and portability of the music. The consumer can try a free preview or sign up directly. It's that easy."

BurnITFIRST offers content from a variety of EMI CMG artists, including DC Talk, Steven Curtis Chapman, The Newsboys, Stacie Orrico and Rebecca St. James. Much of EMI CMG's vast back catalog is also available, as well as older, out-of-print albums from such artists as DeGarmo and Key.

The \$9.95 monthly price tag allows consumers to download up to 20 tracks. Songs are transferable to CD up to three times, according to Hughes, who adds that EMI CMG has plans to regularly update BurnITFIRST's content in order to retain traffic on the site. It will, however, delay music for 90 to 180 days after

gain from these types of digital services is still several years away.

In a recent study by market research firm Ipsos-Reid, 84% of people polled who had downloaded music said they would be reluctant to pay for streams or downloads. Hughes responds, "It's hard to ask people not to [download illegally] when there's no alternative. I think it's going to be very hard to shift the paradigm when we've had years of people getting music for free, but this is a start. We're trying to give the consumer an option to stealing."

With the debut of EMI CMG's new service, some Christian-industry retailers are wondering whether BurnITFIRST will nab sales from their brick-and-mortar stores. That concern arises as other sales worries have recently surfaced: Competition from large general-market retail chains like Wal-Mart and Target continues to siphon Christian-music sales from the CBA market.

One encouraging fact for retailers, however, should be news from that same Ipsos-Reid study saying that consumers who download music

from the web have continued to buy music at the same rate, or are buying even more music, since they started getting songs from the Internet.

"We're definitely concerned about how this will affect our retail sales," Bob Rush, music buyer for Family Christian Stores, tells THE CCM UPDATE. Rush said at press time that it is too early to tell just how retailers will be impacted by BurnITFIRST: "We're waiting on more information about the service and asking those same questions of EMI CMG at the moment."

a record is released so as not to preempt retail sales.

Hughes would not comment on EMI CMG's financial stake in the service, but he acknowledges that the rapid pace of technological change is among the risks associated with the venture. He forecasts that financial

## Altarnet Audience Expands With New PAX deal

□ Altarnet Experiment offers Christian artists mainstream TV platform

**C**olorado Springs production outfit Altarnet recently inked a deal with Entertainment That Counts programming for PAX TV to air the teen-targeted all-request video show *The Altarnet Experiment*. That broadens the show's potential viewership to 81 million households, a significant jump from its previous 20 million-household base. Such Christian alternative and rock artists as Gotee Records' Relient K and Tooth & Nail Records' Project 86, who are typically excluded from religious radio, gain an outlet on Saturday mornings at 1am ET on the family-friendly PAX network, which recently broadcast the Dove Awards.

Altarnet President Patrick McGuire tells THE CCM UPDATE that the 30-minute *The Altarnet Experiment*, launched in 1999 and similar to MTV's *Total Request Live*, has seen an exponential rise in viewership since its debut on PAX four weeks ago. Although McGuire declined to comment on specific ratings thus far, he says he is confident that *The Altarnet Experiment*'s success will lead PAX to renew the program's contract (which is renewable on a half-season basis).

"Our audience in New York doubled in the second week," McGuire says, "and PAX has been very excited about the overall response. We're confident because we have a very loyal audience. This audience just can't find their music anywhere else."

Before its PAX debut the program was broadcast weekly on the Angel One Channel (on the Dish 500 Satellite System) and daily on Sky Angel's KTV channel.

According to McGuire, hits to the Altarnet website ([www.altarnet.tv](http://www.altarnet.tv)), where fans make their requests from a library of several hundred music videos, have increased by nearly 95% since the show bowed on PAX on April 1. Before the PAX debut the site logged around 30,000 hits per day, McGuire says.

Each week viewers of *The Altarnet Experiment* are exposed to a range of music, including 2001 mainstream SoundScan best sellers P.O.D., Essential Records' Jars Of Clay, the faith-based music of Lifehouse and modern rockers Creed. About five music videos are played in countdown fashion, interspersed with short VJ breaks and special artist co-host segments.

McGuire says video play is derived solely from listener requests, which, he says, trend toward the "harder alternative bands." He continues, "The majority of our videos are from the hottest young artists from the Christian-music world, like PAX 217 and Superchick, but we're also integrating some of the hottest artists from the mainstream as well, like The Calling and Lenny Kravitz."

Though not characterizing *The Altarnet Experiment* as a religious or Christian-music video program, McGuire notes that it does reflect the Christian worldview of its producers. "We won't promote music that has or

promotes illicit sex, drug abuse or alcoholism," he says. "We'll play Destiny's Child 'Survivor' video, but we won't put out 'Bootylicious.' This is a hip alternative for the emerging youth culture. It's a positive alternative to MTV."

Top videos for the week ending May 3 were P.O.D.'s "Youth of the Nation," in the No. 1 slot, and Relient K's "Pressing On," at No. 2.

Upcoming *Altarnet Experiment* programs will showcase such artists as DC Talk's Kevin Max (May 11) and Sparrow Records artists The Elms (May 18). McGuire says the program will expand, at PAX's request, to a full hour in July and will feature 15 music videos each week.

Altarnet is currently in negotiations with PAX and ETC for the network to carry its *Urban Altarnet* program, a one-hour urban and hip-hop video-request show now broadcast on the MBC Network seven days a week.

— Lizza Connor

### In The News....

• Pop rock vocalist Sarah Sadler is the latest artist signed to Essential Records. Her debut effort — predominantly written by the 19-year-old singer-songwriter — is set for release Sept. 30. Pete Kipley (MercyMe, Plus One) and Matt Bronleewe (Jars Of Clay, Rebecca St. James, Natalie Imbruglia) produced the project.

Sadler has already contributed her talents to three popular Christian-music compilation projects: *The Prayer of Jobez: Music ... A Worship Experience*; *Your Love Broke Through: The Worship Songs of Keith Green*; and Essential Records' April 23 release *Our God of Wonders*.

Anticipating her September debut, Sadler will play select festivals this summer, including Atlanta Fest 2002 and Rock the Universe.



Sarah Sadler

### Talk back to CCM

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

E-mail:

[lconnor@ccmcom.com](mailto:lconnor@ccmcom.com)



Multi-Platinum Gospo Centric recording artist Kirk Franklin and Gospo Centric President/CEO Vicki Lataillade were recently honored for their contributions to urban music at CCM Communications' *U Magazine* launch during GM Week in Nashville. Pictured (l-r) are Franklin, Lataillade, Provident Music Distribution President Don Noes and *U Magazine* Project Manager Joann Scaife.

## AC Top 30

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)                                 | TOTAL PLAYS | +/- PLAYS | WEEKS ON CHART |
|-----------|-----------|---|-------------|-----------|----------------|
| 1         | 1         | MARK SCHULTZ Back In His Arms Again (Word)            | 1630        | +60       | 11             |
| 2         | 2         | POINT OF GRACE You Will Never Walk Alone (Word)       | 1501        | -14       | 13             |
| 3         | 3         | RACHAEL LAMPA No Greater Love (Word)                  | 1466        | -19       | 14             |
| 5         | 4         | GINNY OWENS I Am (Rocketown)                          | 1300        | +36       | 14             |
| 4         | 5         | PLUS ONE Forever (Atlantic)                           | 1260        | -16       | 15             |
| 7         | 6         | THIRO DAY It's Alright (Essential)                    | 1214        | +21       | 9              |
| 10        | 7         | 4HIM Surrender (Word)                                 | 1203        | +18       | 9              |
| 8         | 8         | BROTHER'S KEEPER Take Me To The Cross (Ardent)        | 1188        | -2        | 14             |
| 6         | 9         | AVALON I Don't Want To Go (Sparrow)                   | 1135        | -94       | 17             |
| 13        | 10        | FREDDIE COLLOCA Savior My Savior (One Voice)          | 1022        | +129      | 7              |
| 9         | 11        | NEWSBOYS It Is You (Sparrow)                          | 1005        | -181      | 19             |
| 11        | 12        | CAEDMON'S CALL Before There Was Time (Essential)      | 987         | -91       | 19             |
| 16        | 13        | VOICES OF HOPE In God We Trust (Sparrow)              | 814         | +50       | 4              |
| 17        | 14        | BEBO NORMAN Holy Is Your Name (Essential)             | 807         | +67       | 8              |
| 14        | 15        | NICOLE C. MULLEN Talk About It (Word)                 | 747         | -71       | 14             |
| 19        | 16        | STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)        | 721         | +69       | 3              |
| 12        | 17        | TRUE VIBE You Are The Way (Essential)                 | 717         | -215      | 19             |
| 15        | 18        | JARS OF CLAY I Need You (Essential)                   | 716         | -86       | 22             |
| 20        | 19        | WATERMARK Constant (Rocketown)                        | 684         | +42       | 8              |
| 18        | 20        | NATALIE GRANT What Other Man (Curb)                   | 681         | -10       | 9              |
| 21        | 21        | NEWSONG Wide Open (Reunion)                           | 639         | +39       | 6              |
| 23        | 22        | ZOE GIRL Here And Now (Sparrow)                       | 553         | 0         | 6              |
| 25        | 23        | GO FISH You're My Little Girl (Inpop)                 | 552         | +60       | 10             |
| 24        | 24        | JENNIFER KNAPP Say Won't You Say (Gotee)              | 547         | +36       | 5              |
| 27        | 25        | FFH Fly Away (Essential)                              | 535         | +69       | 2              |
| 22        | 26        | SALVADOR Breathing Life (Word)                        | 500         | +106      | 1              |
| 22        | 27        | ANOINTEO One Fine Day (Word)                          | 462         | -129      | 16             |
| 30        | 28        | SONICFLOOD Write Your Name Upon My Heart (INO)        | 438         | +34       | 3              |
| 28        | 29        | MERCY ME I Can Only Imagine (INO)                     | 438         | -14       | 28             |
| 29        | 30        | JENNIFER KNAPP w/MAC POWELL Sing Alleluia (Essential) | 403         | -34       | 23             |

54 AC reporters. Songs ranked by total plays for the airplay week of Sunday 4/28-Saturday 5/4.  
© 2002 Radio & Records.

## CHR Top 30

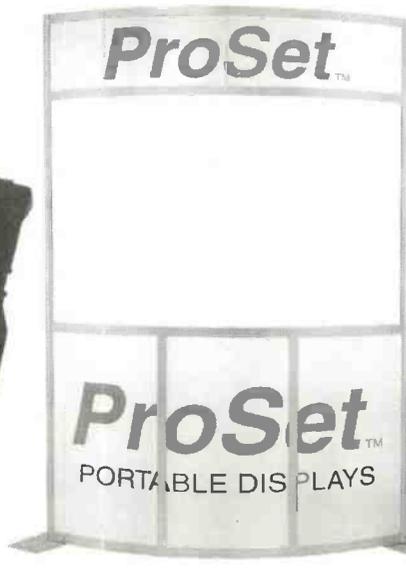
| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)                                    | TOTAL PLAYS | +/- PLAYS | WEEKS ON CHART |
|-----------|-----------|--|-------------|-----------|----------------|
| 1         | 1         | NEWSBOYS It Is You (Sparrow)                             | 861         | -78       | 19             |
| 4         | 2         | AUDIO ADRENALINE Rejoice (Forefront)                     | 804         | +38       | 8              |
| 6         | 3         | PAUL COLMAN TRIO Turn (Essential)                        | 801         | +78       | 6              |
| 2         | 4         | SKILLET One Real Thing (Ardent)                          | 792         | -8        | 13             |
| 3         | 5         | GINNY OWENS I Am (Rocketown)                             | 776         | -7        | 12             |
| 5         | 6         | RACHAEL LAMPA Savior Song (Word)                         | 754         | +12       | 11             |
| 8         | 7         | JEFF OEOY Let It Flow (Gotee)                            | 747         | +33       | 7              |
| 7         | 8         | JARS OF CLAY I Need You (Essential)                      | 682         | -33       | 21             |
| 12        | 9         | THIRO DAY It's Alright (Essential)                       | 621         | +19       | 8              |
| 9         | 10        | STEVEN CURTIS CHAPMAN See The Glory (Sparrow)            | 620         | -54       | 17             |
| 10        | 11        | NATALIE LARUE, T-BONE & DJ MAJ King Of My Life (Flicker) | 601         | -14       | 14             |
| 11        | 12        | STACIE ORRICO Bounce Back (Forefront)                    | 591         | -20       | 8              |
| 13        | 13        | REBECCA ST. JAMES Breathe (Forefront)                    | 591         | -5        | 19             |
| 18        | 14        | BY THE TREE Invade My Soul (Fervent)                     | 509         | +55       | 13             |
| 15        | 15        | JENNIFER KNAPP w/MAC POWELL Sing Alleluia (Essential)    | 505         | -40       | 21             |
| 17        | 16        | BEBO NORMAN Holy Is Your Name (Essential)                | 480         | +21       | 5              |
| 14        | 17        | PAUL ALAN Leaving Lonely (Aluminum)                      | 473         | -85       | 11             |
| 16        | 18        | TRUE VIBE You Are The Way (Essential)                    | 466         | -27       | 16             |
| 19        | 19        | TAIT Bonded (Forefront)                                  | 457         | +11       | 6              |
| 21        | 20        | JENNIFER KNAPP Say Won't You Say (Gotee)                 | 424         | +18       | 5              |
| 22        | 21        | MERCY ME I Can Only Imagine (INO)                        | 406         | +8        | 16             |
| 20        | 22        | CAEDMON'S CALL Before There Was Time (Essential)         | 405         | -19       | 15             |
| 23        | 23        | LIFEHOUSE Breathing (DreamWorks)                         | 394         | +7        | 17             |
| 26        | 24        | ZOE GIRL Here And Now (Sparrow)                          | 360         | +40       | 3              |
| 24        | 25        | PLUS ONE Camouflage (Atlantic)                           | 354         | -22       | 19             |
| 29        | 26        | ALL TOGETHER SEPARATE We Know (Ardent)                   | 324         | +46       | 2              |
| 25        | 27        | PHAT CHANCE Without You (Flicker)                        | 323         | +1        | 5              |
| 28        | 28        | OUT OF EOEN Day Like Today (Gotee)                       | 313         | +23       | 2              |
| —         | 29        | FREDDIE COLLOCA Savior My Savior (One Voice)             | 284         | +15       | 2              |
| 27        | 30        | FUSEBOX Every Move I Make (Elevate/Inpop)                | 283         | -31       | 9              |

30 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 4/28-Saturday 5/4.  
© 2002 Radio & Records.

# ProSet™

## PORTABLE DISPLAYS

- HIGH-IMPACT GRAPHICS
- DURABLE CONSTRUCTION
- MAXIMUM PORTABILITY
- 10-MINUTE SET-UP



## BROADCAST PRODUCTS INCORPORATED

6528 CONSTITUTION DRIVE  
FORT WAYNE, IN 46804 • USA  
(219) 459-1286

**1-800-433-8460**

May 10, 2002

**Rock Top 30**

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S)                                  | TOTAL PLAYS | +/- PLAYS | WEEKS ON CHART |
|-----------|-----------|--|-------------|-----------|----------------|
| 1         | 1         | PILLAR Fireproof (Flicker)                             | 398         | +5        | 10             |
| 3         | 2         | PAX217 Tonight (Forefront)                             | 328         | +25       | 5              |
| 2         | 3         | THIRD DAY Get On (Essential)                           | 321         | -13       | 10             |
| 4         | 4         | FIVE IRON FRENZY Spartan (5 Minute Walk)               | 317         | +28       | 10             |
| 6         | 5         | RELIENT K Those Words Are Not Enough (Gotee)           | 277         | 0         | 14             |
| 8         | 6         | SKILLET Earth Invasion (Ardent)                        | 270         | +12       | 6              |
| 5         | 7         | THOUSAND FOOT KRUTCH Supafly (OGE)                     | 267         | -16       | 13             |
| 7         | 8         | SEVENTH DAY SLUMBER My Struggle (Mercy Street)         | 267         | -4        | 13             |
| 14        | 9         | TOBY MAC What's Goin' Down (Forefront)                 | 222         | +20       | 4              |
| 11        | 10        | NEWSBOYS John Woo (Sparrow)                            | 220         | +5        | 6              |
| 15        | 11        | P.O.D. Boom (Atlantic)                                 | 218         | +33       | 3              |
| 12        | 12        | COMMON CHILDREN Celebrity Virtue (Galaxy 21)           | 211         | -2        | 6              |
| 13        | 13        | EAST WEST She Cries (Floodgate)                        | 207         | +2        | 10             |
| 9         | 14        | SLINGSHOT 57 Everyday (Independent)                    | 197         | -29       | 9              |
| 16        | 15        | G.S. MEGAPHONE Prodigal Dad (Spindust)                 | 197         | +20       | 4              |
| 18        | 16        | ALL TOGETHER SEPARATE We Know (Ardent)                 | 179         | +4        | 7              |
| 17        | 17        | JARS OF CLAY I Need You (Essential)                    | 170         | -6        | 12             |
| 19        | 18        | SUPERCHICK Holy Moment (Inpop)                         | 168         | +10       | 5              |
| 24        | 19        | AUDIO ADRENALINE Rejoice (Forefront)                   | 162         | +47       | 2              |
| 10        | 20        | JUSTIFIDE Our Little Secret (Culdesac/Ardent)          | 145         | -73       | 17             |
| 23        | 21        | CHOIR Shiny Floor (Galaxy 21)                          | 138         | +20       | 2              |
| 29        | 22        | AMONG THORNS Wind of God (Worship Extreme/Here To Him) | 136         | +29       | 6              |
| 28        | 23        | BUCK ENTERPRISES The Return (Galaxy 21)                | 127         | +20       | 4              |
| 20        | 24        | P.O.D. Youth Of The Nation (Atlantic)                  | 121         | -32       | 22             |
| Debut     | 25        | TAIT Bonded (Forefront)                                | 120         | +24       | 1              |
| Debut     | 26        | ESO Sad Mary (Bettie Rocket)                           | 118         | +23       | 1              |
| 22        | 27        | LIFEHOUSE Breathing (DreamWorks)                       | 118         | -2        | 15             |
| Debut     | 28        | KEVIN MAX You (Forefront)                              | 107         | +5        | 1              |
| 30        | 29        | SALT Satisfied (Mercy Street)                          | 98          | -4        | 3              |
| Debut     | 30        | SHILOH Shackles (Accidental Sirens)                    | 97          | +30       | 1              |

46 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 4/28-Saturday 5/4.  
© 2002 Radio & Records.

**Specialty Programming**

**Rhythmic**

| RANK | ARTIST TITLE LABEL(S)                                    |
|------|--|
| 1    | ILL HARMONICS Take Two (Uprok)                           |
| 2    | JOHN REUBEN Hindsight (Gotee)                            |
| 3    | NATALIE LARUE, T-BONE & DJ MAJ King Of My Life (Flicker) |
| 4    | OUT OF EDEN Different Now (Gotee)                        |
| 5    | ELLE ROC Significance (BRx2)                             |
| 6    | DEEP SPACE 5 Stick This In Your Ear (Uprok)              |
| 7    | TOBY MAC I/KIRK FRANKLIN J Train (Forefront)             |
| 8    | NICOLE C. MULLEN Talk About It (Word)                    |
| 9    | STACIE ORRICO Bounce Back (Forefront)                    |
| 10   | JAVEN Never Give Up On Love (Crowne)                     |
| 11   | TOBY MAC Irene (Forefront)                               |
| 12   | T-BONE Turn This Up (Flicker)                            |
| 13   | NEW BREED Stop The Music (Uprok)                         |
| 14   | PLUS ONE Camouflage (Atlantic)                           |
| 15   | TUNNEL RATS T.R.'z (Uprok)                               |
| 16   | JOHN REUBEN Gather In (Gotee)                            |
| 17   | DJ MAJ I/PIGEON JOHN Deception (Gotee)                   |
| 18   | TUNNEL RATS Bow Down (Uprok)                             |
| 19   | OUT OF EDEN Day Like Today (Gotee)                       |
| 20   | MG THE VISIONARY Compliments Of... (Uprok)               |

**Reporters**

**AC**

|   |   |   |
|---|---|---|
| KAEZ/Amarillo, TX<br>KAFK/Anchorage, AK<br>WFSH/Atlanta, GA<br>WVVF/Atlanta, GA<br>WQCK/Baton Rouge, LA<br>KTSY/Boise, ID<br>WCVK/Bowling Green, KY<br>KCVO/Camden, MO<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>WMMK/Columbia, SC<br>WCVO/Columbus, OH<br>KLTY/Dallas, TX<br>WCTL/Erie, PA<br>KYTT/Eugene, OR | KLRC/Fayetteville, AR<br>WPSM/Ft. Walton Beach, FL<br>WLAB/Ft. Wayne, IN<br>WCSG/Grand Rapids, MI<br>WJQK/Grand Rapids, MI<br>WBFJ/Greensboro, NC<br>KAIM/Honolulu, HI<br>KSBJ/Houston-Galveston, TX<br>WTCR/Huntington, WV<br>WBGJ/Jacksonville, FL<br>WCQR/Johnson City, TN<br>KBOC/Joplin, MO<br>KFSH/Los Angeles, CA<br>WJLE/Louisville, KY<br>KOFR/Lubbock, TX<br>WMCU/Miami, FL<br>WBSN/New Orleans, LA<br>WPOZ/Orlando, FL<br>WCIC/Peoria, IL<br>KFIS/Portland, OR | KSLT/Rapid City, SD<br>WRXT/Roanoke, VA<br>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>KXOJ/Tulsa, OK<br>WPER/Washington, DC<br>KTLI/Wichita, KS<br>WGRC/Williamsport, PA<br>WXHL/Wilmington, DE<br><br>HIS RADIO/Network<br>SALEM/Network<br>KLOVE/Network<br>KJIL/Network |
|---|---|---|

54 Reporters

**CHR**

|  |   |  |
|--|---|--|
| KLYT/Albuquerque, NM<br>WHMX/Bangor, ME<br>KWOF/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>WORO/Green Bay, WI<br>WAYK/Kalamazoo, MI | 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>WQFL/Rockford, IL<br>KSFBS/San 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>KMRX/Tulsa, OK<br>KOUV/Visalia, CA<br>WCLC/Wausau, WI<br><br>AIR1/Network<br>KNMI/Network |
|--|---|--|

30 Reporters

**Rock**

|   |  |  |
|---|--|--|
| 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>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>WROD/Greenville, SC<br>WBDP/Harrisonburg, VA<br>KSBJ/Houston-Galveston, TX<br>WNCM/Jacksonville, FL<br>WYLV/Knoxville, TN | WJTL/Lancaster<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>KSFBS/San Francisco, CA<br>KWND/Springfield, MO<br>WTRK/Saginaw, MI<br>WJIS/Sarasota, FL | KCLC/St. Louis, MO<br>KYMC/St. Louis, MO<br>WBVM/Tampa, FL<br>WYSZ/Toledo, OH<br>KMOD/Tulsa, OK<br>KMRX/Tulsa, OK<br>WCLC/Wausau, WI<br>KZZD/Wichita, KS<br>WEXC/Youngstown, OH<br><br>KNMI/Network<br>WTRX/Network<br>ZJAM/Syndicated |
|---|--|--|

46 Reporters

**Specialty Programming**

**Loud**

| RANK | ARTIST TITLE LABEL(S)                       |
|------|---|
| 1    | UPLIFTED Death Of Self Reliance (Deadthorn) |
| 2    | EAST WEST Nephesh (Floodgate)               |
| 3    | BROKEN Cage (Mercy Street)                  |
| 4    | GRYP Change My Name (W)                     |
| 5    | REAL Let It Be (Mercy Street)               |
| 6    | SPOKEN This Path (Metro One)                |
| 7    | ESO CHARIS The Narrowing List (Solid State) |
| 8    | ESO To Confront (Bettie Rocket)             |
| 9    | ESO Sad Mary (Bettie Rocket)                |
| 10   | CR33 Birth of Defiance (Bettie Rocket)      |

**OPENINGS**

**OPENINGS**

**OPENINGS**

**OPENINGS**

**NATIONAL**

## resumedesign.com

**Resume and Web Site Design For Media Professionals**

Jack Kratoville  
www.resumedesign.com

**516-909-5150**  
**fax: 801-383-5052**

**EAST**

On-Air/PD needed for East Coast Adult Rock outlet: Active lifestyle, upper demo, heritage call letters, huge library, not your typical programming gig.

Send T&R to: Media Positioning, 1247 Lincoln Blvd., #257, Santa Monica, CA 90401. NO CALLS. EOE

**SOUTH**

**GSM for WRBO/Memphis Best Job In A Great Market**

Move the needle on the number one 25-54 Memphis radio station against corporate competitors like CCU, VIA, and Entercom. WRBO has been numero uno 25-54 in 8 of the 14 books since we launched in June '98 and number one 25-54 rankings in 5 of the last 6 books, including the most recent Fa' 01 and the first two phases of Wi' 02. Top Gun Sales Team in place. See Walt Love's column in the April 5th & 12th issues of R&R for more specific info on WRBO and the Memphis market. If you want to have more fun than ever with your career and earn serious \$'s with a privately owned EOE company, call immediately and e your cover letter and resume even quicker!

Dan Barron,  
Vice President/DOS,  
901-537-9115,  
dbarron@memphisradiogroup.com

**CLEAR CHANNEL MIAMI HAS A RARE OPPORTUNITY!**

We are looking for a Sales Manager with a proven track record to lead the staff of our highly successful heritage classic rock station. The right individual will exhibit strong leadership skills and be great at recruiting and motivating top producers. Must be creative and able to work in a "team" environment with our other successful managers. If you know what it takes to grow share and win with cluster and cross platform selling contact us now.

Email: mberk@ccmiami.com or fax 954-8624010. EOE

Clear Channel Asheville is seeking parttime studio engineers. Resume and qualifications to: Clear Channel Asheville, Jeff Davis, P.O. Box 6447, Asheville, NC 28816. EOE (05/10)

Promotions Assistant. Clear Channel Asheville, FT great opportunity. Send resume to: Peter Clay, 12 Summerlin Road, Asheville, NC 28806. EOE (05/10)

**GENERAL SALES MANAGER**

Dallas Country is searching for a dynamic General Sales Manager. ABC O&O 96.3 KSCS, has a rare key management opportunity for the right leader. Candidates must have a minimum of 2-5 years of major market radio management experience. Responsibilities include training and motivating Account Executives, supervising national sales, overseeing traffic and continuity. Strong work ethic, good communication skills, strong retail/new business development background and computer literacy are required. Must have research capabilities and the ability to design and implement marketing strategies for advertisers.

Email your resume to: keril.littlefield@abc.com.  
Mail resumes to Keri Littlefield, 96.3 FM KSCS, 2221 Lamar Blvd., Suite 300, Arlington, TX 76006. EOE

Active rocker KEGL Dallas has an opening for a news director/sidekick. Must be bright, energetic, and communicate the news in an entertaining way. Previous on-air experience mandatory, news experience preferred. No potty mouth joke types, but must work with potty mouth joke type. Send tape, resume and photo to: KEGL Human Resources, 15851 N. Dallas Pkwy Suite 1200, Addison, TX 75001. EOE

**Opportunity Knocks**  
in the pages of  
R&R every Friday  
**Call: 310-553-4330**

**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.

© Radio & Records, Inc. 2002

POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., Third Floor, Los Angeles, California 90067.

**MIDWEST**

**A/C PROGRAMMING DIRECTOR**

106.7 (WZFS-FM) "The FISH", needs an experienced Program Director to lead and manage America's hottest growing music format — Contemporary Christian.

WZFS and its parent company, Salem Communications, are driven to promote great listening enjoyment grounded in biblical truth to an audience seeking a positive, redemptive message.

You should have a successful track record in programming large (top 10) market radio stations, and must be able to show that you were instrumental in shaping that success. If you share our passion, and have a gut/heart-level understanding of our mission, send your resume of qualifications to WZFS, PO Box 56500, Chicago, IL 60656. EOE

**GENERAL SALES MANAGER OPPORTUNITY**

Midwest Radio Network is a fast-growing radio station group that owns and/or operates twelve stations in Northern Minnesota and Northwestern Wisconsin. We are currently seeking an aggressive and seasoned General Sales Manager for our Minnesota group of six radio stations and eleven account executives. Applicants should have the following qualifications: three to five years of radio sales, motivation and people skills, excellent coaching and management ability. Send resumes to Jim Gregori, 3524 N. Windward Lane, Appleton, Wisconsin 54911-1234. EOE. M/F

**www.ronline.com**

**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.ronline.com](http://www.ronline.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.

**WEST**

KLTH seeks morning news talent. Write and deliver compelling, brief updates. Resume/demo/sample news scripts to: 222 SW Columbia, #350 Portland, OR 97201. EOE (05/10)

Fisher Broadcasting seeking Operations Manager for 5 stations in Wenatchee, Washington. Be organized, energetic, know programming and promotions. [jims@fisherweb.com](mailto:jims@fisherweb.com). EOE (05/10)

**SUSQUEHANNA RADIO CORP.**

A subsidiary of Susquehanna Paltzgraff Co.



**Director of Sales**

Susquehanna SF is looking for an experienced Director of Sales. This individual must be a leader with strong business ethics. Applicant should have a minimum of 10 years Radio Sales/Management experience in a multi-station, large market environment. Exemplary communication and people skills and NTR experience a must. Winning candidate will have an in-depth working knowledge of systems to provide strong accountability and success.

The major focus of this position is on achieving sales goals while maintaining the reputation and integrity of our sales operations with our clients. Major responsibilities include development of new business, achieving revenue expectations, problem solving, client relations, pricing and inventory. Please email or fax resumes to:

Susquehanna Radio Corp  
Attn: Robbie Payawal, Human Resources Administrator  
Fax: 415-995-6951  
E-mail: [rpayawal@susqsf.com](mailto:rpayawal@susqsf.com)

**SUSQUEHANNA RADIO CORP. IS AN EQUAL OPPORTUNITY EMPLOYER AND MAINTAINS A DRUG-FREE ENVIRONMENT.**

**Payable In Advance**

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8450) 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: [kumaw@ronline.com](mailto:kumaw@ronline.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## OPENINGS

### WEST

#### WORLD-CLASS TALK TALENT WANTED!

It's a whole new ballgame at KOMO, Seattle! We've landed the 2003 Seattle Mariner broadcast rights and we're looking to add smart, entertaining, engaging, local talk talent to our line-up. Do you have a history of great ratings? Do you know how to OWN the BIG story? Is your show topical? Is it relevant? Do you love show prep? Do you want to work in America's most beautiful city? If you're a team player, send an unedited air check, resume and ratings information to Paul Duckworth, KOMO Radio, 1809 Seventh Avenue, Suite 200, Seattle, WA, 98101. EOE

## POSITIONS SOUGHT

### POSITIONS SOUGHT

Radio Talk Show Host/Producer w/low degree, 1 book and interview celebs, musicians, newsmakers, etc. Prefer California market. [Park806@aol.com](mailto:Park806@aol.com). (05/10)

Seasoned and Talented female with PD/M/D only shift abilities. Prefer Rock, but not limited to...Would also like to stay in the NW...How can I make your station shine? JENIFER WILDE: 509-469-8869 [jenniferwilde@hotmail.com](mailto:jenniferwilde@hotmail.com). (05/10)

Seasoned Female Air Talent seeks next fulltime daypart in San Diego. 80's/CHR/AC Delivery, 17+ Years on air. AMY: 760-744-4771 [amy0910@aol.com](mailto:amy0910@aol.com). (05/10)

Experienced Play-by-Play Announcer Broadcaster for Div. I Basketball (including NCAA Tournament), Football, Minor League Baseball. Call RAY: 516-931-3047. (05/10)

PBP/Sales D1 Football/Basketball. JOE 1-888-327-4996. (05/10)

Stand-up comic (funny sports talent with The Regular Guys - 96 Rock, Atlanta '99). Sidkick, sports, voices, sports talk, voice overs, whatever! [www.comedy.com/steveandmichael](http://www.comedy.com/steveandmichael). (05/10)

JAZ MCKAY, a very aggressive, committed, creative, & professional, morning and talk host is available. Active Rock/Classic Rock/Talk. 713-465-3568 [jazmckay@aol.com](mailto:jazmckay@aol.com). (05/10)

## POSITIONS SOUGHT

7 Year Morning Show Veteran! Winning personality, hard worker, self starter, team player. Believe in living life and talking about it on the radio. Great demo/references. KRISTA LEE: 217-553-2120. (05/10)

Play-by-Play & Sales D1 Football, Basketball and Baseball. Contact: ROB GREGORY (302)-559-8021 or [rgregov@udel.edu](mailto:rgregov@udel.edu). (05/10)

Former Afternoon guy at KBIG, KHYL, Y92.5 and KFRC looking. Most recently afternoons in Modesto. REX MCNEILL (916) 455-5969 [rexmcneill@yahoo.com](mailto:rexmcneill@yahoo.com). (05/10)

CCC Sports Announcer, former Modesto weekend #1, still seeks NorCal/PacNorthwest music gig. Contact FRANK: 510-223-1534. (05/10)

On Air Talent w/News, CHR, Classic Hits, AC experience seeks next radio gig in San Diego. 17+ on air. AMY: (760)744-4771 [mdcjay2000@yahoo.com](mailto:mdcjay2000@yahoo.com). (05/10)

Former DC101 evening personality KELLY KNIGHT available! Great phones, great vox, dynamic personality! Seven years top ten market experience. [kellyknighttime@aol.com](mailto:kellyknighttime@aol.com). (05/10)

DEAN GOSS San Francisco, Los Angeles morning man available. Go to: [www.gossradio.com](http://www.gossradio.com) for air-checks and info. (05/10)

Successful, Female Morning Show co-Host. Relocating to Springfield MO. 13 years in top 20 markets. Former News Director, love show prep, understand the 30+ woman, terrific sense of humor. E-mail: [kstar113@aol.com](mailto:kstar113@aol.com). (05/10)

## POSITIONS SOUGHT

Great pipes with smooth delivery. Over fifteen years experience with various formats. Prefer Oldies, Classic Rock, or AC. RANDY: (304)295-6135. (05/10)

Broadcasting talent ready for Texas airways. Recent graduate of prestigious American Broadcasting School. Will travel for right price. SEMIE: 972-613-5234. (05/10)

Distinguished graduate of American Broadcasting School desiring employment in DFW area. Willing to travel/relocate if required. APRIL C: 817-909-5663. (05/10)

CLIFFORD A. POTTIS. On-air talent, News, sales, will relocate. Rookie. One year webcasting. Digital production specialist. 817-645-2834. (05/10)

Broadcaster. My ambition is to excel for success with enthusiasm and a competitive edge for your company. BRODY: 972-475-2861. (05/10)

Rookie, willing to relocate. Hard working, eager to perform any task. Great sense of humor. MARK BIERDS: 817-808-0268. (05/10)

Talented and intelligent on-air radio personality with experience. Visit my web page at: [mikexradio.com](http://mikexradio.com). and listen for yourself. (05/10)

Bill Elliott hot new format available. 3DSJ Request & Dedication Radio. Listen: [www.3DSJ.com](http://www.3DSJ.com) BILL ELLIOTT: (813) 920-7102. [billelliott@3DSJ.com](mailto:billelliott@3DSJ.com). (05/10)

# Marketplace

## AIRCHECKS

### AUDIO & VIDEO AIRCHECKS

- + CURRENT #263, 896/Eddie & JoBo, KIIS/JoJo Wright, WFLZ/Carson, WHIT/Mark & Chris, KLUV/Chuck Brinkman, WEZB/Cheryl Welby, \$10.00 cassette
- + CURRENT #262, WMC/Ron, Steve & Karen, KRBE/Atom Smasher, WTIX/Hot Rod Glen, WFLZ/M.J. Kella, WPOC/Michael J. Fox, CKFM/Julie James, \$10.00 cassette
- + PERSONALITY PLUS #P-171, WPLJ/Scott & Todd, WTMX/Eric & Kathy, WTOR/Big Paul & Aunt Eloise, WXTB/Bubba The Love Sponge, Cassette \$ 10.
- + PERSONALITY PLUS #P-170, WYUU/Mason Dixon & Bill Connolly, WJMK/John Landecker, WEGR/Tim, Bev & Bad Dog, WKYS/Russ Parr & Olivia Fox \$ 10.
- + ALL COUNTRY #CY-118, WGIX, WNOE, KAJA, KCYY, WKIS, \$10.00
- + ALL AC #AC-96, KYSR, KMOB, WLMG, WKZN, WMC, KSMG, KDXT, \$10.00
- + ALL CHR #CHR-88, WLLD, WFLZ, WEZB, KRBE, KTHH, \$10.00
- + PROFILE #S-458, TAMPA! CHR AC AOR Gold Ctry \$10.00
- + PROFILE #S-459, DALLAS! CHR AC AOR Gold Ctry \$10.00
- + PROMO VAULT #PR-48, promo samples - all formats, all market sizes, Cassette, \$12.50.
- + SWEEPER VAULT #SV-14, Sweeper & Legal ID samples, all formats, Cassette, \$12.50.
- + HD-24 (ALL OLDIES) #CHN-32 (CHR NIGHTS), #MR-9 (AIR ROCK), #F-27 (ALL FE MALE), #D-1 (HIT OLDIES), #H-1 (HITS) at \$10.00 each
- + CLASSIC #C-255, KQVA/Larry Clark-1973, KDKA/Bob Shannon-1973, 130/Eddie Rogers-1973, WIXZ/Glen Shannon-1973, WAPE/Dino Summerlin-1964, \$13.50
- VIDEO #89, Tampa's WFLZ/Carson, WSSR/Jeff & Jen, Jacksonville's WAPE/Hoye Dempsey & Zoo, Dallas' KHKS/Domino, Houston's KRBE/Atom Smasher, Greensboro's WMOX/Jack Armstrong, 2 killer hours on VHS \$30. DVD copy \$40.

+ Tapes marked with + may be ordered on CD for \$3 additional

www.californiaaircheck.com  
**CALIFORNIA AIRCHECK**  
 Box 4408 - San Diego, CA 92164 - (619) 460-6104

## VOICEOVER SERVICES

KRIS ERIK STEVENS  
 EXCEPTIONAL VOICE IMAGERY

(800) 231-6100 kriserikstevens.com

MARK DRISCOLL  
 DRISCOLL  
 VOICEOVER  
 www.markdriscoll.com  
 MARK DRISCOLL  
 1-310-229-8970

## VOICEOVER SERVICES

**SAMO'NEIL** DRY VOICE OR FULLY PRODUCED  
 VOICE IMAGING  
 "THE VOICE HEARD ABOVE THE REST"

DEMO: 1-877-4-YOURVO  
[www.samoneil.com](http://www.samoneil.com) (877)496-8786

**CARTER DAVIS**  
 CUTS THROUGH  
 901-681-0650 www.carterdavis.com

**Mark McKay Media**  
 Proud to welcome DRY TRAX or PRODUCED  
 KFRC/San Francisco AFFORDABLE!  
 as a new client CD or MP3

PHONE DEMO: 913-345-2381  
 FAX 345-2351  
 WEB DEMO: mckaymedia.net

## VOICEOVER SERVICES

Voice Imaging **BOB KANE** All Formats  
 Promos Liners IDs **PRO VOICE TALENT** Fast & Affordable  
 (866) 252 - KANE  
[www.BobKane.net](http://www.BobKane.net)

LINERS PROMOS  
  
**JEFF DAVIS**  
 RADIO ACCESSORY.  
 323-464-3500  
[WWW.JEFFDAVIS.COM](http://WWW.JEFFDAVIS.COM)

**RR**  
 MARKETPLACE ADVERTISING

Payable in advance. Order must be typewritten and accompanied by payment. Visa/MC/AMEX/Discover accepted. One inch minimum, additional space up to six inches available in increments of one-inch.

|               |         |
|---------------|---------|
| 1 time        | \$95.00 |
| 6 insertions  | 90.00   |
| 13 insertions | 85.00   |
| 26 insertions | 75.00   |
| 51 insertions | 70.00   |

Marketplace (310) 553-4330  
 Fax: (310) 203-8727  
 e-mail: [kmumaw@rronline.com](mailto:kmumaw@rronline.com)

## SMALL SPACE WORKS

YOU JUST READ THIS  
 MARKETPLACE 310-553-4330

[www.rronline.com](http://www.rronline.com)



## Monitored Airplay Overview: May 10, 2002

### CHR/POP

| LW | TW | ARTIST                  | SON                          | Label                        |
|----|----|-------------------------|------------------------------|------------------------------|
| 1  | 1  | PINK                    | Don't Let Me Get Me          | (Arista)                     |
| 2  | 2  | MICHELLE BRANCH         | All You Wanted               | (Maverick/WB)                |
| 3  | 3  | ASHANTI                 | Foolish                      | (Murder Inc./Def Jam/IDJMG)  |
| 5  | 4  | FAT JOE F/ASHANTI       | What's Luv?                  | (Terror Squad/Atlantic)      |
| 6  | 5  | SHAKIRA                 | Underneath Your Clothes      | (Epic)                       |
| 7  | 6  | VANESSA CARLTON         | A Thousand Miles             | (A&M/Interscope)             |
| 8  | 7  | PUDDLE OF MUDD          | Blurry                       | (Flawless/Geffen/Interscope) |
| 9  | 8  | JENNIFER LOPEZ          | Ain't It Funny               | (Epic)                       |
| 11 | 9  | NO DOUBT                | Hella Good                   | (Interscope)                 |
| 9  | 10 | LINKIN PARK             | In The End                   | (Warner Bros.)               |
| 20 | 11 | P. DIDDY F/USHER & LOON | I Need A Girl...             | (Bad Boy/Arista)             |
| 10 | 12 | 'N SYNC                 | Girlfriend                   | (Jive)                       |
| 18 | 13 | DEFAULT                 | Wasting My Time              | (TVT)                        |
| 14 | 14 | GOO GOO DOLLS           | Here Is Gone                 | (Warner Bros.)               |
| 13 | 15 | ENRIQUE IGLESIAS        | Escape                       | (Interscope)                 |
| 15 | 16 | TWEET                   | Oops (Oh My)                 | (Gold Mind/Elektra/EEG)      |
| 21 | 17 | JIMMY EAT WORLD         | The Middle                   | (DreamWorks)                 |
| 12 | 18 | KYLIE MINOGUE           | Can't Get You Out Of My Head | (Capitol)                    |
| 17 | 19 | CALLING                 | Wherever You Will Go         | (RCA)                        |
| 19 | 20 | USHER                   | U Don't Have To Call         | (LaFace/Arista)              |
| 22 | 21 | INDIA.ARIE              | Video                        | (Motown/Universal)           |
| 24 | 22 | B2K                     | Uh Huh                       | (Epic)                       |
| 29 | 23 | NELLY                   | Hot In Herre                 | (Fo' Reel/Universal)         |
| 23 | 24 | JARULE F/ASHANTI        | Always On Time               | (Murder Inc./Def Jam/IDJMG)  |
| —  | 25 | EMINEM                  | Without Me                   | (Shady/Aftermath/Interscope) |
| 36 | 26 | JENNIFER LOPEZ F/NAS    | I'm Gonna Be Alright         | (Epic)                       |
| 25 | 27 | CELINE DION             | A New Day Has Come           | (Epic)                       |
| 28 | 28 | CRAIG DAVID             | Walking Away                 | (Wildstar/Atlantic)          |
| 27 | 29 | NICKELBACK              | Too Bad                      | (Roadrunner/IDJMG)           |
| 30 | 30 | SHERYL CROW             | Soak Up The Sun              | (A&M/Interscope)             |

#### #1 MOST ADDED

CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)

#### #1 MOST INCREASED PLAYS

EMINEM Without Me (Shady/Aftermath/Interscope)

#### TOP 5 NEW & ACTIVE

LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)

JOHN MAYER No Such Thing (Aware/Columbia)

TINA NOVAK Been Around The World (Spere/Arista)

TRIK TURNER Friends + Family (RCA)

CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)

CHR/POP begins on Page 33.

### AC

| LW | TW | ARTIST                   | SON                           | Label              |
|----|----|--------------------------|-------------------------------|--------------------|
| 1  | 1  | CELINE DION              | A New Day Has Come            | (Epic)             |
| 2  | 2  | ENRIQUE IGLESIAS         | Hero                          | (Interscope)       |
| 3  | 3  | FIVE FOR FIGHTING        | Superman (It's Not Easy)      | (Aware/Columbia)   |
| 4  | 4  | MARC ANTHONY             | I Need You                    | (Columbia)         |
| 5  | 5  | LONESTAR                 | I'm Already There             | (BNA)              |
| 8  | 6  | MICHAEL BOLTON           | Only A Woman Like You         | (Jive)             |
| 6  | 7  | ENYA                     | Only Time                     | (Reprise)          |
| 7  | 8  | MATCHBOX TWENTY          | If You're Gone                | (Lava/Atlantic)    |
| 9  | 9  | LEE ANN WOMACK           | I Hope You Dance              | (MCA/Universal)    |
| 11 | 10 | JO DEE MESSINA           | Bring On The Rain             | (Curb)             |
| 10 | 11 | DIDO                     | Thankyou                      | (Arista)           |
| 12 | 12 | TRAIN                    | Drops Of Jupiter (Tell Me)    | (Columbia)         |
| 15 | 13 | ENYA                     | Wild Child                    | (Reprise)          |
| 21 | 14 | JOSH GROBAN              | To Where You Are              | (143/Reprise)      |
| 17 | 15 | CAROLYN OAWN JOHNSON     | So Complicated                | (Arista)           |
| 16 | 16 | BONNIE RAITT             | I Can't Help You Now          | (Capitol)          |
| 20 | 17 | LEANN RIMES              | Can't Fight The Moonlight     | (Curb)             |
| 18 | 18 | ALL-4-ONE & JIM BRICKMAN | Beautiful As Us               | (AMC)              |
| 19 | 19 | ELTON JOHN               | This Train Don't Stop Here... | (Rocket/Universal) |
| 22 | 20 | PAUL MCCARTNEY           | Your Loving Flame             | (Capitol)          |
| 25 | 21 | LUTHER VANDROSS          | I'd Rather (J)                |                    |
| 27 | 22 | MARILYN SCOTT            | Don't Let Love Get Away       | (Prana)            |
| —  | 23 | VANESSA CARLTON          | A Thousand Miles              | (A&M/Interscope)   |
| 26 | 24 | DANIEL DEBOURG           | I Need An Angel               | (DreamWorks)       |
| 30 | 25 | BOYZ II MEN              | The Color Of Love             | (Arista)           |
| 28 | 26 | CALLING                  | Wherever You Will Go          | (RCA)              |
| —  | 27 | JIM BRICKMAN             | A Mother's Day                | (Windham Hill)     |
| —  | 28 | ENRIQUE IGLESIAS         | Escape                        | (Interscope)       |
| 23 | 29 | CHRIS ISAAK              | Let Me Down Easy              | (Reprise)          |
| 24 | 30 | CHER                     | Song For The Lonely           | (Warner Bros.)     |

#### #1 MOST ADDED

JENNIFER LOPEZ Alive (Epic)

#### #1 MOST INCREASED PLAYS

JOSH GROBAN To Where You Are (143/Reprise)

#### TOP 5 NEW & ACTIVE

THE CORRS Would You Be Happier (143/Lava/Atlantic)

SHERYL CROW Soak Up The Sun (A&M/Interscope)

JENNIFER LOPEZ Alive (Epic)

NATALIE IMBRUGLIA Wrong Impression (RCA)

CAROLE KING Monday Without You (Rockingale/Koch)

AC begins on Page 62.

### CHR/RHYTHMIC

| LW | TW | ARTIST                  | SON                                | Label                        |
|----|----|-------------------------|------------------------------------|------------------------------|
| 1  | 1  | ASHANTI                 | Foolish                            | (Murder Inc./Def Jam/IDJMG)  |
| 2  | 2  | P. DIDDY F/USHER & LOON | I Need A Girl...                   | (Bad Boy/Arista)             |
| 2  | 3  | FAT JOE F/ASHANTI       | What's Luv?                        | (Terror Squad/Atlantic)      |
| 4  | 4  | USHER                   | U Don't Have To Call               | (LaFace/Arista)              |
| 5  | 5  | LUDACRIS                | Saturday (Oooh! Oooh!)             | (Def Jam South/IDJMG)        |
| 6  | 6  | BUSTA RHYMES            | Pass The Courvoisier (Part II) (J) |                              |
| 9  | 7  | TRUTH HURTS F/RAKIM     | Addictive                          | (Aftermath/Interscope)       |
| 8  | 8  | MARY J. BLIGE           | Rainy Dayz                         | (MCA)                        |
| 12 | 9  | NELLY                   | Hot In Herre                       | (Fo' Reel/Universal)         |
| 39 | 10 | EMINEM                  | Without Me                         | (Shady/Aftermath/Interscope) |
| 7  | 11 | TWEET                   | Oops (Oh My)                       | (Gold Mind/Elektra/EEG)      |
| 10 | 12 | JENNIFER LOPEZ F/NAS    | I'm Gonna Be Alright               | (Epic)                       |
| 11 | 13 | J. DUPRI F/LUDACRIS     | Welcome To Atlanta                 | (So So Def/Columbia)         |
| 18 | 14 | JA RULE                 | Down Ass Chick                     | (Murder Inc./Def Jam/IDJMG)  |
| 15 | 15 | NAPPY ROOTS             | Awnaw                              | (Atlantic)                   |
| 13 | 16 | AALIYAH                 | More Than A Woman                  | (BlackGround/Virgin)         |
| 16 | 17 | NAUGHTY BY NATURE F/3LW | Feels Good                         | (Don't Worry...)(TVT)        |
| 14 | 18 | JENNIFER LOPEZ          | Ain't It Funny                     | (Epic)                       |
| 17 | 19 | B2K                     | Uh Huh                             | (Epic)                       |
| 21 | 20 | KHIA                    | My Neck, My Back (Lick It)         | (Dirty Down/Artemis)         |
| 23 | 21 | CAM'RON                 | Oh Boy                             | (Roc-A-Fella/IDJMG)          |
| 19 | 22 | 'N SYNC                 | Girlfriend                         | (Jive)                       |
| 22 | 23 | YING YANG TWINS         | Say I Yi Yi (Koch)                 |                              |
| 26 | 24 | BRANDY                  | Full Moon                          | (Atlantic)                   |
| 25 | 25 | AVANT                   | Makin' Good Love                   | (Magic Johnson/MCA)          |
| 20 | 26 | FAITH EVANS             | I Love You                         | (Bad Boy/Arista)             |
| 24 | 27 | AMANDA PEREZ            | Never                              | (Universal)                  |
| 27 | 28 | NAS                     | One Mic                            | (Columbia)                   |
| 40 | 29 | TWEET                   | Call Me                            | (Gold Mind/Elektra/EEG)      |
| 32 | 30 | MUSIQ                   | Halfcrazy                          | (Def Soul/IDJMG)             |

#### #1 MOST ADDED

BIG TYMERS Still Fly (Cash Money/Universal)

#### #1 MOST INCREASED PLAYS

EMINEM Without Me (Shady/Aftermath/Interscope)

#### TOP 5 NEW & ACTIVE

PAULINA RUBIO Don't Say Goodbye (Universal)

LIL' ROMEO 2 Way (No Limit/Soujja/Universal)

NO DOUBT Hella Good (Interscope)

RUFF ENDOZ Someone To Love You (Epic)

FUNDISHA Live The Life (So So Def/Columbia)

CHR/RHYTHMIC begins on Page 41.

### HOT AC

| LW | TW | ARTIST            | SON                          | Label                        |
|----|----|-------------------|------------------------------|------------------------------|
| 1  | 1  | CALLING           | Wherever You Will Go         | (RCA)                        |
| 2  | 2  | NICKELBACK        | How You Remind Me            | (Roadrunner/IDJMG)           |
| 4  | 3  | GOO GOO DOLLS     | Here Is Gone                 | (Warner Bros.)               |
| 3  | 4  | MICHELLE BRANCH   | All You Wanted               | (Maverick/WB)                |
| 7  | 5  | SHERYL CROW       | Soak Up The Sun              | (A&M/Interscope)             |
| 6  | 6  | PUDDLE OF MUDD    | Blurry                       | (Flawless/Geffen/Interscope) |
| 8  | 7  | VANESSA CARLTON   | A Thousand Miles             | (A&M/Interscope)             |
| 5  | 8  | ALANIS MORISSETTE | Hands Clean                  | (Maverick/Reprise)           |
| 9  | 9  | CREED             | My Sacrifice                 | (Wind-up)                    |
| 10 | 10 | JEWEL             | Standing Still               | (Atlantic)                   |
| 12 | 11 | JOHN MAYER        | No Such Thing                | (Aware/Columbia)             |
| 14 | 12 | JIMMY EAT WORLD   | The Middle                   | (DreamWorks)                 |
| 11 | 13 | TRAIN             | Drops Of Jupiter (Tell Me)   | (Columbia)                   |
| 13 | 14 | LIFHOUSE          | Hanging By A Moment          | (DreamWorks)                 |
| 17 | 15 | DEFAULT           | Wasting My Time              | (TVT)                        |
| 16 | 16 | LINKIN PARK       | In The End                   | (Warner Bros.)               |
| 18 | 17 | LENNY KRAVITZ     | Stiffness Of Heart           | (Virgin)                     |
| 21 | 19 | AVRIL LAVIGNE     | Complicated                  | (Arista)                     |
| 19 | 19 | PINK              | Get The Party Started        | (Arista)                     |
| 24 | 20 | FIVE FOR FIGHTING | Easy Tonight                 | (Aware/Columbia)             |
| 20 | 21 | CELINE DION       | A New Day Has Come           | (Epic)                       |
| 22 | 22 | TRAIN             | She's On Fire                | (Columbia)                   |
| 26 | 23 | PINK              | Don't Let Me Get Me          | (Arista)                     |
| 23 | 24 | KYLIE MINOGUE     | Can't Get You Out Of My Head | (Capitol)                    |
| 27 | 25 | NO DOUBT          | Hella Good                   | (Interscope)                 |
| 25 | 26 | NO DOUBT          | Hey Baby                     | (Interscope)                 |
| —  | 27 | SHAKIRA           | Underneath Your Clothes      | (Epic)                       |
| 28 | 28 | CALLING           | Adrienne                     | (RCA)                        |
| —  | 29 | RUBYHORSE         | Sparkle                      | (Island/IDJMG)               |
| —  | 30 | THE CORRS         | When The Stars Go Blue       | (143/Lava/Atlantic)          |

#### #1 MOST ADDED

DROPLINE Fly Away From Here (...Day) (143/Reprise)

#### #1 MOST INCREASED PLAYS

SHERYL CROW Soak Up The Sun (A&M/Interscope)

#### TOP 5 NEW & ACTIVE

SENSE FIELD Save Yourself (Nettwerk)

ENRIQUE IGLESIAS Escape (Interscope)

OISHWALLA Somewhere In The Middle (Immergent)

NICKELBACK Too Bad (Roadrunner/IDJMG)

MEREDITH BROOKS Shine (Gold Circle)

AC begins on Page 62.

### URBAN

| LW | TW | ARTIST                  | SON                                | Label                       |
|----|----|-------------------------|------------------------------------|-----------------------------|
| 1  | 1  | ASHANTI                 | Foolish                            | (Murder Inc./Def Jam/IDJMG) |
| 2  | 2  | USHER                   | U Don't Have To Call               | (LaFace/Arista)             |
| 4  | 3  | P. DIDDY F/USHER & LOON | I Need A Girl...                   | (Bad Boy/Arista)            |
| 6  | 4  | MUSIQ                   | Halfcrazy                          | (Def Soul/IDJMG)            |
| 3  | 5  | BUSTA RHYMES            | Pass The Courvoisier (Part II) (J) |                             |
| 7  | 6  | AVANT                   | Makin' Good Love                   | (Magic Johnson/MCA)         |
| 9  | 7  | MARY J. BLIGE           | Rainy Dayz                         | (MCA)                       |
| 5  | 8  | FAT JOE F/ASHANTI       | What's Luv?                        | (Terror Squad/Atlantic)     |
| 8  | 9  | TWEET                   | Oops (Oh My)                       | (Gold Mind/Elektra/EEG)     |
| 15 | 10 | CAM'RON                 | Oh Boy                             | (Roc-A-Fella/IDJMG)         |
| 12 | 11 | B2K                     | Gots Ta Be                         | (Epic)                      |
| 11 | 12 | NAPPY ROOTS             | Awnaw                              | (Atlantic)                  |
| 18 | 13 | BIG TYMERS              | Still Fly                          | (Cash Money/Universal)      |
| 10 | 14 | JAHEIM                  | Anything                           | (Divine Mill/WB)            |
| 14 | 15 | YING YANG TWINS         | Say I Yi Yi (Koch)                 |                             |
| 19 | 16 | BRANDY                  | Full Moon                          | (Atlantic)                  |
| 21 | 17 | TRUTH HURTS F/RAKIM     | Addictive                          | (Aftermath/Interscope)      |
| 17 | 18 | JA RULE                 | Down Ass Chick                     | (Murder Inc./Def Jam/IDJMG) |
| 13 | 19 | FAITH EVANS             | I Love You                         | (Bad Boy/Arista)            |
| 25 | 20 | DONELL JONES            | You Know That I Love You           | (Untouchables/Arista)       |
| 22 | 21 | RUFF ENDOZ              | Someone To Love You                | (Epic)                      |
| 16 | 22 | LUDACRIS                | Saturday (Oooh! Oooh!)             | (Def Jam South/IDJMG)       |
| 26 | 23 | JOE                     | What If A Woman                    | (Jive)                      |
| 28 | 24 | NAS                     | One Mic                            | (Columbia)                  |
| 20 | 25 | JENNIFER LOPEZ          | Ain't It Funny                     | (Epic)                      |
| 23 | 26 | LIL BOW WOW             | Take Ya Home                       | (So So Def/Columbia)        |
| 24 | 27 | AALIYAH                 | More Than A Woman                  | (BlackGround)               |
| 30 | 28 | NAUGHTY BY NATURE F/3LW | Feels Good                         | (Don't Worry...)(TVT)       |
| 29 | 29 | ALICIA KEYS             | How Come You Don't Call Me         | (J)                         |
| 27 | 30 | MAXWELL                 | This Woman's Work                  | (Columbia)                  |

#### #1 MOST ADDED

NELLY Hot In Herre (Fo' Reel/Universal)

#### #1 MOST INCREASED PLAYS

CAM'RON Oh Boy (Roc-A-Fella/IDJMG)

#### TOP 5 NEW & ACTIVE

LIL' ROMEO 2 Way (No Limit/Soujja/Universal)

ANN NESBY F/AL GREEN Put It On Paper (Universal)

JERZEE MONET Most High (DreamWorks)

MR. CHEEKS Friday Night (Universal)

LATHUN Fortunata (Motown)

URBAN begins on Page 48.

### ROCK

| LW | TW | ARTIST                | SON                           | Label                        |
|----|----|-----------------------|-------------------------------|------------------------------|
| 1  | 1  | PUDDLE OF MUDD        | Blurry                        | (Flawless/Geffen/Interscope) |
| 2  | 2  | NICKELBACK            | Too Bad                       | (Roadrunner/IDJMG)           |
| 5  | 3  | RUSH                  | One Little Victory            | (Anthem/Atlantic)            |
| 4  | 4  | TOMMY LEE             | Hold Me Down                  | (MCA)                        |
| 3  | 5  | DEFAULT               | Wasting My Time               | (TVT)                        |
| 7  | 6  | GODSMACK              | I Stand Alone                 | (Republic/Universal)         |
| 6  | 7  | STAINO                | For You                       | (Flip/Elektra/EEG)           |
| 10 | 8  | C. KROEGER F/J. SCOTT | Hero                          | (Roadrunner/Columbia/IDJMG)  |
| 9  | 9  | CREED                 | One Last Breath               | (Wind-up)                    |
| 8  | 10 | NICKELBACK            | How You Remind Me             | (Roadrunner/IDJMG)           |
| 11 | 11 | LINKIN PARK           | In The End                    | (Warner Bros.)               |
| 12 | 12 | CREED                 | My Sacrifice                  | (Wind-up)                    |
| 16 | 13 | JERRY CANTRELL        | Anger Rising                  | (Roadrunner/IDJMG)           |
| 14 | 14 | PUDDLE OF MUDD        | Drift & Die                   | (Flawless/Geffen/Interscope) |
| 14 | 15 | DEFAULT               | Deny                          | (TVT)                        |
| 13 | 16 | COURSE OF NATURE      | Caught In The Sun             | (Lava/Atlantic)              |
| 17 | 17 | KORN                  | Here To Stay                  | (Immortal/Epic)              |
| 18 | 18 | ROB ZOMBIE            | Never Gonna Stop (The Red...) | (Geffen/Interscope)          |
| 19 | 19 | GOO GOO DOLLS         | Here Is Gone                  | (Warner Bros.)               |
| 23 | 20 | EARSHOT               | Get Away                      | (Warner Bros.)               |
| 22 | 21 | P.O.D.                | Youth Of The Nation           | (Atlantic)                   |
| 20 | 22 | JEREMIAH FREEO        | Again                         | (Republic/Universal)         |
| 25 | 23 | DROWNING POOL         | Tear Away                     | (Wind-up)                    |
| 21 | 24 | FAMILIAR              | 48 The Question               | (MCA)                        |
| 27 | 25 | TOOL                  | Parabola                      | (Volcano)                    |
| 26 | 26 | COLD GONE             | Away                          | (Flip/Geffen/Interscope)     |
| 28 | 27 | SYSTEM OF A DOWN      | Toxicity                      | (American/Columbia)          |
| —  | 28 | STAINO                | Epiphany                      | (Flip/Elektra/EEG)           |
| —  | 29 | AUDIOVENT             | The Energy                    | (Atlantic)                   |
| 24 | 30 | HEADSTRONG            | Adriana                       | (RCA)                        |

#### #1 MOST ADDED

PAPA ROACH She Loves Me Not (DreamWorks)

#### #1 MOST INCREASED PLAYS

CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)

#### TOP 5 NEW & ACTIVE

HOOBASTANK Running Away (Island/IDJMG)

SEVENDUST Live Again (TVT)

INCUBUS Warning (Immortal/Epic)

12 STONES Broken (Wind-up)

P.O.D. Boom (Atlantic)

ROCK begins on Page 75.

## Monitored Airplay Overview: May 10, 2002

### URBAN AC

| LW | TW | ARTIST            | SON  | Label |
|----|----|-------------------|--|-------|
| 1  | 1  | LUTHER VANDROSS   | I'd Rather (J)                                 |       |
| 4  | 2  | ANN NESBY         | F/AL GREEN Put It On Paper (Universal)         |       |
| 2  | 3  | MAXWELL           | This Woman's Work (Columbia)                   |       |
| 9  | 4  | ANGIE STONE       | Wish I Didn't Miss You (J)                     |       |
| 6  | 5  | JOE               | What If A Woman (Jive)                         |       |
| 5  | 6  | JAHEIM            | Anything (Divine Mill/WB)                      |       |
| 8  | 7  | FAITH EVANS       | I Love You (Bad Boy/Arista)                    |       |
| 3  | 8  | GLENN LEWIS       | Don't You Forget It (Epic)                     |       |
| 7  | 9  | REMY SHANO        | Take A Message (Motown)                        |       |
| 11 | 10 | MAXWELL           | Lifetime (Columbia)                            |       |
| 12 | 11 | GERALD LEVERT     | What Makes It Good To You... (EastWest/EEG)    |       |
| 13 | 12 | MUSIQ             | Halfcrazy (Def Soul/IDJMG)                     |       |
| 10 | 13 | MICHAEL JACKSON   | Butterflies (Epic)                             |       |
| 14 | 14 | BRIAN MCKNIGHT    | What's It Gonna Be (Motown)                    |       |
| 18 | 15 | BOYZ II MEN       | The Color Of Love (Arista)                     |       |
| 17 | 16 | RUFF ENDZ         | Someone To Love You (Epic)                     |       |
| 16 | 17 | ALICIA KEYS       | How Come You Don't Call Me (J)                 |       |
| 20 | 18 | REGINA BELLE      | From Now On (Peak)                             |       |
| 21 | 19 | DONELL JONES      | You Know That I Love You (Untouchables/Arista) |       |
| 19 | 20 | ASHANTI           | Foolish (Murder Inc./Def Jam/IDJMG)            |       |
| 23 | 21 | YOLANDA ADAMS     | I'm Gonna Be Ready (Elektra/EEG)               |       |
| 22 | 22 | JAGUAR WRIGHT     | The What It's (MCA)                            |       |
| 22 | 23 | AVANT             | Makin' Good Love (Magic Johnson/MCA)           |       |
| 26 | 24 | USHER             | U Don't Have To Call (LaFace/Arista)           |       |
| 28 | 25 | WILL DOWNING      | Cool Water (GRP/VMG)                           |       |
| 24 | 26 | RAPHAEL SAADIQ    | F/D'ANGELO Be Here (Pookie/Universal)          |       |
| 25 | 27 | LATHUN            | Fortunate (Motown)                             |       |
| —  | 28 | YOLANDA ADAMS     | The Battle Is The Lords (Verity)               |       |
| 29 | 29 | SIR CHARLES JONES | Is There Anybody Lonely... (Independent)       |       |
| 30 | 30 | PROPHET           | HEAVEN'S Cry Together (University/Motown)      |       |

#### #1 MOST ADDED

DONELL JONES You Know That I Love You (Untouchables/Arista)

#### #1 MOST INCREASED PLAYS

ANGIE STONE Wish I Didn't Miss You (J)

#### TOP 5 NEW & ACTIVE

BLESSED Your Mercy (Ultimate)

MANHATTANS Even Now (Beemark)

OJ ROGERS JR. Lonely Girl (Motown)

RL Good Man (J)

DAVE HOLLISTER Keep Lovin' You (MCA)

URBAN begins on Page 48.

### COUNTRY

| LW | TW | ARTIST                   | SON                                    | Label |
|----|----|--------------------------|--|-------|
| 2  | 1  | ALAN JACKSON             | Drive (For Daddy Gene) (Arista)        |       |
| 2  | 2  | TOBY KEITH               | My List (DreamWorks)                   |       |
| 6  | 3  | STEVE AZAR               | I Don't Have To Be (Till...) (Mercury) |       |
| 3  | 4  | TOMMY SHANE STEINER      | What If She's An Angel (RCA)           |       |
| 8  | 5  | GEORGE STRAIT            | Living And Living Well (MCA)           |       |
| 9  | 6  | EMERSON DRIVE            | I Should Be Sleeping (DreamWorks)      |       |
| 5  | 7  | PHIL VASSAR              | That's When I Love You (Arista)        |       |
| 7  | 8  | RASCAL FLATTS            | I'm Movin' On (Lyric Street)           |       |
| 10 | 9  | TRAVIS TRITT             | Modern Day Bonnie And Clyde (Columbia) |       |
| 11 | 10 | BRAD PAISLEY             | I'm Gonna Miss Her (Fishin') (Arista)  |       |
| 12 | 11 | CAROLYN DAWN JOHNSON     | I Don't Want You To Go (Arista)        |       |
| 13 | 12 | LONESTAR                 | Not A Day Goes By (BNA)                |       |
| 18 | 13 | GARY ALLAN               | The One (MCA)                          |       |
| 14 | 14 | KELLIE COFFEY            | When You Lie Next To Me (BNA)          |       |
| 16 | 15 | TAMMY COCHRAN            | I Cry (Epic)                           |       |
| 15 | 16 | KEVIN DENNEY             | That's Just Jessie (Lyric Street)      |       |
| 17 | 17 | TRICK PONY               | Just What I Do (H2E/WB)                |       |
| 19 | 18 | W. NELSON/LEE ANN WOMACK | Mendocino... (Lost Highway/Mercury)    |       |
| 22 | 19 | BROOKS & DUNN            | My Heart Is Lost To You (Arista)       |       |
| 21 | 20 | DARRYL WORLEY            | I Miss My Friend (DreamWorks)          |       |
| 20 | 21 | ANDY GRIGGS              | Tonight I Wanna Be Your Man (RCA)      |       |
| 23 | 22 | TRACE ADKINS             | Help Me Understand (Capitol)           |       |
| 24 | 23 | SHEDAISY                 | Get Over Yourself (Lyric Street)       |       |
| 25 | 24 | SARA EVANS               | I Keep Looking (RCA)                   |       |
| 26 | 25 | BRAD MARTIN              | Before I Knew Better (Epic)            |       |
| 30 | 26 | TRACY BYRD               | Ten Rounds With Jose Cuervo (RCA)      |       |
| 27 | 27 | SHANNON LAWSON           | Goodbye On A Bad Day (MCA)             |       |
| 28 | 28 | MARK CHESNUTT            | She Was (Columbia)                     |       |
| 29 | 29 | BLAKE SHELTON            | Oh! Red (Warner Bros.)                 |       |
| 31 | 30 | JOE NICHOLS              | The Impossible (Universal South)       |       |

#### #1 MOST ADDED

KENNY CHESNEY The Good Stuff (BNA)

#### #1 MOST INCREASED PLAYS

BROOKS & DUNN My Heart Is Lost To You (Arista)

#### TOP 5 NEW & ACTIVE

AARON TIPPIN I'll Take Love Over Money (Lyric Street)

REBECCA LYNN HOWARD Forgive (MCA)

RHETT AKINS Highway Sunrise (Audiom)

RODNEY ATKINS Sing Along (Curb)

JEFFREY STEELE She's Good To Go (Monument)

COUNTRY begins on Page 54.

### SMOOTH JAZZ

| LW | TW | ARTIST            | SON                                      | Label |
|----|----|-------------------|--|-------|
| 3  | 1  | JEFF GOLUB        | Cut The Cake (GRP/VMG)                   |       |
| 1  | 2  | DAVID BENOIT      | Snap! (GRP/VMG)                          |       |
| 2  | 3  | GREGG KARUKAS     | Night Shift (N-Coded)                    |       |
| 6  | 4  | JIMMY SOMMERS     | Lowdown (Higher Octave)                  |       |
| 5  | 5  | PIECES OF A DREAM | Night Vision (Heads Up)                  |       |
| 7  | 6  | ALFONZO BLACKWELL | Funky Shuffle (Shanachie)                |       |
| 4  | 7  | MARC ANTOINE      | On The Strip (GRP/VMG)                   |       |
| 8  | 8  | KIRK WHALUM       | I Try (Warner Bros.)                     |       |
| 11 | 9  | NORAH JONES       | Don't Know Why (Blue Note/Capitol)       |       |
| 17 | 10 | PETER WHITE       | Bueno Funk (Columbia)                    |       |
| 9  | 11 | CELINE DION       | A New Day Has Come (Epic)                |       |
| 10 | 12 | BOZ SCAGGS        | Miss Riddle (Virgin)                     |       |
| 12 | 13 | CRAIG CHAQUICO    | Luminosa (Higher Octave)                 |       |
| 13 | 14 | BONEY JAMES       | RPM (Warner Bros.)                       |       |
| 15 | 15 | TAMMY COCHRAN     | I Cry (Epic)                             |       |
| 14 | 16 | STEVE COLE        | So Into You (Atlantic)                   |       |
| 16 | 17 | ERIC MARIENTHAL   | Lefty's Lounge (Peak)                    |       |
| 19 | 18 | BRAXTON BROTHERS  | Whenever I See You (Peak)                |       |
| 18 | 19 | JOYCE COOLING     | Daddy-O (GRP/VMG)                        |       |
| 25 | 20 | DOWN TO THE BONE  | Electra Glide (GRP/VMG)                  |       |
| 21 | 21 | DAVID LANZ        | That Smile (Decca)                       |       |
| 24 | 22 | ENYA              | Only Time (Reprise)                      |       |
| 22 | 23 | SPYRO GYRA        | Feelin' Fine (Heads Up)                  |       |
| 23 | 24 | KEVIN TONEY       | Passion Dance (Shanachie)                |       |
| —  | 25 | KIM WATERS        | In The House (Shanachie)                 |       |
| 20 | 26 | LEE RITENOUR      | W/GERALD ALBRIGHT Jammin' (GRP/VMG)      |       |
| 28 | 27 | CHRIS BOTTI       | Through An Open Window (Columbia)        |       |
| 27 | 28 | E. HARP F.B.      | BROMBERG Rock With You (Native Language) |       |
| 26 | 29 | ALICIA KEYS       | Fallin' (J)                              |       |
| 29 | 30 | SHILTS            | Your Place Or Mine (Higher Octave)       |       |

#### #1 MOST ADDED

JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)

#### #1 MOST INCREASED PLAYS

JIMMY SOMMERS Lowdown (Higher Octave)

#### TOP 5 NEW & ACTIVE

ACOUSTIC ALCHEMY Tuff Puzzle (Higher Octave)

DIANA KRALL S'Wonderful (Verve/VMG)

KEN NAVARRO So Fine (Shanachie)

WILL DOWNING I Can't Help It (GRP/VMG)

JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)

Smooth Jazz begins on Page 71.

### ACTIVE ROCK

| LW | TW | ARTIST                | SON   | Label |
|----|----|-----------------------|---|-------|
| 1  | 1  | GODSMACK              | I Stand Alone (Republic/Universal)                |       |
| 2  | 2  | STAIN'D               | For You (Flip/Elektra/EEG)                        |       |
| 4  | 3  | KORN                  | Here To Stay (Immortal/Epic)                      |       |
| 3  | 4  | NICKELBACK            | Too Bad (Roadrunner/IDJMG)                        |       |
| 5  | 5  | SYSTEM OF A DOWN      | Toxicity (American/Columbia)                      |       |
| 8  | 6  | PUDDLE OF MUDD        | Drift & Die (Flawless/Geffen/Interscope)          |       |
| 10 | 7  | EARSHOT               | Get Away (Warner Bros.)                           |       |
| 6  | 8  | PUDDLE OF MUDD        | Blurry (Flawless/Geffen/Interscope)               |       |
| 9  | 9  | ROB ZOMBIE            | Never Gonna Stop (The Red...) (Geffen/Interscope) |       |
| 15 | 10 | C. KROEGER F.J. SCOTT | Hero (Roadrunner/Columbia/IDJMG)                  |       |
| 13 | 11 | TOMMY LEE             | Hold Me Down (MCA)                                |       |
| 11 | 12 | LINKIN PARK           | In The End (Warner Bros.)                         |       |
| 7  | 13 | HOOBASTANK            | Crawling In The Dark (Island/IDJMG)               |       |
| 16 | 14 | CREED                 | One Last Breath (Wind-up)                         |       |
| 12 | 15 | P.O.D.                | Youth Of The Nation (Atlantic)                    |       |
| 14 | 16 | DEFAULT               | Wasting My Time (TVT)                             |       |
| 17 | 17 | DISTURBED             | Down With The Sickness (Giant/Reprise)            |       |
| 20 | 18 | JERRY CANTRELL        | Anger Rising (Roadrunner/IDJMG)                   |       |
| 19 | 19 | TOOL                  | Parabola (Volcano)                                |       |
| 18 | 20 | DROWNING POOL         | Tear Away (Wind-up)                               |       |
| 24 | 21 | P.O.D.                | Boom (Atlantic)                                   |       |
| 23 | 22 | DEFAULT               | Deny (TVT)  |       |
| 22 | 23 | 3RD STRIKE            | No Light (Hollywood)                              |       |
| 21 | 24 | SEVENDUST             | Live Again (TVT)                                  |       |
| 26 | 25 | HOOBASTANK            | Running Away (Island/IDJMG)                       |       |
| 25 | 26 | STAIN'D               | Epiphany (Flip/Elektra/EEG)                       |       |
| 28 | 27 | SWITCHED              | Inside (Immortal/Virgin)                          |       |
| 32 | 28 | INCUBUS               | Warning (Immortal/Epic)                           |       |
| 30 | 29 | RUSH                  | One Little Victory (Anthem/Atlantic)              |       |
| —  | 30 | PAPA ROACH            | She Loves Me Not (DreamWorks)                     |       |

#### #1 MOST ADDED

PAPA ROACH She Loves Me Not (DreamWorks)

#### #1 MOST INCREASED PLAYS

PAPA ROACH She Loves Me Not (DreamWorks)

#### TOP 5 NEW & ACTIVE

GREENWHEEL Shelter (Island/IDJMG)

COAL CHAMBER Fiend (Roadrunner/IDJMG)

AMERICAN HEAD CHARGE Just So You Know (American/IDJMG)

DEADSY The Key To Grammercy Park (Elementree/DreamWorks)

APEX THEORY Aposibly (Can You Please...) (DreamWorks)

ROCK begins on Page 75.

### ALTERNATIVE

| LW | TW | ARTIST                 | SON                                      | Label |
|----|----|------------------------|--|-------|
| 1  | 1  | UNWRITTEN LAW          | Seein' Red (Interscope)                  |       |
| 2  | 2  | JIMMY EAT WORLD        | The Middle (DreamWorks)                  |       |
| 4  | 3  | SYSTEM OF A DOWN       | Toxicity (American/Columbia)             |       |
| 3  | 4  | STAIN'D                | For You (Flip/Elektra/EEG)               |       |
| 6  | 5  | HOOBASTANK             | Crawling In The Dark (Island/IDJMG)      |       |
| 8  | 6  | KORN                   | Here To Stay (Immortal/Epic)             |       |
| 5  | 7  | PUDDLE OF MUDD         | Blurry (Flawless/Geffen/Interscope)      |       |
| 7  | 8  | NICKELBACK             | Too Bad (Roadrunner/IDJMG)               |       |
| 9  | 9  | WEEZER                 | Dope Nose (Geffen/Interscope)            |       |
| 14 | 10 | OUR LADY PEACE         | Somewhere Out There (Columbia)           |       |
| 11 | 11 | BLINK-182              | First Date (MCA)                         |       |
| 10 | 12 | P.O.D.                 | Youth Of The Nation (Atlantic)           |       |
| 16 | 13 | PUDDLE OF MUDD         | Drift & Die (Flawless/Geffen/Interscope) |       |
| 13 | 14 | DEFAULT                | Wasting My Time (TVT)                    |       |
| 15 | 15 | WHITE STRIPES          | Fell In Love With A Girl (Third Man/V2)  |       |
| 12 | 16 | LINKIN PARK            | In The End (Warner Bros.)                |       |
| 25 | 17 | C. KROEGER F.J. SCOTT  | Hero (Roadrunner/Columbia/IDJMG)         |       |
| 21 | 18 | P.O.D.                 | Boom (Atlantic)                          |       |
| 17 | 19 | 311                    | Amber (Volcano)                          |       |
| 18 | 20 | HOOBASTANK             | Running Away (Island/IDJMG)              |       |
| 20 | 21 | INCUBUS                | Warning (Immortal/Epic)                  |       |
| 24 | 22 | GODSMACK               | I Stand Alone (Republic/Universal)       |       |
| 23 | 23 | DASHBOARD CONFESSIONAL | Screaming Infidelities (Vagrant)         |       |
| 27 | 24 | EARSHOT                | Get Away (Warner Bros.)                  |       |
| 26 | 25 | QUARASHI               | Stick 'Em Up (Time Bomb/Columbia)        |       |
| 30 | 26 | MOBY                   | We Are All Made Of Stars (V2)            |       |
| 19 | 27 | TRIK TURNER            | Friends + Family (RCA)                   |       |
| 31 | 28 | TOOL                   | Parabola (Volcano)                       |       |
| 22 | 29 | X-ECUTIONERS           | It's Goin' Down (Loud/Columbia)          |       |
| 32 | 30 | GOD GOD DOLLS          | Here Is Gone (Warner Bros.)              |       |

#### #1 MOST ADDED

PAPA ROACH She Loves Me Not (DreamWorks)

#### #1 MOST INCREASED PLAYS

PAPA ROACH She Loves Me Not (DreamWorks)

#### TOP 5 NEW & ACTIVE

HOME TOWN HERO Questions (Maverick/Reprise)

JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)

GOLDFINGER Open Your Eyes (Mojo/Jive)

ANDREW W.K. Party Hard (Island/IDJMG)

NO DOUBT Hella Good (Interscope)

ALTERNATIVE begins on Page 83.

### TRIPLE A

| LW | TW | ARTIST                         | SON  | Label |
|----|----|--------------------------------|--|-------|
| 2  | 1  | SHERYL CROW                    | Soak Up The Sun (A&M/Interscope)           |       |
| 1  | 2  | JACK JOHNSON                   | Flake (Enjoy/Universal)                    |       |
| 3  | 3  | GOD GOD DOLLS                  | Here Is Gone (Warner Bros.)                |       |
| 4  | 4  | PETE YORN                      | Strange Condition (Columbia)               |       |
| 8  | 5  | BONNIE RAITT                   | I Can't Help You Now (Capitol)             |       |
| 6  | 6  | U2                             | In A Little While (Interscope)             |       |
| 5  | 7  | CHRIS ISAAK                    | Let Me Down Easy (Reprise)                 |       |
| 11 | 8  | LENNY KRAVITZ                  | Stillness Of Heart (Virgin)                |       |
| 9  | 9  | DAVE MATTHEWS BAND             | Everyday (RCA)                             |       |
| 7  | 10 | ALANIS MORISSETTE              | Hands Clean (Maverick/Reprise)             |       |
| 10 | 11 | TRAIN                          | She's On Fire (Columbia)                   |       |
| 15 | 12 | JIMMY EAT WORLD                | The Middle (DreamWorks)                    |       |
| 13 | 13 | JOHN MAYER                     | No Such Thing (Arista/Columbia)            |       |
| 17 | 14 | THE CORRS                      | When The Stars Go Blue (143/Lava/Atlantic) |       |
| 12 | 15 | EDDIE VEDDER                   | You've Got To Hide Your... (V2)            |       |
| 14 | 16 | INOIGO GIRLS                   | Moment Of Forgiveness (Epic)               |       |
| 16 | 17 | ELVIS COSTELLO                 | Tear Off Your Own Head... (Island/IDJMG)   |       |
| 19 | 18 | NEIL YOUNG                     | Differently (Reprise)                      |       |
| 25 | 19 | MOBY                           | We Are All Made Of Stars (V2)              |       |
| 21 | 20 | DISHWALLA                      | Somewhere In The Middle (Immergent)        |       |
| 18 | 21 | RYAN ADAMS                     | Answering Bell (Lost Highway/IDJMG)        |       |
| 22 | 22 | PUDDLE OF MUDD                 | Blurry (Flawless/Geffen/Interscope)        |       |
| 24 | 23 | VAN MORRISON                   | Hey Mr. DJ (Universal)                     |       |
| 20 | 24 | NATALIE MERCHANT               | Build A Levee (Elektra/EEG)                |       |
| 23 | 25 | DEFAULT                        | Wasting My Time (TVT)                      |       |
| 26 | 26 | TREY ANASTASIO                 | Alive Again (Elektra/EEG)                  |       |
| —  | 27 | PHANTOM PLANET                 | California (Daylight/Epic)                 |       |
| 28 | 28 | SENSE FIELD                    | Save Yourself (Nettwerk)                   |       |
| 27 | 29 | ROBERT BRADLEY'S BLACKWATER... | Train (Vanguard)                           |       |
| —  | 30 | NORAH JONES                    | Don't Know Why (Blue Note/Capitol)         |       |

#### #1 MOST ADDED

NEIL FINN Driving Me Mad (Nettwerk)

#### #1 MOST INCREASED PLAYS

COUNTING CROWS American Girls (Geffen/Interscope)

#### TOP 5 NEW & ACTIVE

BIG HEAD TODD & THE MONSTERS Wishing Well (Big)

SHANNON MCNALLY Now That I Know (Capitol)

ZERO 7 Destiny (Quango/Palm)

JOHNNY A. Oh Yeah (Favored Nations/Artemis)

WILCO Heavy Metal Drummer (Nonesuch)

TRIPLE A begins on Page 91.

# Publisher's Profile

By Erica Farber



## JAMES QUELLO

Former FCC Chairman and Commissioner

**W**ith six amphibious landings in World War II under his belt, 23 1/2 years in the FCC under six presidents and 42 Distinguished Service awards, James Quello is truly an American hero. The only member of the FCC to have actually been employed as a broadcaster, Quello has been and continues to be an outspoken defender of the airwaves. Last year he authored his first book, *My Wars: Surviving WWII and the FCC*. Possessed of an incredibly active mind and a sharp wit, Quello refers to himself as the "oldest and most-awarded SOB to ever graduate from the FCC."

**Getting into the business:** "At Michigan State I was the editor of the paper and a campus newscaster. I started in radio on WKAR/East Lansing, a 5,000-watt college station. I couldn't get a job when I graduated, so I ended up selling for Remington Rand. When the war broke out, I had a reserve commission from Michigan State. I had paid absolutely no attention to ROTC. I took it because I could make money on the uniform allowance.

"I went in as a Lieutenant and came out a Lieutenant Colonel. When I came back, I looked like hell, and my wife treated me like I was Mr. America. We went back to New York for a second honeymoon. VE Day was over, but we were still at war with Japan. I had on my military uniform with the stripes and all, and this very well-dressed man started talking to us. He took us to the Stork Club, then dinner at 21.

"He asked what I was going to do. I told him I was going to go to Fort Blanding and go back to Japan, but I wanted to get into either newspapers or advertising. He said he could get me an entry-level job as publicity man at WXYZ/Detroit and also give me an opportunity to either write or be a publicity man for *The Lone Ranger* and *The Green Hornet*. The guy was J. Allen Campbell, Exec. VP/GM of WXYZ and a small stockholder in *The Lone Ranger* and *The Green Hornet*. *The Lone Ranger* was the No. 1 radio program in America.

"I got out and went to work for WXYZ. I had a chance to write scripts, but I didn't like the idea of being in a back room, so I did entry-level publicity. I moved to WJR/Detroit for \$65 more a week. It was a lot of money then."

**His interest in radio:** "I liked radio, and that's where the opportunities were. Working for a 50,000-watt dominant radio station before television wasn't all bad. When TV came on, I thought we ought to get into it. They said, 'Those guys are losing their asses. In three or four years we'll buy the best one around.' By that time we'd been hauled into a license-revocation hearing. That was my first experience with the FCC, a rather sad experience. I never saw any group out to get a guy like they were out to get J.A.

"When television came on, it was a big threat. We had a meeting of all the radio people in Detroit. We came up with a hell of a theme: Wherever you go, there's radio. We showed radio in cars, in the kitchen, on the beach. That's all true today. It amounts to a point-of-purchase medium, when you think about it."

**Joining the FCC:** "When I joined, I didn't have a very good opinion of the FCC. I wanted the position because I thought the petitions to deny licenses were getting ridiculous. Anyone could file a petition saying they could do a better job, and you had to pay them off. When I was a commissioner, someone who knew me came up and asked, 'What are we going to do about this?' I said, 'Pay them \$10,000, and when you do, join me, and we'll both go into the bathroom and throw up. They're going to petition to deny, and you're going to fight it. It'll cost you five times as much to fight it, and you can get rid of them that easy. I wanted to see that corrected. The one thing that bugged me was that the commission had an overage of power and a shortage of practical knowledge. I thought it would be nice if one of the commissioners had been responsible for earning money for a company, whether it was phone, radio or TV."

**The responsibility of the FCC:** "One responsibility is determining how well these services — radio, telephone, television, cable — will best serve the public. That's what you're licensed for, and if you're not licensed for it, it should at least be a consideration. The FCC is also about service to the industries responsible for most of the advanced technology in the country, industries that gainfully employ thousands of people. So, it goes two ways: The FCC is about service to the American public as a whole and about keeping these industries competitive and healthy and maintaining American dominance in television and radio internationally. We are the international model, warts and all."

**How the FCC is doing today:** "Better than any other country. The reason there is an FCC is that you'll always need an engineering traffic cop to prevent interference. Will you need one to serve public interest? I don't know. If you have enough competition, you're all right. There's a lot of controversy about convergence. Some of these people are getting very big. Is that good? Is local service suffering? You don't need a general manager for every station as long as you have people watching programming and sales. Sales is still the lifeblood of the game. If Lowry and Karmazin have six or seven stations in a market, you can bet you're going to have diversity. They're smart enough to keep those licenses whole.

"Big isn't automatically bad for me. I do think there's an anti-trust quotient that has to be applied. You can't have someone dominate a market or have a monopoly on a market, where they can set the price. There's one big advantage if you happen to be Lowry and you've got about half the billboards in the country, 1,400 radio stations and 21 TV stations: You've got a hell of a package plan to give to an advertiser.

"One thing you ought to give Lowry credit for is that, when he has to divest because he's over the limit, he gives minorities first whack at it. I think that's smart. Talking about minorities, I couldn't understand why they ever got rid of the tax certificate. They should reinstate it, because tax certificates are a noncohesive way of encouraging minority ownership. That's a big deal with me."

**His time at the FCC:** "My approval hearing broke all records for length for any regulatory agency. I was on and off for eight days. They didn't have a damn thing on me except that I came from the industry. Jerry Ford had to pound on Nixon's desk to get my name in. Nixon said they didn't need a controversial industry man. Ford said, 'He's not that controversial. There was only one other guy in the room at the time, the lawyer for Nixon, and he said that Nixon owed Jerry Ford everything. Ford was very good to me. He called from time to time and wrote me a letter at the end, saying what a great job I did.

"I was not an owner. I was not a big shot: I was a working-stiff manager. Tom Murphy gave me the IRTS Award in New York when I was still a commissioner. I had about six months to go. He said, 'If Jim had stayed with Cap Cities, he'd now have \$23.2 million worth of stock options. Every year he served on the FCC cost him over a

million dollars.' I said, 'Murph, the Lord did not ordain me to be a wealthy man. He wanted me to be a beleaguered, besieged son of a bitch, and that's what I am.'"

**State of the industry:** "It's here to stay, because it doesn't have quite the problems television has with cable and digital complications. There's a potential threat with satellite radio. Right now radio is licensed in the public interest. I believe in civic integration and local service. Local, local, local — that's what's going to keep radio great. If they're going to have satellite radio, that's fine, but it has to compete on an equitable basis and not have something that's licensed to fill in the gaps that isn't licensed to serve the public interest. One reason it's not totally competitive is that it costs \$300 to \$400, then you pay for the installation. It's a threat, but so far the FCC's inclination is not to have it compete with local stations."

**Becoming an author:** "After 23 1/2 years at the FCC, which is the Democratic record, I wanted one thing: I wanted a center. I got one. It's the James H. & Mary B. Quello Telecommunications Center for Law and Management at Michigan State. Mary passed away from Alzheimer's about three years ago. The one thing that used to turn her on, right until she lost recognition, was that we met at Michigan State and our names would be there in perpetuity.

"After that, I wanted to write about what I did in my life. I kept it deliberately short. *World War II* magazine said they'd be interested in doing a story on my taking the SS colors in WWII and asked if I could give them 4,500 words. I haven't got time to give 4,500 words. I summarized it, and it's a pretty good goddamned story the way it is. I just turned 88 in April, and I'm still in the loop. I claim I have delusions of adequacy and about 75% of my marbles, which is the norm for Washington. I plan to flash out, not rust out."

**Most influential individual:** "Jerry Ford, pounding on Nixon's desk."

**Career highlight:** "I got 42 Distinguished Service awards and made the Hall of Fame. But that's almost secondary to the fact that I withstood the longest confirmation hearing of anyone at any regulatory agency. I said, 'I know a lot about the industry and understand the strengths and weaknesses. I'm going to protect the good, and the bad better be careful, because I know all the tricks of the trade.'"

**Career disappointment:** "I had to serve my country overseas for 33 months. I also wish I had done a little better at earning money or keeping stock. It would have been great if I'd put that stock in trust. I told my son about the \$70 to \$80 million it would be worth today. He said, 'Dad, \$23.2 million, that's a pain in the ass; \$70 to \$80 million, that's a stark tragedy.'"

**Favorite radio format:** "News."

**Favorite television show:** "Jeopardy, Who Wants to Be a Millionaire and Wheel of Fortune. I'm surprised at how many times I can answer things. It lets me know that I haven't lost it completely."

**Favorite song:** "I'll Be Seeing You."

**Favorite book:** "My book, *My Wars*."

**Favorite movie:** "Patton, Band of Brothers, Saving Private Ryan."

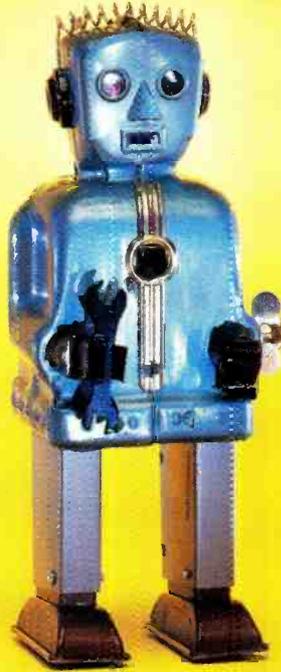
**Favorite restaurant:** "The Palm in DC. They've got my mug up on the wall with 'Chairman' on it."

**Hobbies:** "Tennis. I still play about twice a week. One guy said, '87? You're lucky to be still breathing, never mind playing tennis.'"

**E-mail address:** "jqello@wrf.com."

**Advice for broadcasters:** "Local service of some kind and civic integration into the area you are serving are going to be the salvation of radio. You're the first with news; you don't need a camera there. You're there with traffic reports, accident reports and public service announcements. Radio has an advantage over all the competitive complexities of television: It's easy to get, it's portable."

## He Comes From Outer Space



### **CURIOSLY ENOUGH, HE'S LANDED IN AN AD ABOUT COPYRIGHT LAW.**

The miniature alien you see above is the proud possession of Allee Willis, vintage toy enthusiast. So if you're a broadcaster, why should you want to read about an individual like Allee Willis, let alone her tin collectibles? Because Allee is a major supplier of content to your business: she's a songwriter.

At BMI, our job is to manage the songwriter relationship for you.

Every year, we license billions of public performances of musical works from songwriters, composers and publishers. Operating on a non-profit-making basis, we distribute the fees we receive from broadcasters as royalties to Allee and hundreds of thousands like her. Tasks that would otherwise have to be performed by you.

Now, we have no doubt you'd enjoy doing business with someone as creative as Allee. The question is: do you really have the time to do business with 300,000 different Allees?

Managing the songwriter relationship.™

**BMI**

© 2002 BMI is a registered trademark of Broadcast Music, Inc.

# MOBY

## WE ARE ALL MADE OF STARS

THE FIRST TRACK AND VIDEO FROM THE NEW ALBUM 18  
IN STORES MAY 14TH

MOBY.COM V2MUSIC.COM  
MANAGEMENT: MCT



© 2002 V2 Records, Inc.

### Impacting Mainstream and Adult Top 40 now!

**TV** TRL – Past three weeks!

John Stewart 5/13

Saturday Night Live 5/18

Letterman 6/19

Leno 7/8

Spin June cover – out now!

NY Times Magazine cover – out now!

Area: 2 Tour and solo headline dates  
throughout July and August

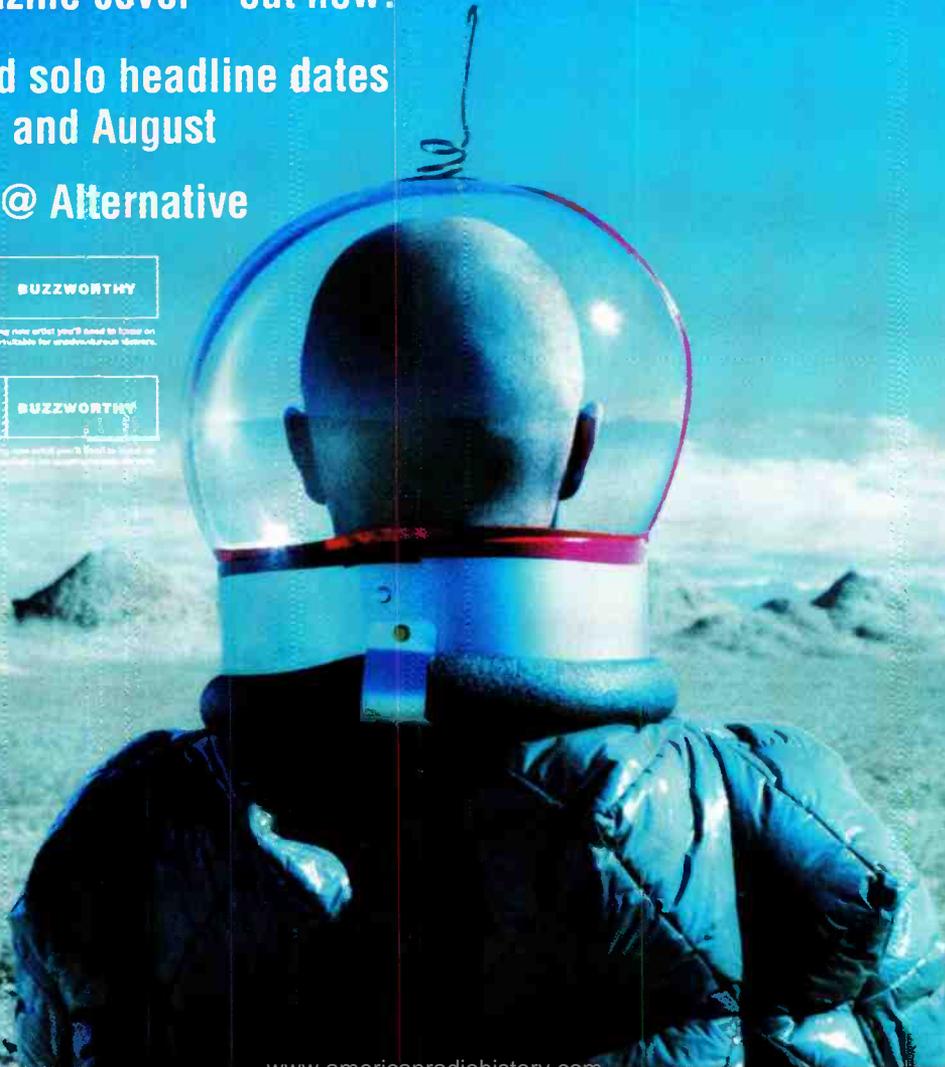
Already Top 20 @ Alternative

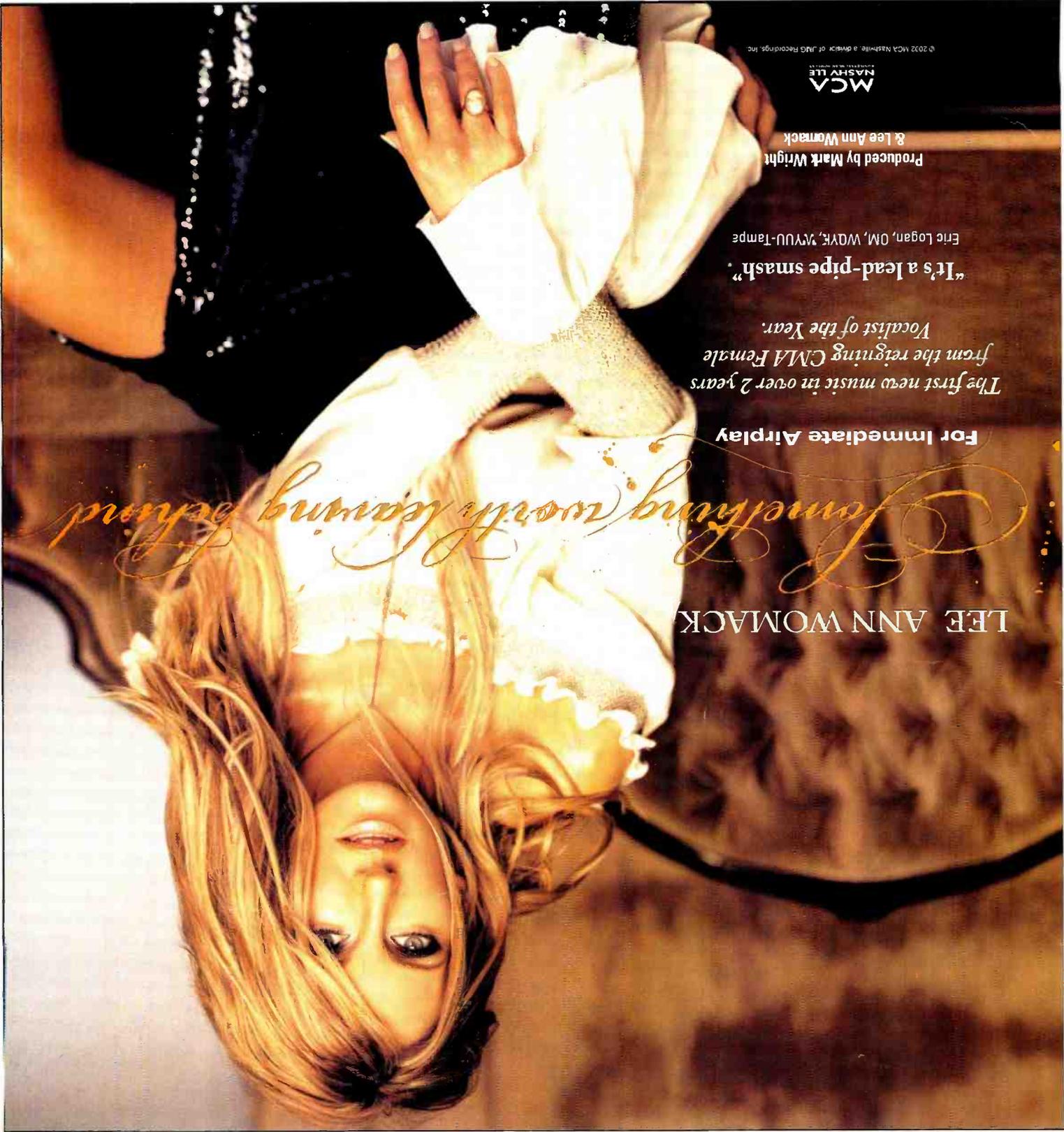


The following contains a breaking new artist you'll need to know on a first-name basis. May prove invaluable for entertainment clients.



The following contains a breaking new artist you'll need to know on a first-name basis. May prove invaluable for entertainment clients.





© 2002 MCA Nashville, a division of MCA Recordings, Inc.

MCA  
NASHVILLE

& Lee Ann Womack

Produced by Mark Wright

Eric Logan, OM, WQYK, WYUU-Tampe

"It's a lead-pipe smash"

Vocalist of the Year.

The first new music in over 2 years  
from the reigning CMA Female

For Immediate Airplay

*Something worth leaving behind*

LEE ANN WOMACK

MAY 17, 2002

All About The People Meter

How much do you know about the Portable People Meter? Not much, you say? This week consultant Mike McVay lays out all the stats, facts and figures about Arbitron's new electronic measurement device, due to begin live measurement next year. Get the whole story, starting on Page 1.



www.rtronline.com

**RADIO & RECORDS**

**MPR**

Will Smith's new Columbia single, "Black Suits Comin' (Nod Ya Head)," last week shattered AOL Music's previous "First Listen" record with more than 850,000 streams in one day. This week Mr. Smith goes to the top of the Most Added columns at both CHR/Pop and CHR/Rhythmic.



NEWSSTAND PRICE \$6.50



**Impacting HOT AC May 20**

"Shelia Nicholls is one of the originals. A hypnotic performer who follows her muse & leaves an unforgettable impression. 'Wake' up to this new voice."

- Chris Patyk, APD/MD Star 98.7-KYSB

"She's a very creative, intelligent song writer ... coupled with Glen Ballard's structure, "Faith" is very tantalizing."

- Smokey Rivers, PD/Y98-KYKY

"Shelia Nicholls combines sweetness and attitude with excellent songwriting to create a truly unique sound."

- Steve McKay, PD/WPTE

"Faith ... the lyrics are uplifting and reassuring at a time when audiences are looking for more."

- Billboard, "New and Newsworthy"

"She's musical, poetic, tender, and original. She is not writing for the marketplace, rather, she is writing from the soul."

- Glen Ballard, Producer/Writer

**Check out her performance on The Late Show with Craig Kilborn June 4  
The Album Wake in Stores Now**

Produced by Glen Ballard  
shelianicholls.com  
essexjtrt.com

© 2002 Hollywood Records, Inc.

**HOLLYWOOD  
RECORDS**

**ESSEX  
RECORDS**