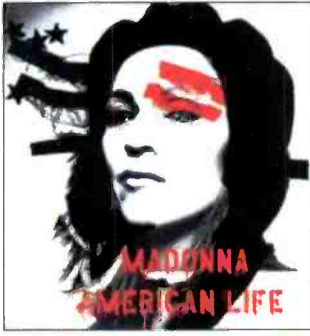


Madonna Most Added American

Maverick/Warner Bros. superstar **Madonna** is back with "American Life," grabbing Most Added honors at CHR/Pop this week. The song picks up 68 stations out of the box and is the first single from Madonna's forthcoming album of the same name.



30TH YEAR

R&R

RADIO & RECORDS

www.radioandrecords.com

Active Rock's New-Music Champions

R&R Rock Editor Cyndee Maxwell surveys the new music landscape at Active Rock this week. Focusing on five key programmers, **R&R** reveals the philosophy and proven strategies of KUPD/Phoenix, WNOR/Norfolk, WJJO/Madison, KISS/San Antonio and WAAF/Boston. It all begins on the next page.



George Strait

FOR IMMEDIATE AIRPLAY

"Tell Me Something Bad About Tulsa"

THE FOLLOW-UP TO 50 #1 SINGLES

Taken From The Forthcoming Album

"HONKYTONKVILLE"



i·Se·lect·or (i sə-lek'tər), n. 1. a fully branded Internet player for radio stations in the United States. 2. listeners can customize the station's format. 3. a way for stations to get back on the web legally and economically. Synonym: VALUE ADDED

iSelector™

Log off

Your name: jbrown

Unban

Flavors: Pop

Play

Skip

Volume control

Playing - 2:23

TITLE: Hotel California

ARTIST: The Eagles

Play song less

Ban song

Play song more

Your favorite client's ad here

Bandwidth choices

Find Station Info

Ban artist

Add deep cuts

Help

Play artist more

Play artist less

Playlist

iSelector™
Personalized
Online Player

RCS
Sound Software
914-428-4600
www.iselector.com

INSIDE

CLOSE-UP ON COMMISSIONS

What kinds of commissions are you paying your salespeople? How do you know what motivates them besides money? Cox/Houston's **Doug Abernethy** and HBC/San Francisco's **Nikki Gelardi** share valuable ideas on customizing your compensation and commission systems to get the most business from your sellers, stop aging accounts and boost morale. There is also helpful copywriting advice from **Jeffrey Hedquist**, war-themed leadership pointers from **Tim Moore** and the latest Pros on the Move.

Pages 8-10

CHICKS CONTROVERSY

The saga continues over the remarks made by Natalie Maines of The Dixie Chicks regarding President Bush. R&R's CHR/Pop and Country editors examine the story behind the group's diminishing airplay at radio.

Pages 24, 42

R&R NUMBER ONES

CHR/POP

• 50 CENT In Da Club (Shady/Aftermath/Interscope)

CHR/RHYTHMIC

• 50 CENT In Da Club (Shady/Aftermath/Interscope)

URBAN

• 50 CENT In Da Club (Shady/Aftermath/Interscope)

URBAN AC

• SYLEENA JOHNSON Guess What (Jive)

COUNTRY

• DARRYL WORLEY Have You Forgotten (DreamWorks)

AC

• CHRISTINA AGUILERA Beautiful (RCA)

HOT AC

• AVRIL LAVIGNE I'm With You (Arista)

SMOOTH JAZZ

• MINDI ABAIR Lucy's (GRP/BMG)

ROCK

• 3 DOORS DOWN When I'm Gone (Republic/Universal)

ACTIVE ROCK

• GODSMACK Straight Out Of Line (Republic/Universal)

ALTERNATIVE

• LINKIN PARK Somewhere I Belong (Warner Bros.)

TRIPLE A

• COLDPLAY Clocks (Capitol)

CHRISTIAN AC

• NEWSBOYS He Reigns (Sparrow)

CHRISTIAN CHR

• NEWSBOYS He Reigns (Sparrow)

CHRISTIAN ROCK

• SWITCHFOOT Meant To Live (Sparrow)

CHRISTIAN INSPO

• PHILLIPS, CRAIG & DEAN My Praise (Sparrow)

SPANISH CONTEMPORARY

• INDIA Sedúcame (Sony Discos)

TEJANO

• KUMBIA KINGS... No Tengo Dinero (EMI Latin)

REGIONAL MEXICAN

• CONJUNTO PRIMAVERA Una Vez Más (Fonovisa)

TROPICAL

• INDIA Sedúcame (Sony Discos)

ISSUE NUMBER 1497



MARCH 28, 2003

Cumulus Gets Gaylord FMs

WSM-FM & WWTN/Nashville fetch \$65 million

By Adam Jacobson
R&R Radio Editor
ajacobson@radioandrecords.com

Months of rumors concerning a sale of some or all of Gaylord Entertainment's radio stations became reality Tuesday morning as the company announced that it will sell Country WSM-FM and News/Talk WWTN in Nashville to Cumulus Media for \$65 million cash.

The transaction, subject to FCC approval, gives Cumulus a total of five stations in the Music City; it already operates Urban duo WNPL and WQQK and '80s WRQQ. Gaylord plans to use the deal's proceeds to fund a portion of the construction of Gaylord Opryland Texas Resort & Convention Center, the renovation of the Grand Ole

GAYLORD ▶ See Page 13

Format Dictates Level Of War Coverage

Emmis stations 'run the gamut' of coverage as stations of all genres share their strategies

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

The nation has been saturated with media coverage of the war in Iraq, and radio stations must decide how much news their listeners want from them as the war rages on. The answer may be easy for News/Talk stations, but music stations might have a harder time.

R&R contacted Emmis Radio/President Rick Cummings to find out how Emmis' stations are handling the situation, and he said the level of coverage runs the gamut, depending on the station's objective.

"The stations that are very dominated by their music image are not doing very

much coverage at all," he said. "Especially those that fit into two categories: very young demo or at-work utility. But the all-News stations basically stopped the presses and went 24 hours live."

He noted that Emmis News/Talkers KTAR-AM/Phoenix and WIBC-AM/Indianapolis have "worked very hard to basically be just like the TV networks, only with different content that's generated from their own sources."

Between the younger-skewing music stations and the News/Talk stations are the more adult-focused music stations that must find the right level of coverage for

WAR See Page 23

"We've certainly lost business to cancellations, but the lion's share of the business was not lost; it was postponed."
Rick Cummings

Advertiser War Jitters Having Modest Impact

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

Radio is experiencing some advertiser fallout from the war, though not anywhere near the profound level that sent the industry into a tailspin after 9/11.

Reports from a cross section of broadcast groups indicate that agencies are postponing buys anywhere from a few days to several weeks. But most executives feel that the displaced dollars will eventually find their way to station ledgers.

At Cox/Houston, Director/Sales Doug Abernethy said Chevrolet is back on the air after losing "share of voice" to Ford, GMC and Dodge, which stayed the course. He told R&R, "We saw a small impact for March and April, as clients wanted off between 72 hours and three weeks, although after speaking with them today

ADVERTISERS ▶ See Page 13

Karmazin Inks New Contract With Viacom

Ending months of speculation and rumor, on March 20



Karmazin Redstone

Viacom announced that President/COO Mel Karmazin had signed a new employment contract that — barring a few exceptions — will keep him with the company into 2006.

And in a show of solidarity possibly aimed at tempering talk of bad blood between he and Karmazin, Chairman/CEO Sumner Redstone also signed a new employment contract with the company. Both contracts become effective May 5, with Karmazin's contract expiring on May 5, 2006; no term was given for Redstone's contract.

VIACOM ▶ See Page 12

Hilles Heads Infinity/Philly

Drew Hilles, a radio sales veteran who most recently served as Regional VP/Sales for Clear Channel's Southwest/Central region, has joined Infinity to serve as Sr. VP/Market Manager for its Philadelphia cluster: KYW, WIP, WOGL-FM, WPHT & WYSP.

Before taking on regional duties for Clear Channel and relocating to Houston, Hilles served as VP/Sales for Clear Channel's Philadelphia trading area. He has also been GSM of KEGL/Dallas and is the co-founder of Clear Channel University, an in-house sales and management training division.

HILLES ▶ See Page 13

Insight Into Active Rock New-Music Leaders

New-music champions divulge their secrets

By Cyndee Maxwell
R&R Rock Editor
cm Maxwell@radioandrecords.com

Some stations are known for supporting new music. Their call letters are cited when they add new records, the label community gets excited, and their influence is felt in the industry. What does it mean to be a new-music leader? What tests must new songs pass to make it onto the playlists of these stations?

For this Rock mini-special we talked to the PDs of some of the new-music leaders in

the Active Rock format: WAAF/Boston's Keith Hastings, KUPD/Phoenix's JJ Jeffries, WNOR/Norfolk's Har-



vey Kojan, WJJO/Madison's Randy Hawke and KISS/San Antonio's Kevin Vargas.

These stations are known for taking calculated chances, aggressively supporting and

See Page 59

Interrep Names Pine Pres./COO

ABC Radio Sales President George Pine has been pro-



Pine Garrity

moted to President/COO for parent company Interrep. Reporting to Chairman/CEO Ralph Guild, Pine will oversee all of Interrep's radio representation firms and be responsible for client development, client

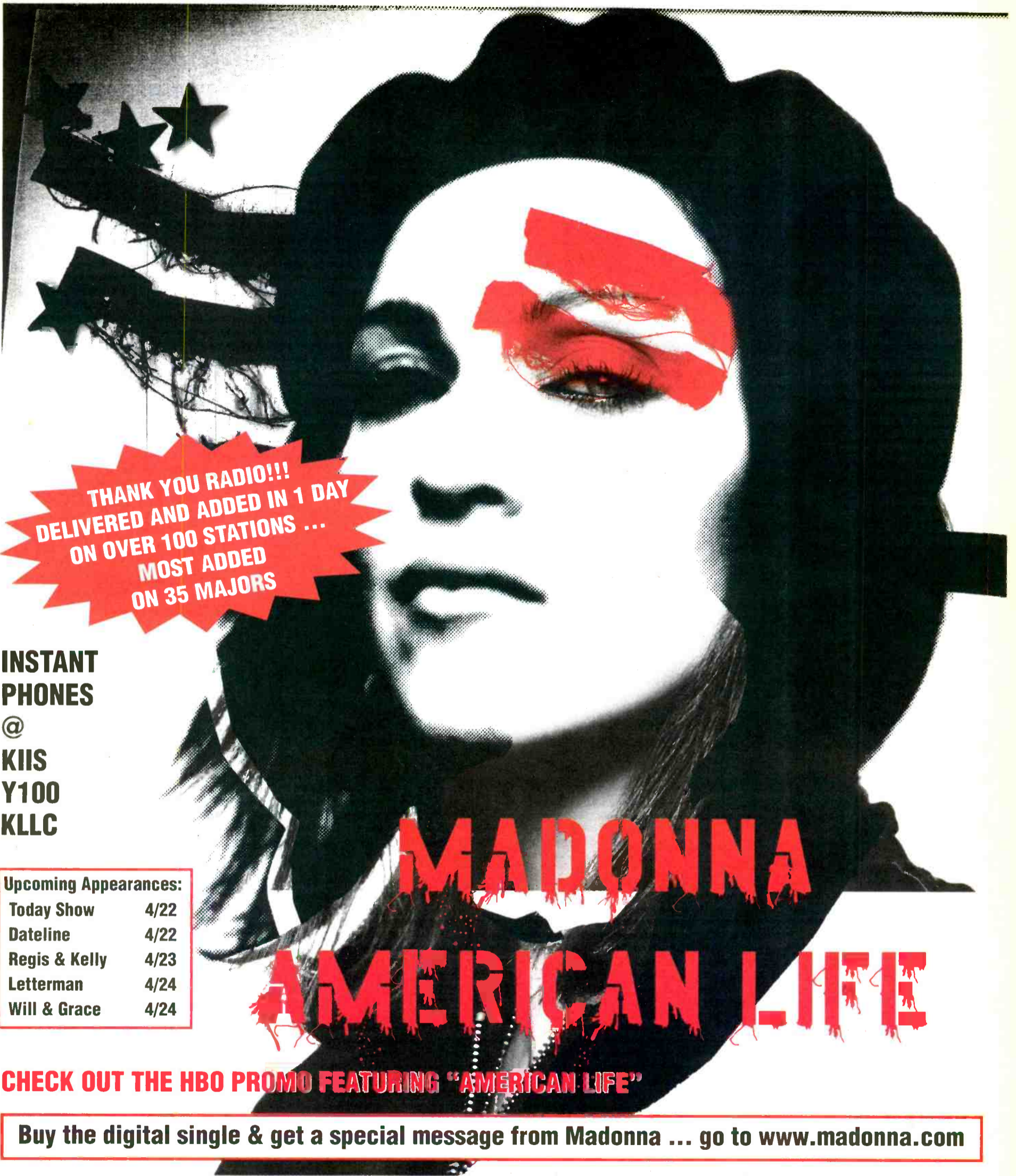
INTEREP ▶ See Page 23

NAB 2003
VISIT OUR SUITE AT THE BELLAGIO

PATRICK COMMUNICATIONS



(410) 740-0250
www.patcomm.com



**THANK YOU RADIO!!!
DELIVERED AND ADDED IN 1 DAY
ON OVER 100 STATIONS ...
MOST ADDED
ON 35 MAJORS**

**INSTANT
PHONES
@
KIIS
Y100
KLLC**

Upcoming Appearances:	
Today Show	4/22
Dateline	4/22
Regis & Kelly	4/23
Letterman	4/24
Will & Grace	4/24

MADONNA AMERICAN LIFE

CHECK OUT THE HBO PROMO FEATURING "AMERICAN LIFE"

Buy the digital single & get a special message from Madonna ... go to www.madonna.com

**THE DEBUT SINGLE
FROM AMERICAN LIFE
THE NEW ALBUM IN STORES 4.22.03**

PRODUCED BY MADONNA AND MIRWAIS AHMADZAI MIXED BY MARK "SPIKE" STENT. MANAGEMENT: CARESSSE HENRY - CALIENTE MANAGEMENT caliente ENTERTAINMENT

ABC, Premiere Dominate Latest RADAR Rankings

37 rated networks reach 75% of America each week

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

Arbitron's March RADAR 76 survey results of 37 rated networks (covering January-December 2002) show that 75% of U.S. consumers 12+, 12-34 and 18+ heard one or more network radio commercials in the course of a week.

Among 35-49-year-olds, that figure grew to 78% — the same percentage as for adults living in households earning \$75,000 or more. Among 50+ adults, 72% were

in the network audience each week. ABC and Premiere dominated nine of the top 10 networks, with the ABC Daytime Direction Network far and away the leader with nearly 9.2 million listeners; ABC scored four of the top 10; Premiere placed five.

RADAR 76 is the final phase of the transition from telephone to diary measurement for the RADAR service. The RADAR 76 total sample is 49,959 for the 2002 survey period.

RADAR 76 (March 2003, Persons 12+)

Rank	Network	Audience (in thousands)	AQH Rating
1	ABC Daytime Direction	9,192	3.8
2	Westwood One CNN Max	7,369	3.1
3	Premiere Pulse	5,431	2.3
4	ABC Morning News	5,361	2.2
5	Premiere Morning Drive AM	5,176	2.2
6	ABC Young Adult	4,774	2.0
7	Premiere Focus	4,379	1.8
8	Premiere Mediabase	4,278	1.8
9	Premiere Morning Drive FM	4,244	1.8
10	ABC Prime Reach	3,855	1.6
11	Premiere Diamond	3,688	1.5
12	Premiere Action	3,582	1.5
13	Premiere Evening	3,562	1.5
14	Westwood One Source Max	3,447	1.4
15	American Urban Pinnacle	3,417	1.4

WJMK/Chicago Names Lake PD

Charley Lake, an industry veteran who most recently served as OM/PD of Infinity's WAZU, WHOK & WLWQ/Columbus, OH, has been selected to succeed Jim Smith as PD of the company's Oldies WJMK (Magic 104.3)/Chicago. Lake will join WJMK when his replacement in Ohio is named.



Lake

whom he reported to at Infinity/Columbus, OH before Robbins shifted to Infinity/Chicago earlier this year. "I've known Charley for years, and in spite of that, we're bringing him in anyway," Robbins quips. "Seriously, Charley is one of the best programmers in the world, and I feel that he's really set to take WJMK

Lake reports to WBBM-FM & WJMK VP/GM Dave Robbins,

to new heights."

LAKE ▶ See Page 23

Bergin VP/Top 40 At RCA Group

RCA Music Group has tapped Mike Bergin as VP/Top 40 Promotion. Bergin was previously Sr. Director/National Promotion for J Records and is based in New York City.



Bergin

"Mike's dedication and commitment to winning are outstanding," RCA Music Group Exec. VP/Promotion Richard Palmese said. "He is as caring as he is hard-working. I'm proud to have him lead our team."

Bergin said, "I would like to thank Richard Palmese for this opportunity of a lifetime to grow in my career at J Records and now the RCA Music

Group. I have never had a boss give me the kind of guidance and support that he has. I could never have experienced such pivotal training anywhere else as I have under Richard's eye. I'm also extremely thankful to Mr. Clive Davis, who has shown great confidence in my abilities from the beginning."

Prior to joining J Records Bergin was Regional Director/Promotion at London-Sire Records. Before that he worked in national promotion at the independent firm Bishop, Bait and Tackle.



IT'S A WONDERLAND Westwood One recently hosted an event in New York that drew radio-station and record-label personnel, as well as recording artists from all around the country. Seen here taking a moment to smile for the camera are (l-r) Columbia Records VP/Promotions Pete Cosenza, WW1 President/CEO Joel Hollander, KYSR (Star 98.7)/Los Angeles afternoon host and American Idol MC Ryan Seacrest, Aware/Columbia artist John Mayer, KYSR afternoon co-host Lisa Foxx and WW1 VP/Entertainment Affiliate Sales Max Krasny.

Clear Channel Taps Feuer

Former radio group head to run Jacksonville outlets

Norman Feuer has been named Market Manager for Clear Channel's 11-station Jacksonville operation. A Clear Channel source told R&R that Feuer will join the company sometime in April.



Feuer

The cluster includes the seven stations Clear Channel owns — WFKS, WFXJ, WJBT, WPLA, WQIK-FM, WROO & WSOL-FM — and the four stations it currently operates via a joint sales agreement with Concord Media (WBGB-FM, WJGR, WZAZ & WZNZ);

The Concord stations are in the process of being sold to Salem, so the future of the JSA is unknown.

A former President of Viacom Radio, Feuer co-founded Triathlon Broadcasting and served as its President/CEO from 1992-1999. Prior to that he served as Exec. VP/COO of Noble Broadcast Group. More recently, Feuer served as COO of First Media-Works,

an Internet marketing company that specializes in broadcasting clients.

Leach Now Big3 Records COO

David Leach has been appointed COO of Big3 Records by Chairman Bill Edwards and CEO Qadree El-Amin. Leach will retain his title as President/COO of Worldwide Entertainment Group, a management, publishing, promotion, marketing and event-promotion company representing Courtney Love, Duncan Sheik and Cheap Trick.



Leach

At Big3 Leach will oversee the day-to-day operations of the Florida-based label. All departments will work with Leach, and he will directly oversee all marketing, radio promotion and production. He will be based in both Big3's St. Petersburg office and the label's soon-to-be-launched New York office.

"David Leach is exactly the kind of executive I was looking for to run Big3," Edwards said. "He's obviously capable of giving priority to a large number of artists at once

and managing the launch and follow-through of their records from top to bottom. His winning spirit and his get-it-done work ethic will ensure a stellar future for Big3 and our talented roster of artists."

Leach said, "I'm thrilled to be part of the Big3 team. I especially look forward to working closely with Bill and Qadree. Bill has the qualities that remind me of two of our industry's icons: Berry Gordy and Neil Bogart. He's got Gordy's sense of perfection in all creative areas and treats his employees and artists like family, and he's got Bogart's trait for leadership and flair for show business."

A 25-year music-industry veteran, Leach has served as Exec. VP/Marketing & Promotion for Edell North America, where he oversaw the launch of platinum-selling act Dream Street and the music career

LEACH ▶ See Page 13

NEWS & FEATURES

Radio Business Management, Marketing, Sales	4
Digital Media	11
Street Talk	18
Sound Decisions	20
Going For Adds	22
Publisher's Profile	100
Opportunities Marketplace	96
	97

FORMAT SECTIONS

News/Talk/Sports	16
CHR/Pop	24
CHR/Rhythmic	32
Urban	37
Country	42
Adult Contemporary	49
Smooth Jazz	55
Rock Special	59
Alternative	75
Triple A	81
Christian	87
Latin Formats	92

The Back Pages 98

WMJX/Boston Gives Kelley VP Stripes

After 13-plus years with WMJX (Magic 106.7)/Boston, Director/Programming Don Kelley has been upgraded to VP of the Greater Media AC station.



Kelley

"We're very proud of Don," Greater Media/Boston VP/GM Matt Mills said. "He has an incredible record of service and performance at Magic. This new title is unprecedented in our company and serves to recognize his accomplishments at the station and his contributions to the success of Greater Media."

Kelley's first commercial radio job was at WMRC/Milford, MA, and he has since worked as a PD in Portsmouth, NH; West Palm Beach; Worcester, MA; and Syracuse. He was also the original PD for the nation's first "Mix" station, WWMX (Mix 106.5)/Baltimore, from 1987-1990.

"I'd like to thank [company President/CEO] Peter Smyth and the board of Greater Media," Kelley said. "I've had tremendous support from Day one, almost 14 years ago. I'm the only one I know who has been fortunate enough to live in his

KELLEY ▶ See Page 13

Sirius CFO John Scelfo Exits

Lehman Brothers sells more Sirius stock

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

Sirius announced last week that CFO John Scelfo will step down on April 7, ending a two-year stint with the company. Scelfo's decision to depart comes just weeks after Sirius completed a \$1.2 billion recapitalization that gave it funding into Q2 2004 and soon after majority investor Lehman Brothers began selling chunks of its Sirius stock.

While Scelfo's departure right now could raise eyebrows, Sirius VP/Corporate Communications Jim Collins told R&R that Scelfo is leaving to pursue an opportunity with a company outside the telecommunications sector. While Collins declined to say where Scelfo is headed, he did say Scelfo is returning to an industry in which he formerly worked.

Sirius' finance and accounting groups will report to President/CEO Joe Clayton while the search for a new CFO is in progress. About Scelfo, Clayton said, "John helped

us through significant expense reductions and capital-raising efforts, including our recent recapitalization. He has indicated a desire to move on to different personal and professional ventures, and we wish him well."

Scelfo said, "The last two years at Sirius have been challenging and rewarding for me. I am proud to have been part of Sirius."

Before joining Sirius Scelfo was VP/Finance for Dell Computer, and before that he spent 19 years at Mobil Corp., where he served as Corporate Assistant Treasurer and

worked on the Exxon-Mobil merger.

Sirius has hired SpencerStuart to conduct the search for a new CFO.

Nasdaq's Most Active

Sirius has seen extraordinarily high trading volume since March 5, and on March 20 a whopping 89.1 million shares changed hands, landing the stock atop Nasdaq's most active list. That followed the prior day's healthy trading of 74.2 million shares.

The uncharacteristically high volume may be attributable to Lehman Brothers' decision to sell a healthy chunk of its stake in the satcaster. The investment bank started selling off Sirius stock on March 4 and had sold more than 41 million shares as of March 17. Lehman has announced no plans to sell its remaining stake in the company.

SIRIUS See Page 6

BUSINESS BRIEFS

NAB Exec: Broadcasters Play A Vital Role In Challenging Times

NAB Sr. VP/Corporate Communications Dennis Wharton told R&R that the role broadcasters play in times of crisis was illustrated recently when Homeland Security Director Tom Ridge gave citizens a checklist of supplies to have ready in case of a terrorist attack. "He advised Americans that when they create a security zone in their homes, to get a battery-operated radio and television," Wharton said. "That speaks volumes about the role broadcasters play in times of real crisis. I think it also validates what we do as a business. We're not just in it for the money; we're in it for public service as well. That's just part of being a broadcaster."

Wharton added that he believes radio understands its unique role as the nation wages war: "Radio stations in general understand that this is a time of utmost seriousness and that listeners are very interested in what's happening in the war. Radio stations are aiming to provide the kind of timely information that, historically, radio has been terrific at providing. In a time like this, broadcasters understand that we play a very important role in informing citizens, calming passions and being a lifeline to people in times of need."

Disney Shareholders Nix Review Of Execs' Pay

Disney shareholders at last week's annual meeting in Denver rejected proposals that would have required the company to launch an evaluation of its executives' pay and tied the exercise price for all future stock-option grants to specific performance criteria. Meanwhile, shareholders endorsed the 13 members of Disney's board for one-year terms. A major snowstorm in Colorado limited attendance to only 100 stockholders and four directors, but Disney said most shareholders submitted their proxies before the meeting.

CC's Lowry Mays Gets A \$2 Million Bonus

Clear Channel Chairman/CEO Lowry Mays received a \$2 million bonus in 2002 after the company met its performance goals, including an increase in cash flow. The bonus came on top of Mays' \$1 million annual salary. He didn't earn a bonus in 2001, one of the toughest years in radio's history. According to an SEC filing submitted last week, Mays didn't earn any new stock options last year; in 2001 he

Continued on Page 6

R&R Stock Index

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

	Change Since				
	3/21/02	3/14/03	3/21/03	3/21/02	3/14/03-3/21/03
R&R Index	267.98	185.57	203.59	-24%	+10%
Dow Industrials	10,479.84	7,859.71	8,521.62	-19%	+8%
S&P 500	1,153.59	833.26	895.89	-22%	+7.5%

Wall Street Weighs In On Radio's Health

The war in Iraq that began late last week has already had the anticipated effect on radio. One analyst believes March will end up "no better than flat," while another warns skittish advertisers that they shouldn't hold out too long.

Credit Suisse First Boston's Paul Sweeney predicted that March will finish with little or no improvement — and, for that matter, little or no loss. He noted that forecasts for the month issued back in January predicted a gain in the mid- to high-single-digit range, but that was before war with Iraq became imminent and advertisers grew cautious.

Sweeney added that while pacings for April and May are still in the high-single-digit to low-double-digit growth range, radio companies are telling him that pacings may continue to weaken as uncertainty about the war continues. Nevertheless, he believes radio's fundamen-

tals are strong: "We continue to believe that the positive operating story remains for radio, as evidenced by the Q4 industry results."

Sweeney also said that Westwood One's decision to lower its estimates for the first quarter could have a ripple effect on the radio industry. "Clearly, Westwood One's miss will fuel speculation that operators will fall short of their Q1 guidance," he noted, a day after WW1 lowered its Q1 and full-year 2003 forecasts. "We expect to see the radio group come under pressure with heightening investor suspicion," he said, listing Entravision, Radio One, Entercom,

ANALYSTS See Page 6

ARBITRON

Training to Help You Grow Your Business

Web Convenience
Personal Guidance

New!

Live Training When You Need It

Web Convenience Plus Personal Guidance

Get the interaction and flexibility of on-site training with the convenience of a Web training session—check out the new live interactive training at ArbitronTraining.com.

- See demonstrations in real time
- Ask questions and interact with Arbitron's professional trainers
- New sessions every week

No waiting for trainer visits, no juggling schedules—just information to help you tell your story to advertisers and make more money. **To check out this week's live sessions go to Live Web Training at www.ArbitronTraining.com!**

Boost Your Skills with Sessions On:

- Taking dollars from newspaper with MaximiSer®
- Adding power to your presentations
- Prospecting with qualitative data
- Positioning your station to the best advantage
- How to break out the book—for PDs only
- And a lot more!

© 2003 Arbitron Inc. MaximiSer® is a registered mark of Arbitron Inc.



www.ArbitronTraining.com

LIGHTS! CAMERA! ACTION!

Roll out the banners
and make your company center stage
with Roll-A-Sign™ Plastic Banners



Roll-A-Sign disposable plastic banners

are a cost effective way to promote your station, company or special event. Each banner is printed on high quality, weather resistant, 4 or 6 mil plastic film ranging from 18" to 36" in height for large sizes and 6" to 12" for smaller sizes. We can print up to four spot colors of ink per banner. Depending on the configuration of your logo, you can get anywhere from 169 to 340 banners on a 1000' roll. It's easy to use...just roll off the desired length and cut! Indoors or out, Roll-A Sign gets your message across and is ideal to give away at concerts and other public events. Fax us your logo along with the specifics on color separations and size and we will give you a free quotation. If you should have any questions regarding quantities, sizes, imprints and/or colors available, please call us.



Reef Industries, Inc.
9209 Almeda Genoa
Houston, Texas 77075
Toll Free: 1-800-231-6074
713-507-4200 Fax: 713-507-4295
E-mail: ri@reefindustries.com
www.reefindustries.com

BUSINESS BRIEFS

Continued from Page 4

picked up options for 750,000 Clear Channel shares.

In other Clear Channel news, the company has sold its 20,000-square-foot building on Jacksonville's north side to Tabbystone Architectural Cast Stone for \$325,000, the *Jacksonville Business Journal* reported last week. Kevin Murphy, a broker with Grubb & Ellis/Phoenix Realty Group, represented Clear Channel in the deal.

AP Adds Military Analyst For War Coverage

The **Associated Press** has added Army Gen. **John Abrams**, who retired from active duty in January, as a military adviser to assist in the wire service's coverage of the war in Iraq. Abrams, who spent the last four years of his Army career as commander of the Training and Doctrine Command, will serve as an analyst for AP Radio Networks and AP Television News.

Preparing For War, CNNRadio Goes Online

CNNRadio, with more than 2,200 broadcast affiliates, is now online in a live web simulcast available at www.cnn.com. CNNRadio VP Robert Garcia said, "This is one more way CNNRadio is providing the most updated information to our listeners. During times of uncertainty, it especially makes sense to marry CNN's radio and online ventures in this way."

RTNDA Adds War-Coverage Panels To Upcoming Confab

The **Radio-Television News Directors Association** has tweaked several of the sessions at RTNDA@NAB, set for April 7-9, and added a few others in order to consider the war with Iraq in its convention offerings. Now on the schedule are a session with CBS-TV commentator Bob Schieffer, firsthand accounts from journalists covering the war in Iraq and a luncheon session featuring CNN Sr. International Correspondent Nic Robertson, who was expelled from Baghdad with other American journalists.

ABC Radio Networks Offers Spanish Newscasts

The need to provide war coverage has prompted **ABC Radio Networks** to offer top-of-the-hour newscasts in Spanish. The five-minute newscasts, available from 6am-6pm ET, are now available to stations on a market-exclusive basis.

Most Influential Women In Radio Choose Mentoring Finalists

The **Most Influential Women in Radio** have chosen the four finalists for the group's second annual mentoring program: WABX & WYXY/Evansville, IN PD Cindy Miller; KSMT/Breckenridge, CO GM Lisa Korry Cheek; Sheridan Broadcasting VP/Strategic Planning & Treasurer Susan Austin; and Clear Channel Radio/Seattle Sr. AE Theresa Kennebrew. The program is funded by the NAB Educational Foundation, and MIW spokeswoman Joan Gerberding said it was met with "rave reviews" by the first group of beneficiaries. In the program MIW members make themselves available to share their insights and experience with the four finalists. The NAB will furnish the four finalists with free registration to this fall's NAB Radio Show.

FCC ACTIONS

Senators Seek Public Release Of Ownership-Rule Changes

In a letter last week to FCC Chairman Michael Powell, Sens. **Wayne Allard**, **Olympia Snowe** and **Susan Collins** asked the commission to release to the public any proposed changes to the media-ownership limits before it adopts the rules. The politicians also requested a public comment period on any rules changes. An FCC spokesman would not comment to Reuters about the letter.

Flag Thrown On Qantum's Root Acquisition

The FCC is scrutinizing the sales of 16 of the 26 stations being purchased by **Qantum Communications** from **Root Communications** in an \$82 million deal. Qantum CFO Mike Mangan told **R&R** the review is simply standard FCC procedure when a sale gives two owners control of more than 70% of a market's revenue. "We fully expected the review," he said. The markets affected by the review are Brunswick, GA; Ft. Walton Beach, FL; and Florence, SC.

Clear Channel-Regent Swap Draws Red Flag

Regent's plan to swap KBMX, KKCB, KLDJ & WEBC/Duluth, MN and \$2.7 million for **Clear Channel's** WDKS, WGBF-AM & FM, WKRI & WYNG/Evansville, IN has been set aside for further review by the FCC. A year ago Regent had no presence in Evansville, but in August 2002 it obtained WBKR & WKDQ/Evansville and nearby WOMI/Owensboro, KY as part of a \$62 million deal for 12 stations from Brill Media. Regent and Clear Channel are now operating their proposed acquisitions via LMAs. If approved, the swap will give Clear Channel its first stations in Duluth.

FCC Media Bureau Marks First Anniversary

The FCC's **Media Bureau** this week celebrated its first anniversary. The bureau was formed on March 25, 2002, when Chairman Michael Powell merged the former Mass Media and Cable Bureaus as part of the reorganization he initiated in the early days of his chairmanship. Among the Media Bureau's accomplishments in its first year: the adoption of a technical standard for digital radio, the launch of the media-ownership rules review and the bureau's ongoing work on red-flagged radio transactions. The bureau also produced eight working papers as part of the FCC's efforts to build a record for the ownership-rules review, and it is currently reviewing the 15,000-plus comments that have been filed in that proceeding. "The evolution of the Media Bureau reflects today's dynamic media marketplace," Media Bureau Chief Ken Ferree said. "I congratulate the staff on a job well done over the past year and on meeting the many challenges set before them."

FCC Reviewing Spectrum Issues For Digital Radio, TV

The FCC is seeking input on ways to reduce interference in receivers for the new digital radio and TV services and on how the agency can use existing spectrum more efficiently as digital broadcast services begin to reach consumers. The agency is considering adding broader receiver interference-immunity specifications to its spectrum policy, suggesting that it may implement incentives, guidelines, new regulations or a

Continued on Page 13

TRANSACTIONS AT A GLANCE

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

- **KYFX-FM/Little Rock, AR** \$2.56 million
- **KNIR-AM/New Iberia (Lafayette), LA** \$45,000
- **WPNI-AM & WRNX-FM/Amherst (Springfield), MA** \$8 million
- **WGIT-AM/Canovanas (San Juan), PR** \$1.3 million
- **KNET-AM & KYK-FM/Palestine (Tyler), TX** \$750,000

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

DEAL OF THE WEEK

• **KTND-FM/Georgetown (Austin), TX**

PRICE: \$16 million

TERMS: Asset sale for cash

BUYER: Hispanic Broadcasting Corp., headed by President/CEO McHenry Tichenor Jr. Phone: 214-525-7700. It owns 60 other stations. This represents its entry into the market.

SELLER: Simmons Media Group, headed by President Craig Hanson. Phone: 801-524-2600

2003 DEALS TO DATE

Dollars to Date: \$692,046,130
(Last Year: \$5,401,043,106)

Dollars This Quarter: \$692,046,130
(Last Year: \$276,180,711)

Stations Traded This Year: 212
(Last Year: 818)

Stations Traded This Quarter: 212
(Last Year: 113)

Sirius

Continued from Page 4

Cox and Salem as among the companies that have issued relatively aggressive guidance. Still, Sweeney believes that any softness in the ad market is directly related to the threat of a prolonged war and said that core advertising fundamentals remain good.

Responding to the reduced guidance, Sweeney lowered his Q1 forecasts on Westwood One, dropping his prediction on revenue from \$131.3 million to \$124.4 million, on EBITDA from \$35.4 million to \$30.3 million, on broadcast cash flow from \$37.6 million to \$32.5 million and on earnings per share from 18 cents to 15 cents.

For 2003, Sweeney reduced his revenue estimate from \$584.1 million to \$568.7 million, his EBITDA prediction from \$215 million to \$204.5 million, his BCF forecast from \$223.8 million to \$213.3 million and his EPS estimate from \$1.16 to \$1.09.

He assigned an "outperform" rating to Westwood One stock at a 12-month target price of \$38.

Analyst: Don't Hold Out Too Long

Meanwhile, Zacks.com analyst **David Nichols** said in a report last week that wary advertisers shouldn't stay off the air too long. Some advertisers will hold back for a while as war continues in Iraq, but Nichols said they'll eventually "have to move before some other, nervier advertiser does."

Meanwhile, Nichols called Clear Channel's 19% growth in Q4 "a dazzler" and added that greater activity on the national level is good for large-market operators like Clear Channel. He also recommended Cumulus, based on the company's growing free cash flow and its reduced Q4 loss per share; the loss narrowed from 48 cents in Q4 2001 to 3 cents last quarter.

— Joe Howard & Adam Jacobson

Sirius

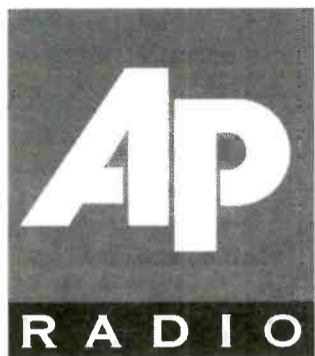
Continued from Page 4

While some could construe Lehman's actions to mean that it has lost confidence in Sirius, one industry observer told **R&R** the sell-off may simply be a matter of dollars and

cents. He said that since Lehman never really intended to be a Sirius stockholder — it got a huge chunk of Sirius stock in the recapitalization, when it exchanged debt notes for stock — the company may simply be reducing its risk by cashing out some stock.



Thank you for helping
to fight prematurity.



SATELLITE
RADIO



RADIO NETWORKS
america listens to abc

Each year, more than 460,000 babies are born too soon, some so small that doctors can't save them.

Your generous donation of public service programming for March of Dimes WalkAmerica is helping raise public awareness of this serious and escalating problem and supporting research to fight it.

Join WalkAmerica, held at the end
of April in most communities.

Visit www.walkamerica.org
or call 1-800-525-WALK.



March
of Dimes®
WalkAmerica®
Saving babies, together®

Thank You to Our National Sponsors



CIGNA
A Business of Caring.



HEALTHY GUMS. HEALTHY LIFE.™



Real Life. Medicine. Miracles.™



brand name shoes for less.

www.marchofdimes.com



jgreen@radioandrecords.com

Commissions Are Not Enough

How to motivate and reward your sellers

As the song from *Cabaret* says, "Money makes the world go around." But if you want to get the most out of your account managers and keep your clients happy, you'd better expand your sales management strategy beyond the standard model of a commission based on mutually established sales goals. That's the message from an RAB2003 panel on sales compensation that featured Cox/Houston Director/Sales Doug Abernethy.

By offering an array of incentives, tailored bonus programs and other initiatives geared to individual sellers' styles and motivational hot buttons, you can make a decisive difference in whether you're able to keep the best AEs on your team and generate the strongest results for your accounts.



Doug Abernethy

keys. Abernethy estimates that these key accounts are worth 75% of a station's revenue. The list is updated quarterly, and a single seller can have up to 25 key accounts.

Target accounts: These are significant existing or prospective clients, either agency or direct, that have the potential to grow into

key accounts if their needs are identified and their specific marketing challenges met. Each target account is qualified by a customer needs analysis and a customer-focused written proposal. Both those things involve, Abernethy says, "a lot of belly-to-belly time with the client." He continues, "Clients tell us, 'You care about my business. You really help me find customers.' The goal is to get the seller to be closely involved with the client and achieve much greater customer satis-

faction, which results in larger accounts."

Abernethy adds, "We also do this with agencies, working vertically to have conversations with people at all levels. We've been able to get beyond the level where most people hang out, in the buyer arena, to where we now have meetings with creative people, planners, supervisors, heads of agencies and accounts payable. Our collections have been reduced significantly."

Depending on their level of experience and expertise, each of Cox/Houston's AEs carries between four and nine targets, giving the 30-seller cluster about 270 target accounts. Sellers with heavy agency lists have fewer targets.

Sellers earn a handsome onetime \$2,000 bonus for any account that moves from the target to the key level. The bonus comes in two phases: \$500 when a target account is advanced to 20% of the key-account threshold level and \$1,500 when key status is achieved. Abernethy says that in many cases the cost of sale to move clients from target to key accounts is minimal.

Targets are approved by a sales manager, and their progress is tracked through individually focused meetings. For the seller to qualify for the bonus, an account must have been a target for at least 30 days — it

Creating A Customer-Focused Culture

At Cox/Houston, building target accounts is time-intensive: From first contact to needs analysis to launching a schedule takes three to four months. So it's not surprising that when the cluster instituted its core compensation plans based on a patient, client-intensive model, some eyebrows were raised.

"Part of it is creating it as part of your culture, and that's not easy," says Cox/Houston Director/Sales Doug Abernethy. "It took some time. There are people who looked at us like, 'Y'all are nuts.' But as little successes started breeding more successes, it was an approach that worked, and that's how you develop a culture. Now that this *is* our culture, the rewards are based on it, and we're all speaking the same language. We all know where everyone is in the sales process. It becomes a much greater team effort and has really exceeded my expectations."

For Abernethy, seeing the power ratios for Oldies KLDE and Country KKBQ at 1.37 and 1.60, respectively, is proof that the culture works. "We've gone from being station-minded about what our own goals are to the clients' goals," he says. "As you concentrate on the clients' goals, the station's goals are going to be exceeded. I don't even really worry about the station's goals. I know that if I concentrate and do the right thing for our clients, I'm going to have a larger roster of clients and higher-dollar expenditures from each one, and they're going to enjoy a much better relationship with our group of radio stations. I'm never going to miss a budget, and we have very little turnover. A competitor called here yesterday and said, 'It's amazing how in a year you've become the destination place to work.' To me, that's the greatest form of flattery."

wouldn't be fair to other sellers if someone received a bonus for a major account that just walked in the door. Target accounts are not typically avail-driven businesses, though those can become key accounts.

Abernethy says that by using this target-to-key system, "We grow our overall revenue, heighten our key-account cutoff level and get our top-echelon clients to spend more money. There's no asking sellers, 'What percentage of budget are you at today?' It's all about the target accounts each seller has and how to get them to be keys. The budget takes care of itself if you're doing that."

Secondaries: These are minimal clients that require a disproportionate amount of the AE's time. Says Abernethy, "They're the ones you've got to

run across town to collect a \$150 check from. They're calling to ask you for concert tickets tomorrow night, giving you the total runaround and wanting their copy changed 12 times a week. They spend \$500 per month on your station and are the biggest time robbers."

He continues, "What we do with the secondary accounts is sit down each year and determine the potential of each one. Can this secondary move to a target, or could this secondary become a key? Or do we fire the account? We're firing accounts that have been wasting time and resources that, quite frankly, could be spent on keys and targets that could spend \$25,000 with our stations.

"As for the clients, \$500 in business isn't going to deliver any results, so

Continued on Page 10

We Do It Right

DIRECT MAIL
TELEMARKETING
E-MARKETING

POINT - T O - POINT
DIRECT MARKETING SOLUTIONS

WWW.POINTTOPOINTMARKETING.COM

MARK HEIDEN 970-472-0131
RICK TORCASSO 972-661-1361
ELIZABETH HAMILTON 703-757-9866

Ten Sales Incentive & Motivation Ideas

The days of offering salespeople only straight commission and standard vacation packages may finally be headed to the Dumpster. "We have to reward and motivate, and we need to be flexible enough to customize compensation systems regardless of cluster size," says Hispanic Broadcasting/San Francisco Director/Retail Marketing Nikki Gelardi, a panelist at the RAB2003 session on sales compensation.

The new paradigm, she says, is to offer different compensation packages for different revenue streams. "We're demanding more of AEs, with multistation, multiplatform cluster selling; the Internet; etc. If they can get higher commissions or bonuses on these different revenue streams, they'll see the pattern. At HBC you have a local broadcast budget you have to hit, an NTR developmental revenue budget and an Internet budget with our own Internet company, NetMio.com.



Nikki Gelardi

"There's an end-of-year bonus for achieving different goals, which stresses the importance of each of these revenue streams. You're not going to get that buy-in unless there's something for them to get out of it."

Gelardi offers several incentive ideas for sales managers:

1. Incentivize specific sales packages and events. HBC recently ran a one-day sale to raise \$100,000. Clients who signed up for five consecutive weeks with two different packages

received a free trip to Cabo San Lucas or Las Vegas, depending on the amount of money they put in. The AE who sold the most packages received \$250. This kind of event can be scaled for smaller markets.

2. Training opportunities. "This is always a hot button, because salespeople always want more training. They want to be mentored and encouraged," says Gelardi. "One big thing for me when I was a new AE was being sent to the RAB; that's a huge reward for a lot of salespeople. Have a contest so that one or two win."

3. Nonfinancial spiffs. "It's not always money, and it could be easy to arrange," Gelardi says. "For me, when I was a new seller, I was single and loved to travel. I think I went to Cabo six times in two years by winning sales competitions. That was my hot button — not having to spend my own money." Other attractions could include parking, vacation days, a car lease or a day at the spa or golf course.

4. Short-term commission bonuses. Gelardi explains, "When I was starting out in a smaller market, we got 20% on all new business for the first three months. It motivated the sellers to sell three months in a row, it brought in new business, and it made it easier for a salesperson to see how they could build their base and see their projections farther out than just one month while not having to reinvent the wheel every month."

"It's usually between 15% and 18% on developmental revenue or NTR. Offer them a little more. If it's a true NTR or rev-dev program — straight co-op money or straight manufacturer money — offer 20%. It's money you would not normally get, and they can be rewarded for finding it."

5. Offer wider territories. "If you're part of a large group of stations or a national company, offer the opportunity to sell station platforms regionally," Gelardi says. "At HBC we can sell our Internet company across the whole U.S. It involves internal paperwork, but it is really rewarding, and the whole company benefits."

6. Restore commissions on aging accounts. "When you have delinquent money getting to 90 days, tell the AEs that if they get it back within a month after the 90, you'll give them their commission back," Gelardi suggests. "That's usually pretty motivating, depending on whether you pay on billing or collection."

She also suggests compensating sellers who cover collections for an AE who is on medical leave or otherwise absent.

7. Raise the commission structure during a down economy. "We addressed our salespeople's concerns

It's A Mouse And An FM Radio!

Got a website to promote? Check out the MouseCaster

A few weeks ago Smartec sent around a release announcing the launch of the MouseCaster mouse, which, it said, "turns any PC into a customized FM radio." With an introduction like that, how could we at R&R resist trying it out?

The MouseCaster's hardware requirements are pretty basic: a PC, Windows 95 or later, a PS/2 mouse port, a CD-ROM drive, eight megabytes of disk space, a sound card with a line-in port and speakers. Also in the package I received was a press piece that said, "MouseCaster should not be installed by anyone who can't change a light bulb!" Well, it's not as easy as all that.



I was able to get the mouse itself hooked up without difficulty, but the software interface needs some work: The instructions begin, "To install, please choose an application from the products listed on the right." But there's no MouseCaster program on the right, just a pointer to the Acrobat Reader and a graphic that says "MP3," which turns out to point to a front-end program for an MP3 encoder. The MouseCaster program is actually

stuck under a graphic on the left. I found it, but I can imagine people being led in a frustrating circle looking for the setup software.

Once found, the program installed quickly through a standard wizard, loaded up with no problem — but produced no sound. I'm no beginner at these things, but I had to call for help from the R&R computer department to get everything working at the same time. Not exactly changing a light bulb, and this part of the package definitely needs work.

But Once It's Installed....

Once it was all safely installed, however, the MouseCaster performed impressively; it works just fine as a mouse, and it works great as a radio tuner. R&R's offices are in the Century City area of Los Angeles, a skyscraper canyon that eats radio, but the MouseCaster brought in every decent signal in the area loud and clear. This is a broadcast tuner, not streamed audio, so no Internet connection is required, and it doesn't interfere with existing 'Net hooks.

The MouseCaster tuner includes a generous 28 presets, six on the tuner itself and the rest accessible from a menu, and a mouse click switches from one preset to another as smoothly as a car radio. When I started showing the MouseCaster to people around the office, the nearly universal reaction was "I want one!"

For some reason the Smartec folks have decided to include a recording function, but unless you or your listeners have a need for enormous .WAV files of radio broadcasts, it's not really a selling point. The press kit says the critter records in MP3 as well, but that's not exactly true; it takes a separately downloaded MP3 encoder to do that.

Expensive though it is — \$35 retail — the MouseCaster could be a novel and elegant giveaway, especially for stations with a strong web presence and a 'Net simulcast or side channels they're looking to promote. The Smartec folks are looking at this as a promotional goodie and say it can be customized with a logo skin, running ad banners, special audio effects and one-button links to websites of your choice.

Reach Smartec at 811-884-1657 or info@mousecaster.com, or visit www.mousecaster.com.

— Brida Connolly

DEEPLY MOTIVATOR

Demand Differences Of Opinion

By Tim Moore

It's understandable that you might hesitate to let a committee make decisions for your radio stations. You've probably seen the buck being passed, action being delayed and plans being watered down. And it's true — a lot of companies, in and out of radio, are addicted to meetings. This frustrates employees and saps energy, but, on the other hand, the one-leader, dictatorial style is even more dangerous.

For example, in one small regional radio group, the newly appointed leader wouldn't trust his key people enough to let them help run the company. He never consulted anyone. The group has been reduced in size and stature since his appointment, and there is a confidence vacuum.

By not demanding to hear different opinions, you create a classic situation: Everyone is thinking alike, and no one is thinking. Top radio companies marshal their best field leaders and require independent thinking in cooperation with upper management at corporate. The best companies welcome creative dissent.

Gen. George Patton was a uniquely gifted commander, but when it came to preparing to fight, he never launched a campaign without first thoroughly exploring it with his senior command staff. He never jammed an operation down their throats. After the field commanders assembled in the war room, the planners outlined the operation and the staff crunched the details.

Patton encouraged free and frank discussion. He knew he could never close his thinking when it came to considering the opinions and ideas of even the most junior among his staff. Instead, he constantly watched, listened and collaborated, then took swift and decisive action.

Because success is never an individual accomplishment, remember to:

- Surround yourself with creative, confident thinkers
- Demand differences of opinion
- Enter an operation with a closure deadline
- Pass the credit around when you succeed
- Be the first to accept blame when you don't succeed

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

regarding income loss by raising our commissions through the tough economic time we have been experiencing in the San Francisco Bay Area," Gelardi notes.

8. Quick contests. "Our GSM had been asking someone to get an appointment with the Kmart regional operations manager for three months," Gelardi recalls. "She finally sent out an e-mail offering \$100 to the first person to get an appointment. Two days later someone got it."

9. Mentoring bonus. "If, as an LSM or GSM, you don't have the resources or time to train, you can incentivize someone for mentoring for you," Gelardi suggests.

10. Incentivize specific trouble situations. "This works really well for a station or revenue stream that's underperforming in a cluster," Gelardi points out. "If you want your top salesperson at your hot station to start selling a weaker one, pay a higher commission for it."

Gelardi also emphasizes the importance of getting salespeople involved in customizing their own compensation plans. If you do that, she says, "They can't really have a lot to complain about, because you have their buy-in. If they see that they're part of the decisionmaking process and that you're working with them on their compensation, it will really motivate them."

Commissions...

Continued from Page 8

we give them recommendations as to where they could better spend their money, even if it's with competitive media. They'll always remember that, and maybe they'll be back someday. Most of the time these accounts appreciate it."

Abernethy's sales managers allow sellers to keep a handful of secondaries, but he says, "I have no expectation level that any of the remaining secondary accounts that our salespeople keep will move up to target accounts. They're just not companies that we can really help grow, given the limited budget they have."

Asked how AEs feel about the practice of regularly weeding out business (and commissions) from secondaries, Abernethy admits that at first they were skeptical. But now, he says, "Two years into it, their paychecks are dramatically increasing and they're more productive with their time. Now they'd fire secondary accounts before their managers could."

In all, says Abernethy, the target-account focus and overall system work remarkably well. "This has been dramatically successful in making our AEs more productive," he says. "We do not try to sell the \$500 packages anymore like radio stations used to. It's just so much more rewarding for everyone involved."

Extras: These are seasonal or annual business: the circus is coming to town, NASCAR or Grand Prix races, major regional events and so forth.

Additional Bonuses & Incentives

Along with bonuses for raising the bar on key accounts and converting tar-

get accounts to keys, Abernethy has instituted some other financial incentives to compensate sellers. He warns, however, "When you're incentivizing too many behaviors, it becomes a little bit difficult and confusing. Always narrow it to three or four." Below are some of the incentives offered at Cox/Houston.

Making budgets. Abernethy explains, "I've done stuff in the past where we've created a range of commissions based on levels. Two years ago, out of our entire cluster, we'd have a handful of people who hit budget. So we developed a quarterly bonus plan that pays each one of our salespeople \$1,500 for achieving 100% of their quarterly budget. Make sure you reward those people and recognize them for that."

A higher renewal rate. "A core value of many managers is renewals," says Abernethy. "Why not pay sellers for satisfying customers? In bonusing pay on their renewal rate, it's a necessity to limit this plan to approved accounts. Also, watch out for seasonality accounts."

Keeping aging lists under 2%. This is a new incentive, Abernethy says: "Cox's 'dirty list' — something we added this year, and you don't want to be on it — includes any account managers who have collections of 90 days or more at greater than 5%. Our collections were embarrassingly high, and now they're probably one of the best in the country — currently less than 2% for the past 90 days. Our sellers are all highly motivated to get a bonus of \$500 if they keep 120-day aging to less than 2% for three consecutive months; the bonus is paid quarterly."

"In addition, we have a monthly sales meeting for everyone, and each person who's under 2% gets a silver dollar. You wouldn't believe how ex-

cited these people get about receiving that coin, which only costs \$1.28. But it's just the sheer recognition of reaching that goal."

"So you have a high aging? Put compensation on lowering it. What stations typically do is say, 'Look, I'm going to pull half your commissions out at 90 days, and all of it at 120.' So everything builds up to 120, and the AEs are like, 'Well, who cares? I've lost the money; why should I go get it?' What I've done is compensate them so they get additional money for getting the money in early."

Achieving the station's total budget goal. Abernethy says, "We provide our entire station a half-day off after every month we achieve budget and a full day off for exceeding each quarter. We've only missed one budget in the past 18 months, and we barely missed that one. It works to motivate the entire team and creates a team atmosphere: The traffic department works with the sellers and the production department works on getting things done. It's very harmonious."

"Before presenting a compensation plan, you need to stop and take a look in the mirror and ask, 'Can I really operate under this plan?' I always try to bring in a committee of top sellers, including some of the senior ones, before we present the plan to get them to buy in to it, and it makes it much easier."

Where The Commissions Are — And Aren't

Cox pays 8% net on agency business, 12% on NTR agency and 20% on direct. All commissions are less any expenses to put together a program for the client. Despite paying a higher commission on direct, Abernethy dismisses the notion that developing direct business is either more time-consuming or more profitable than other sales efforts.

"Both of those are crude assumptions," he argues. "Business is found wherever it's determined to be — through an agency, NTR project or direct. We believe in offering incentives on target-to-key conversions wherever they come from."

Abernethy is not a proponent of paying a higher commission for new business vs. an existing account, because then, he says, "Everyone goes out and generates 10 new secondary accounts. That doesn't make sense to me. I'd rather they find a potential advertiser, make them a target account and work them through the process. Watch out to make sure you don't have any hidden messages when developing your compensation. If you use a strong incentive to build new business, what kind of message does that send to agency-driven business?"

Nor does Abernethy believe in basing compensation on average rates. "We always want to get our average rates higher," he says, "but the problem with that is that if you do something on an average unit rate and you modify or review it monthly, it's something the salesperson can't see, touch or feel until the end of the month. I like to do incentives and compensation plans that have a great deal of impact. I'd rather have my sales manager determine the rates than my salespeople."

60-Second Copywriter

By Jeffrey Hedquist

Audience Empathy

To write effectively for any audience, you need to know as much about them and their lifestyle as possible. A versatile radio writer needs to "become" a middle-aged businessman, an extreme-sports enthusiast, a Hispanic housewife with three children, a retired corporate executive, an African-American teenager. How do you reach all these groups if you aren't a member? Talk to them.

I advocate informal focus groups. How informal? At your next family get-together, sit down and talk with your grandparents, your little cousin, your uncle. Talk with people on the bus and in the park. What brings them joy? What's important in their lives? Do they listen to the radio? What commercials do they like or dislike? What insults them? What persuades them?

In short, find out as much as you can, so when you create a commercial, you are actually writing about life from their perspective. How often should you continue this process? All your life. It will keep you informed about changing values. It will make you a better writer and better able to empathize with your audience. And it can be a lot of fun.

Don't begin with any preconceptions. Simply ask questions, be open to the answers and encourage honesty. With real responses you'll be able to create commercials that are more honest and will resonate with the lives of your audience.

As he travels about the country giving talks on radio, Jeffrey Hedquist turns chance encounters with strangers into informal radio focus groups until he is finally asked to return home to Hedquist Productions, P.O. Box 1475, Fairfield, IA 52556; 641-472-6708; fax: 641-472-7400; jeffrey@hedquist.com.

Assign Nonfinancial Objectives & Motivators

Because bringing in and earning money are not the only motivating forces for sellers, Abernethy also uses a "management by objective" approach. And he's willing to change the objectives frequently — monthly, or even weekly. "All of us have sellers in different forms — new AEs, strong veterans — so tailor the plan to each one individually."

Abernethy has found that objectives for nonfinancial activities can be some of the most effective. He might reward AEs on the number of quality written proposals they produce, on testimonial letters gathered, for conducting needs analyses or for turning in paperwork on time.

When it comes to modifying behavior, Abernethy uses what he calls the "PIC" formula: personal, immediate and certain. "Personal means the incentive applies to the performance of the individual and not the station," he says. "Immediate means the rewards are paid promptly after the desired behavior happens, and certain means there's no doubt or gamble about rules or contests. If you're doing sales contests, that's great, but not everyone on your sales staff cares about them. We try to do all our incentives based on the individual."

Along with nonfinancial objectives come noncash incentives, and those can be very powerful. According to RAB Sr. VP/Training Lynn Anderson, research shows that the No. 1 reason AEs leave stations is lack of recognition. She recommends asking sellers the top 10 things they want from working at your station. Trips —

whether vacations or paid registration to conventions — are popular, as are dinners, hard-to-find tickets, clothes and days off.

Abernethy says, "I'm a firm believer in paying for what you want to get accomplished. There's more than going out and closing new business or making the deal of the day. But don't start paying for everything you want to happen. Money is a great motivator, but for some there are other, more powerful motivations, and those are recognition, celebration, caring and support."

Asked how he discovers the most effective drivers for each seller, Abernethy replies, "I think salespeople change, so every other quarter we sit down with each one and conduct an individual management questionnaire. One section asks, 'What motivates you the most?' and includes about 15 things they rate on a one-10 scale of importance: sales contests, how you like to be recognized [privately or in a group], having a friendly relationship with your boss, getting along with the people you work with."

"Some people just go bonkers over financial incentives. Some people like sales contests, while others hate them. What that tells us is that if we do a typical sales contest, these are the people who are going to excel at them — and there are those who won't, because they couldn't care less. So we tailor sales contests to the individual."

This article was prepared, in part, from an RAB 2003 panel recorded by Mobiltape. For more information on RAB session recordings, call 800-369-5718 or www.mobiltape.com.

Pros On The Move

- **Vanessa Ryan** segues from midday personality to Promotions Coordinator at WIFC/Wausau, WI.
- **Clark Smidt**, a longtime manager, programmer and consultant, launches a new service at www.broadcastideas.com. He encourages radio managers and department heads to request a free, confidential answer to any media question.
- **Shawn Smith**, Director/Marketing for Jones Radio Networks, has formed a marketing alliance with Vancouver, BC-based Halloran:etcetera, which provides JRN with marketing and communications services.
- **Salvatore Tirabassi**, principal at Dolphin Equity Partners, joins the board of digital-broadcasting company VitalStream.
- **Kristina Trumper-Presern**, a three-year AE, is upped to Sr. AE for Katz Radio/Chicago.
- **Jim Vereault**, a 10-year station veteran, steps up from LSM to GSM at Entercom's WAAF/Worcester, MA. Additionally, three-year WAAF AE **Paul Meade** rises to LSM.
- **Kevin White** is the new GM at Backyard Broadcasting's Elmira-Corning, NY cluster: WGMF, WNGZ, WNKI, WPGI & WWLZ. He replaces **Ed Ryan**, who exits. Ryan can be reached at 239-225-0079 or edryan@radioink.com.
- Arbitron announces the following changes:
 - **Mandy Adams** becomes a data- and software-training specialist for Arbitron's West Coast radio clients, segueing from Scarborough Research, where she was a training specialist.
 - **Britt Clure** joins as Sr. Client Service Representative, Advertiser & Agency Services, based in Dallas and working with clients across the Southwest. He was most recently a National Accounts Representative for Verizon Superpages.com.
 - **Stacie de Armas** rises from Sr. Account Manager, Advertiser & Agency Services to Director/Hispanic Marketing Services. She earlier worked as a media analyst and broadcast buyer for the general and Hispanic markets at McCann-Erickson/Los Angeles.

Webcasters Get Together To Get Buyers

Six name-brand streamers form the Internet Radio Marketing Group

Webcasting has a rocky history: years of royalty negotiations, the Copyright Arbitration Royalty Panel and its controversial conclusions and, late last year, a congressional bailout that overrode the CARP and set royalty rates for smaller webcasters. But the drama is done for now, and six webcasters are taking advantage of the peace to pool their name recognition and their

cume as the Internet Radio Marketing Group. The group is made up of 25-54-targeted streamers Classical Beethoven.com, multichannel Boomer Radio, smoothjazz.com, Oldies WARX.com, Triple A mvradio and Ultimate-80s.com. I spoke with Ultimate-80s founder David Landis about the group.

R&R: Why did you decide to do this now?

DL: Actually, this is something we decided to do a while ago. We were starting to put it together at the end of 2001, but then CARP came along and annihilated any chance of generating new business because we were so busy fighting for our own survival. We put it on hold until that got settled.

Once it was settled, we started to pick up where we'd left off. Knowing business was basically done for 2002, we waited until after the first of the year to figure out who we wanted to work with, and we solidified the core group from there.

R&R: How did this group of webcasters get together?

DL: A lot of the research has shown that the strongest audience for Internet radio is the educated, affluent professional, and I wanted to garner that advertising dollar, because I felt that would help legitimize the industry right out of the gate. If we could attract a national advertiser that's looking to target a successful, affluent person, it

would bring a sense of credibility to this industry right from the get-go.

R&R: I know you just launched, but how's it going?

DL: It's going well. Our initiative out of the gate has been to educate buyers and clients about this medium. A lot of people know it's there, but they haven't been following the success of it. Interestingly, in the meetings that I've taken with ad agencies, not one of them has brought up the CARP issue.

R&R: Do they consider it settled?

DL: I don't even think they knew it was going on, to be honest. The coverage of all that stuff was in the technology section of the newspaper, and ad agencies weren't reading that. You know, companies like Tyson Foods wouldn't be reading the technology section of the paper, necessarily; they're going to be reading the business section.

A lot of the companies I've spoken with — and this is some major ad agencies — have said, "Yeah, I looked into Internet radio a couple of years ago, and I thought it was kind of cool, but I haven't really followed what's going on." They're amazed at the fact that there's a whole industry out there that they didn't realize was growing at the rate that it's growing.

Our initiative has been to educate buyers and clients before going in

By Brida Connolly
Associate Managing Editor

there with a strong pitch and selling. Within that, one of the things we're educating them on is how we can deliver their message successfully and how we can account for it. We are the only industry in media that can count how many times and how many people heard a spot. It may not be the most accurate figures, but it's certainly much more accurate than television or broadcast radio.

R&R: Because it's not extrapolated from a survey?

DL: Exactly; it's extrapolated from feeds during the time the ad was running. The accountability aspect of what we can do is immense. Plus, we get people primarily at work, where they do most of their online shopping, investigating and whatnot. That's another thing we're educating the buyers on: We can say, "Look, we're getting them where they're going to react to it."

R&R: Are you offering in-stream spots? Rich media?

DL: I think the most important thing to realize is that we're trying to blur the line between Internet radio and broadcast radio. One of the major problems that we ran into before launching the Internet Radio Marketing Group was that when we spoke to a buyer or an ad agency, they didn't know where to place us. Were we a radio buy, or were we an online buy?

Our mission is to say we are radio, just like cable television is television. It makes no difference that we send a signal over a wire, compared to KROQ/Los Angeles' sending it over a tower. The only difference between us and them is our reach: We have a national reach, they have a local reach.

We don't price it like it's an Internet buy; we price as if they were doing a radio buy, and that's something buyers are already familiar with. The commercials we want you to air with us are audio commercials; we're not necessarily talking about having rich media attached. If they want rich media, a couple of the stations within IRMG can do it, but that doesn't help blur the line between us and normal radio.

Buyers know they can deliver the same audio spots that they run on KROQ, on stations in Dallas, on stations in New York, and they no longer have to go to independent local buyers to run a national campaign. They can go to one spot and get that ad out to a national audience in seconds.

The Internet Radio Marketing Group: Beethoven.com (www.beethoven.com), Boomer Radio (www.boomerradio.com), mvradio (www.mvradio.com), smoothjazz.com (www.smoothjazz.com), Ultimate-80s (www.ultimate-80s.com) and WARX (www.warx.com).



www.gracenote.com
charts@gracenote.com

If you play CDs on an Internet-connected computer, Gracenote probably knows about it. Every day Gracenote's CDDB music-recognition service supplies artist and track information to more than 1 million people who play music through CDDB-enabled audio players; at the same time, Gracenote collects information about the music those people are listening to. That data is then anonymously aggregated for Gracenote's charts. Below are last week's 50 most played CDs.

DIGITAL TOP 50SM

LW	TW	ARTIST Album Title	Weeks On
1	1	50 CENT Get Rich Or Die Tryin'	7
2	2	NORAH JONES Come Away With Me	48
3	3	EMINEM The Eminem Show	45
4	4	COLDPLAY A Rush Of Blood To The Head	30
5	5	EVANESCENCE Fallen	3
9	6	RED HOT CHILI PEPPERS By The Way	37
8	7	VARIOUS ARTISTS 8 Mile	21
6	8	R. KELLY Chocolate Factory	5
7	9	AVRIL LAVIGNE Let Go	41
10	10	CHRISTINA AGUILERA Stripped	20
11	11	JOHN MAYER Room For Squares	51
15	12	NELLY Nellyville	39
13	13	AUDIOSLAVE Audioslave	18
14	14	JUSTIN TIMBERLAKE Justified	20
27	15	SEAN PAUL Dutty Rock	6
18	16	FABOLOUS Street Dreams	3
12	17	DIXIE CHICKS Home	25
19	18	VARIOUS ARTISTS Chicago — Music From The Motion Picture	10
21	19	SYSTEM OF A DOWN Toxicity	81
24	20	VARIOUS ARTISTS Daredevil Soundtrack	7
17	21	SHANIA TWAIN Up!	18
16	22	ROLLING STONES Forty Licks	25
22	23	U2 The Best Of 1990-2000	20
28	24	PINK Missundaztood	64
20	25	JOSH GROBAN Josh Groban	38
23	26	TATU 200 Km/H In The Wrong Lane	6
39	27	ELTON JOHN Greatest Hits 1970-2002	14
26	28	NAS God's Son	14
25	29	JAY-Z The Blueprint 2: The Gift & The Curse	19
32	30	ELVIS PRESLEY Elvis 30 #1 Hits	26
35	31	DAVID GRAY A New Day At Midnight	6
30	32	MASSIVE ATTACK 100th Window	6
37	33	SUM 41 Does This Look Infected?	13
—	34	ASHANTI Ashanti	43
36	35	NIRVANA Nirvana	21
38	36	ALICIA KEYS Songs In A Minor	87
33	37	PINK FLOYD Echoes (The Best Of Pink Floyd)	72
—	38	NO DOUBT Rock Steady	24
31	39	CREED Weathered	70
34	40	JENNIFER LOPEZ This Is Me ... Then	17
—	41	VARIOUS ARTISTS Grammy Nominees 2003	2
41	42	KID ROCK Cocky	10
29	43	AFI Sing The Sorrow	2
42	44	NICKELBACK Silver Side Up	79
40	45	KYLIE MINOGUE Fever	42
48	46	SANTANA Shaman	22
—	47	INCUBUS Morning View	41
—	48	MANA Revolucion De Amor	1
—	49	STROKES Is This It	42
—	50	PUDDLE OF MUDD Come Clean	67

DIGITAL BITS

• Borders has joined Echo, the consortium of brick-and-mortar retailers founded by Best Buy, Hastings Entertainment, Tower Records, Virgin Entertainment, Warehouse Music and Trans World Entertainment. The Echo group is currently seeking licenses from the recording industry for a variety of digital-music services that will include in-store and online products. Borders joins the group as an equal partner, and Echo CEO Dan Hart said, "Borders' industry stature and significant customer presence will strengthen Echo's ability to help retailers extend traditional customer relationships into the world of digital music."

• Top-rated subscription streamer MusicMatch has obtained nonexclusive licenses that will let it offer its custom ArtistMatch channels in Canada, making agreements with BMG Canada, EMI Music Canada, Universal Music Canada and Warner Music Canada, as well as SOCAN, the Canadian publishing-rights organization. ArtistMatch, which lets subscribers create custom playlists with artists of their choice, will become available in Canada later this year.

WWRX/Providence Splits From FNX Radio Network

WWRX/Providence, the Rhode Island component of Phoenix Media's Alternative FNX Radio Network, began broadcasting its own locally originated programming on March 21, though it will continue to be called "103.7 FNX."

PD Cruze, who will continue to program WWRX and the other three FNX Radio Network stations (WFNX/Boston; WFEX/Peterborough, NH; and WPHX/Sanford, ME), told R&R that WFNX and the Maine and New Hampshire outlets will incorporate more gold-based titles into their playlist, while WWRX will not alter its music programming.

"Our research showed that there was a large appetite for FNX's heritage music, stuff that hadn't been heard in years," he said. "We saw that as an opportunity for WFNX to return to its roots and reclaim its heritage Alternative position."

Asst. PD Kevin Mays added, "[Providence] will be more focused on the alt-rock side. If it's a big Alternative hit, it will definitely be on that station."

Cruze's morning show will continue to air on all four stations, while former WMOS/New London, CT host Bailey will take WWRX's midday shift and WFNX Network afternoon hosts Storm & Birdsey will now be heard exclusively on WWRX.

Julie Kramer remains in middays in Boston, Maine and New Hampshire; Mays will cover afternoons for those stations on an interim basis. Nights in Providence will be handled by Asst. MD Bryan Slater, while the other three stations will air a new nighttime show called *Alter Ego*, hosted by former WPLY/Philadelphia personality Paul Driscoll.

Both WWRX and the remaining FNX Radio Network stations marked the split with separate countdowns of the top 500 alternative songs of all time, with one countdown tailored for the Providence market and the other for Boston and Northern New England.

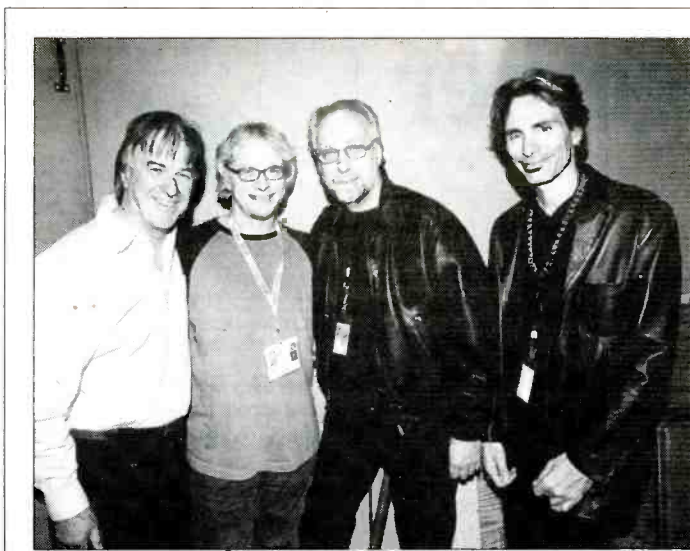
Viacom

Continued from Page 1

Redstone and Karmazin will each receive \$1 million in annual salary. Viacom revealed in an 8-K filing with the SEC, and each is also entitled to bonus payments of up to \$6.6 million, depending on the achievement of certain goals set for the company.

Both men are also entitled to another \$2.9 million in deferred compensation for 2003 and will continue to receive such annual compensation until either one ceases to be an executive officer of Viacom, at which point the accumulated deferred compensation will be paid out.

Interestingly, a clause in Karmazin's



GREATS MEET GREATS The Yardbirds, who will soon release *Birdland*, their first album since 1968, performed in the U.S. for the first time in 35 years when they recently put on a show at the Austin Music Hall in Austin. Longtime Yardbird fan Mike Mills, R.E.M.'s bassist, met the band backstage after the concert. Seen here basking in each other's greatness are (l-r) Yardbird Jim McCarty, Mills, Yardbird Chris Dreja and *Birdland* producer and renowned guitarist Steve Vai.

Citadel Shuffles Birmingham PDs

Citadel's Birmingham cluster has adjusted programming responsibilities for three of its stations. Cluster OM Kerry Lambert has assumed PD duties at News/Talk WAPI and Sports WJOX, succeeding Brent Seale, who has exited. At the same time, Lambert has relinquished PD duties at Classic Rock WZRR to Susan Groves, who maintains the PD/midday host duties at Alternative WRAX she assumed when she joined the station in February 2002.

Lambert will continue to report directly to Citadel/Birmingham VP/GM Terry Bond, while Groves will continue to report to Lambert. Bond told R&R that while he believes the changes are a lateral move for Lambert, "this is definitely a promotion for Susan."

"It was a way to promote her in recognition of her work at WRAX

and a way to build a Rock wall with Susan in charge," Bond said. "Kerry has been programming WZRR for years, but we felt we really needed his help more on the AM properties. It seemed like a logical move to let Susan take the reins for WZRR. We brought Susan in a year ago, and we've got WRAX on a roll. With her experience in Rock formats, it was the logical choice to let her loose on WZRR."

Groves joined WRAX as PD/midday host in February 2002 after serving as Alternative WHRL/Albany, NY's PD for two years. She also programmed Active Rock WQBJ & WQBK/Albany until Clear Channel sold the stations to Regent. Before moving to Albany Groves served as PD at Clear Channel's Alternative WARQ/Columbia, SC.

contract allows him to leave the company if he isn't promptly appointed CEO in the event Redstone ceases to hold the post. And while the contract technically runs into 2006, either Karmazin or the company may terminate his employment effective Dec. 31, 2005 if the company hasn't offered to extend Karmazin's contract by at least two years on or prior to that date.

Another clause prevents Karmazin from making any disparaging comments about the company during his tenure and for one year after his departure should he leave the company.

In a statement Redstone said he is very pleased that Viacom "will continue to benefit from Mel's leadership and talent." He continued, "The CBS merger brought many great assets together under the Viacom name, and Mel has done a masterful job of integrating those

businesses and operating them at peak performance. I look forward to continuing our successful partnership and taking Viacom to new heights in the years to come."

Karmazin said, "Viacom is a great company and is performing at the highest levels in its history. I have had the privilege not only of working with Sumner, one of the great visionaries and executives in the entertainment industry, but also of being associated with the most talented and disciplined management team in the media business. I am very excited about the future and working with Sumner to keep Viacom at the forefront of the media industry while building value for our shareholders."

Wall Street Reacts

Industry watchers reacted quickly to the announcement of Karmazin's new deal with Viacom,

EXECUTIVE ACTION

Stein Set As Launch Radio Network Dir./Prog.

Dia Stein has been named Director/Programming for **Launch Radio Networks**, the radio prep service of United Stations Radio Networks. Stein, who will be based out of LRN's new headquarters in New York City, will oversee the creation and development of all LRN programming services, including its current roster of 12 format-driven music- and entertainment-news services.

Prior to joining LRN Stein served as Sr. Director/Programming for Westwood One, where she also hosted, produced and oversaw program development for the Source Radio Network. She has also been on-air at WXRK and WNEW in New York, WMMS/Cleveland and the CBS Radio Network; done extensive voiceover work; and produced numerous long- and short-form programs, including *askMartha*.

"Dia is a tremendous resource to the Launch Radio Networks family," Exec. VP/GM Charlie Colombo said. "In addition to having traveled the globe interviewing nearly every major rock star and having worked with dozens of television, film and comedy stars, she is a true professional and a real visionary in the radio field."

Sanchez Appointed GM Of Entravision/Monterey

Entravision has named **Alex Sanchez** GM of its Monterey cluster, which comprises radio stations **KLOK, KMBX & KSES** and TV stations **KDJT & KSMS**. Sanchez was most recently VP/GM of Radio Unica's WWRU/New York and KXYZ/Houston.

"By appointing one management team to oversee all our broadcasting assets in the market, we're able to maximize cross-platform opportunities, as well as control operating expenses," Entravision Chairman/CEO Walter Ulloa said. "Alex's successful track record in developing and expanding Spanish-language broadcasting outlets in high-density Hispanic markets will be extremely valuable as we continue to build out company assets and increase share in this fast-growing market."

A 14-year radio- and TV-industry veteran, Sanchez was previously VP/Sales & Marketing and Exec. Producer/air talent for the Dallas Cowboys' Spanish-language TV and radio network.



Sanchez

Rodgers To Lead Radio One/Comcast Cable Net

Johnathan Rodgers has been named President/CEO of the new cable TV network being developed by **Radio One** and **Comcast** to target African-American viewers. Rodgers most recently spent six years as President of Discovery Networks.

Prior to his stint at Discovery — where he was responsible for programming, marketing, research, distribution, operations and ad sales for the group that includes the Discovery Channel, TLC, Animal Planet, Discovery Kids and the Travel Channel — Rodgers spent 20 years at CBS. While there he held such posts as President of CBS's television stations division and Exec. Producer of CBS News.

"Johnathan has an incredible track record in operating top-quality, financially successful television ventures," Radio One President/CEO Alfred Liggins said. "While at the Discovery Networks he helped launch Animal Planet and relaunch the Travel Channel. That experience, plus his strong programming skills, will be invaluable as we move forward with this new enterprise to bring high-quality entertainment programming to the African-American and urban television audience."



Rodgers

and the sentiment was roundly positive.

"The agreement by Mr. Karmazin to stay removes a material overhang on Viacom shares," Merrill Lynch analyst Jessica Reif Cohen said in a report issued the day the announcement was made. She called Karmazin's contract extension "a material positive" for the company, given his management expertise.

Meanwhile, Credit Suisse First Boston's Paul Sweeney said, "We think the renewal of Mr. Karmazin's contract is a major positive. We believe he is a world-class man-

ager running a world-class management team."

Sweeney said the fact that no changes are occurring on Viacom's top management tier is important from an investment standpoint and noted that any overhang in the stock was a not a function of Karmazin's ability to run the company, but rather of the uncertainty surrounding his future there.

With that issue resolved, Sweeney said investors can refocus on Viacom's fundamentals, "which are relatively strong, in our opinion."

— Joe Howard

National Radio

• **ABC RADIO NETWORKS** offers 60-second "America's Most Wanted" features, hosted by John Walsh, Monday-Saturday. For more information, contact Edie Emery at 703-837-9500.

Industry

TM CENTURY now markets Wise Buddah's award-winning D/generation

Changes

Records: Ron Solleveld is named Sr. VP/International at BMI ... **John Lappen** heads the newly created

CHRONICLE

CONDOLENCES

Longtime KAGE/Winona, MN personality **Yvonne Lindquist**, 80, March 16.

imaging library in North America. For more information, contact Ryann Smith at 972-406-6814 or rsmith@trmcentury.com.

Music Marketing/DVD Catalog division of Paradise Artists.

National Radio: Desiree Vander Wal joins MannGroup Radio Services as National Affiliate Marketing Rep.

Advertisers

Continued from Page 1

they had great weekend sales results."

Emmis/Los Angeles Sr. VP/Market Manager Val Maki is also upbeat. "Relatively speaking, there've been very few actual cutbacks," she said. "Some moved out at the end of last week to this week."

Clear Channel Sr. VP/Plains-Northwest Jay Meyers agreed: "We have noticed some cutbacks, but less than expected, and they seem to be coming back quicker now that the war has settled into the fabric of everyday life."

Clear Channel/Denver Market Manager/Regional VP Lee Larson noted, "There have been some small amounts of advertiser cutbacks. It's hard to tell how much is weather-related and how much is war-related."

However, at Hispanic Broadcasting's KSOL/San Francisco, Director/Retail Marketing Nikki Gelardi is seeing longer-term holdouts. "We're experiencing some cutbacks," she said, "and some agencies aren't committing to booking out schedules for their clients until they see how the war unfolds."

The disruptions in some medium and smaller markets have been more pronounced. South Central/Knoxville VP/Market Manager Terry Gillingham told R&R, "We are experiencing some cancellations, but really only from the national and regional advertisers. Local advertisers have stuck it out, and there seems to be no sign of any pulling back there. The cancellations from national have, for the most part, been more postponements than anything else. Most of the money lost from March is resurfacing in April."

"However, that being said, the placement of national for April and

May is pacing way behind what we've been experiencing thus far this year. While the cancellations are slow in coming, so are the buys."

KJEE/Santa Barbara, CA GM/PD Eddie Gutierrez said, "We are not necessarily seeing any cutbacks from our national orders, but we are seeing lots of revision on orders placed since the beginning of 2003. Some remaining Q1 orders were canceled, but with promises to make good on the spots in Q2. We've had an approximately 35% rate on our national order revisions — with promises of make goods. Locally, we are off by 20%, but I believe if this war goes on for a while we will see advertisers back."

Marketing Still 'Full Speed Ahead'

Most broadcasters report no changes in their spring Arbitron marketing efforts. Said Meyers, "Just as we are encouraging our advertisers to continue to market their businesses, we are adhering to the same philosophy."

Abernethy said Cox/Houston is going "full speed ahead," adding, "We have TV, billboards and significant contesting ready to roll within the next few weeks."

On the other hand, KSOL's Gelardi told R&R, "We're not currently airing any large promotions, like cash giveaways or big-ticket prize contests. We're all being sensitive to the situation at hand."

Gillingham is also taking a cautious approach in Knoxville. "We've delayed the start of some major giveaways by a week," he said. "We felt it was inappropriate to talk about the tragedy of war during one break and then come back later in the hour and hype a major contest. The start of the promotion is on hold until we see what develops in Iraq this week."

involved in budgeting and worked with all of the market managers," he said, "But this is the first time that I've had a bunch of stations under me. I feel very excited about this opportunity and about building a world-class cluster of stations for the people here in Philadelphia."

FCC ACTIONS

Continued from Page 6

combination of all of those. As part of its review, the agency wants input on the interference tolerance of existing receivers, on possibilities for improving receiver immunity in various radio services and on the impact agency-imposed rules would have on innovation in the marketplace. The FCC pointed out that it would rather rely on market incentives than rules but noted that it has in the past mandated transmitter standards to control interference levels.

Cox Offers Complex Plan To Get WBHJ Closer To Birmingham

Cox Radio has asked the FCC for permission to move its WBHJ/Birmingham — now based about 30 miles from downtown Birmingham in Tuscaloosa, AL — closer to the city of Birmingham. The station currently has difficulty reaching the northeastern portions of the Birmingham metro, so Cox wants to move the signal to Midfield, AL — a move that would give that city its first local radio service. If the move is approved, WBHJ will downgrade from class C1 to C2 and join the rest of Cox Radio's Birmingham stations atop Red Mountain, a source familiar with the situation told R&R.

The move of WBHJ to Midfield would require a number of other stations to relocate as well. Cox suggests that WFMH/Holly Pond, AL move its 95.5 MHz signal to Hackeburg, AL. Holly Pond's local service would be replaced by WRSA/Decatur, AL, which would relocate its 100kw signal to Holly Pond but would still serve the Huntsville, AL metropolitan area. Additionally, WFFN/Cordova, AL would move its facility at 95.3 MHz to Coaling, AL, just east of Tuscaloosa. Cordova's local service would be replaced by WQOP/Dora, AL, which broadcasts at 92.5 FM. Cox said it has obtained consents from all the stations' licensees and will reimburse them for costs associated with the moves.

Additionally, Cox has asked the FCC to allow WASZ/Ashland, AL to move its 95.5 FM facility to Hobson City, AL while WTRB/Sylacauga, AL's 98.3 FM signal relocates to Ashland. Cox says WASZ and WTRB owner Williams Communications has agreed to the move and now needs only FCC approval to reclassify its WSB-FM/Atlanta from class C to class C0. The FCC is seeking comments on all these changes through May 12.

Gaylord

Continued from Page 1

Opry House in Nashville and what Gaylord calls "other growth initiatives."

Gaylord has already agreed to let Cumulus program and market the duo. Cumulus will assume control of the stations via an LMA that takes effect following the expiration of statutory antitrust waiting periods, and Cumulus and Gaylord anticipate a third-quarter closing on the deal.

Not included in the deal is heritage Country WSM-AM/Nashville, the longtime home of the Grand Ole Opry. But Cumulus will have limited control of that station and will manage the station's advertising via a joint sales agreement with Gaylord.

Speaking about WSM-AM, Gaylord said it "remains committed to developing further this cherished icon of country music and key distribution channel for the company's Grand Ole Opry content."

As part of that commitment to WSM-AM and the Opry, Cumulus has agreed to carry *America's Grand Ole Opry Weekend*, a two-hour weekly syndicated program to be distributed by Westwood One, on its Country stations. The show's debut broadcast is set for next month.

According to Gaylord Entertainment President/CEO Colin Reed, the sale of WSM-FM & WWTN is another step in his company's transformation as it sharpens its fo-

cus on what it considers its core business — Gaylord Hotels and the Grand Ole Opry. The deal follows a December 2002 announcement from Gaylord that it had agreed to sell WKY/Oklahoma City to Citadel for \$7.7 million. WSM-AM is now Gaylord's lone radio property, but Gaylord calls the station an integral component of its strategy to extend the reach of the Opry brand.

"We are proud of the success that WWTN and WSM-FM enjoyed while under our ownership," Reed said. "We are confident that Cumulus possesses the expertise to enhance further the strong positions that WWTN and WSM-FM currently hold in the Nashville market."

Cumulus Chairman/CEO Lew Dickey said, "Cumulus is delighted to combine these wonderful radio stations with our successful Nashville stations. This acquisition is the most important strategic fill-in that our company could make, because it completes our Nashville cluster and solidifies our position in our largest market. This brings the number of stations we own in Nashville to five — a signal of our commitment to the market."

"Gaylord Entertainment has a terrific collection of entertainment and hospitality assets that will benefit our platform, and we look forward to a long and mutually beneficial relationship between our two companies. Moreover, we believe that adding the weekly Opry broadcast will greatly strengthen our country platform."

With the sale of WSM-FM &

WWTN to Cumulus, many in Nashville have begun to ask, "Will WSM-FM stay Country?" Cumulus did not return R&R's calls seeking an answer to the question by Tuesday's deadline.

However, R&R has learned that Lew Dickey and fellow Cumulus executives John Dickey and Michael Dickey met with Gaylord/Nashville staffers Tuesday morning and told those assembled that they are committed to making WSM-FM the No. 1 Country station in Nashville. Still, sources told R&R that WSM-AM & FM and WWTN VP/GM John Padgett will exit the stations when the sale closes.

According to BIA Financial Network data, WWTN billed \$5 million in 2002, WSM-FM billed \$4.6 million, and WSM-AM billed \$3.5 million. Based on R&R research, this places the deal at 13- to 14-times cash flow. Of note is the sharp drop in billing seen at WSM-FM: The station billed \$7.4 million in 1999, \$5.1 million in 2000 and \$4.9 million in 2001.

Meanwhile, WSM-FM currently has openings for a PD, a morning show and an afternoon host following last week's departure of OM Kevin O'Neal, who reportedly resigned from his position. O'Neal signed a four-year contract when he joined WSM-FM in November 2001. WSM-AM also has a PD vacancy, a position that has been open for a few months. A new WSM-AM PD is expected within the next several weeks.

Additional reporting by Lon Helton.

Hilles

Continued from Page 1

When asked by R&R why he opted to join Infinity, Hilles said it was because it gave him the opportunity to directly oversee all the functions at a group of stations. "With Clear Channel, I was heavily

Leach

Continued from Page 3

of *Sopranos* star Jamie-Lynn Sigler. Prior to working at Edel he served as Exec. VP of Island Def Jam Music Group.

Leach was part of the management team responsible for streamlining three companies into one following Seagram's purchase of PolyGram. He became Sr. VP/Promotion at Mercury in 1987 and rose to Exec. VP/GM of Mercury Records Group in 1994.

Kelley

Continued from Page 3

hometown and have his kids grow up without moving, all while working for a great company in a major market."

Music CHOICE[®]

23 million homes
27,000 businesses

Available on digital cable and DirecTV
Adam Neiman • 646-459-3300
This week's Music Choice is frozen.

HIT LIST
Seth Neiman
CHRISTINA AGUILERA Fighter
EMINEM Sing For The Moment
LINKIN PARK Somewhere I Belong
NELLY Pimp Juice
PRYMARY COLORZ If I Could Change
TLC Damaged
VINES Ms. Jackson

SOFT ROCK
Seth Neiman
FLEETWOOD MAC Peacekeeper
NATALIE GRANT No Sign Of It
BONNIE RAITT Time Of Our Lives
UNCLE KRACKER /DOBIE GRAY Drift Away

R&B & HIP-HOP
Damon Williams
COMMON Come Close (Remix)
K.FOX Life (L.A. To Chicago)
MONICA So Gone

RAP
Damon Williams
D.O.C. Gorilla Pimpin'
EMINEM /DMX Go To Sleep
FREEWAY Full Effect
LIL KIM Magic Stick
THREE 6 MAFIA You Scared, Pt. 2

ROCK
Gary Susalis
3 DOORS DOWN The Road I'm On
POWERMAN 5000 Free

TODAY'S COUNTRY
Liz Opoka
PINMONKEY I Drove All Night

PROGRESSIVE
Liz Opoka
COLDPLAY Poltik
JOHN MAYER Back To You
NORAH JONES Turn Me On
SONORE LERCHE You Know So Well
SOUNDTRACK OF OUR LIVES Still Aging
TRACY CHAPMAN Another Sun

AMERICANA
Liz Opoka
BUOY MILLER Little Bitty Kiss
NICKEL CREEK This Side
RAMSAY MIDWOOD Shoot Out At The OK Chinese ...

866-MVTUNES
21,000 movie theaters

WEST

- CHRISTINA AGUILERA Beautiful
- ROBBIE WILLIAMS Feel
- FLEETWOOD MAC Peacekeeper
- NIVEA Don't Mess With My Man
- AMERICAN HI-FI The Art Of Losing

MIDWEST

- FLEETWOOD MAC Peacekeeper
- ROBBIE WILLIAMS Feel
- CHRISTINA AGUILERA Beautiful
- NIVEA Don't Mess With My Man
- SDCHI When I Hold You

SOUTHWEST

- ROBBIE WILLIAMS Feel
- CHRISTINA AGUILERA Beautiful
- NIVEA Don't Mess With My Man
- FLEETWOOD MAC Peacekeeper
- JOHN MAYER Why Georgia

NORTHEAST

- ROBBIE WILLIAMS Feel
- AMERICAN HI-FI The Art Of Losing
- FLEETWOOD MAC Peacekeeper
- CHRISTINA AGUILERA Beautiful
- NIVEA Don't Mess With My Man

SOUTHEAST

- CHRISTINA AGUILERA Beautiful
- FLEETWOOD MAC Peacekeeper
- ROBBIE WILLIAMS Feel
- NIVEA Don't Mess With My Man
- TIM MCGRAW She's My Kind Of Rain

DMX MUSIC

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

DMX Specialty Retail
Sam Teplitsky

The hottest tracks at specialty retail, which includes toy stores, home and office furnishings, kitchen stores, cosmetics, shoe stores, etc., targeted at 25-34 females.

BEN HARPER Diamonds On The Inside
JACK JOHNSON The Horizon Has Been Defeated
DAVID GRAY Caroline
THE WHITE STRIPES We're Going To Be Friends
LONGWAVE Everywhere You Turn
MACY GRAY When I See You
JASON MRAZ I'll Do Anything
JOSH KELLY Amazing
ROBERT WALTER There Goes The Neighborhood
BEN KWELLER Commerce, TX

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

CHR/POP
Jack Patterson
GOOD CHARLOTTE The Anthem
ALL-AMERICAN REJECTS Swing, Swing

CHR/RHYTHMIC
Mark Shands
SANTANA /MUSIC Nothing At All
SEAN PAUL Get Busy
B2K Girlfriend
50 CENT 21 Questions

URBAN
Jack Patterson
MONICA So Gone
KYLIE DEAN Make Me A Song

ALTERNATIVE
Dave Sloan
CAVE IN Anchor
SAHARA HOTNIGHTS Keep Up The Speed
VAUX Broke The Breaks

ROCK
Stephanie Mondello
EVANESCENCE Bring Me To Life
3 DOORS DOWN The Road I'm On
COLD Stupid Girl

ADULT ALTERNATIVE
Stephanie Mondello
BEN HARPER With My Own Two Hands
WILL HOGGE Be The One
1 GIANT LEAP The Way You Dream

ADULT CONTEMPORARY
Jason Shiff
MADONNA American Life
DANA GLOVER Rain
LISA MARIE PRESLEY Lights Out

INTERNATIONAL HITS
Mark Shands
GARETH GATES Spirit In The Sky
MADONNA American Life
MISSY ELLIOTT Gossip Folks
JENNIFER LOPEZ /LL COOL J All I Have

COUNTRY
Leanne Flask
KENNY CHESNEY Celebrity
TERRI CLARK Three Mississippi
STEVE HOLY Rock-A-Bye Heart

DANCE
Danielle Ruysschaert
JASON NEVINS & ERIC B. & RAKIM I Know You...
VI3 Eyes Closed So Tight (Nu Soul Mix)
D-FUSE Everything With You
DEIBAT Funkoverflow
KIRSTY HAWKSHAW Fine Day (James Holden Remix)

RAP/HIP-HOP
Mark Shands
PANJABI MC Beware Of The Boys
MO THUGS /LAYZIE BONE All Life Long
E-40 One Night Stand
FABOLOUS Can't Let You Go
JAY-Z Excuse Me Miss
STICKY FINGAZ /MISSY ELLIOTT Can't Call It!

SATELLITE RADIO

Lori Parkerson • 202-380-4425

BPM (XM81)
Blake Lawrence
DUNCAN SHEIK On A High
MARC ET CLAUDE Feel You

Squizz (XM48)
Charlie Logan
DOUBLEDRIE Imprint
FORTY FOOT ECHO Save Me
POWERMAN 5000 Free
UNLOCO Failure

U-POP (XM29)
Ted Kelley
ARIA Ti Amo
JUNIOR SENIOR Move Your Feet
NAS I Can
RON SEXSMITH & CHRIS MARTIN Gold In...
ROY KSOPP & NORMAN COOKE Eple
RUBY AMANFU Sugah

Raw (XM66)
Leo G.
THREE 6 MAFIA You Scared, Pt. 2

Real Jazz (XM70)
Maxx Myrick
BRUCE BARTH Live At The Village Vanguard
JESSICA WILLIAMS All Alone
KENNY GARRETT Standard Of Language
LEROY JONES Back To My Roots
REGINA CARTER Paganini: After A Dream
STEVE TURRE One 4 J

Watercolors (XM71)
Trinity
NORAH JONES Don't Know Why
WALTER BEASLEY Precious Moments

X Country (XM12)
Jessie Scott
DAN BERN Graceland
DERAILERS Genuine
KEROSENE BROTHERS Katy Daly
KORBY LENKER Grand Coulee Dam
RAY WYLIE HUBBARD Screw You, We're From...
ROSANNE CASH I'll Change For You

XM Café (XM45)
Bill Evans
PHIL ROY Issues + Options
ROSANNE CASH Rules Of Travel
ZIGGY MARLEY Dragonfly

20on20 (XM20)
50 CENT In Da Club
3 DOORS DOWN When I'm Gone
JA RULE /ASHANTI Mesmerize
T.A.T.U. All The Things She Said
B2K /P. DIDDY Bump, Bump, Bump
JENNIFER LOPEZ /LL COOL J All I Have
EMINEM Superman
CHRISTINA AGUILERA Beautiful
KID ROCK /SHERYL CROW Picture
AMANDA PEREZ Angel
MISSY ELLIOTT Gossip Folks
AVRIL LAVIGNE I'm With You
JUSTIN TIMBERLAKE Cry Me A River
OF DUB Country Girl
BOOMKAT The Wreckoning
DANIEL BEINGFIELD If You're Not The One
OIXIE CHICKS Landslide
PUDDLE OF MUDD She Hates Me
BOWLING FOR SOUP Girl All The Bad...
SIMPLE PLAN I'd Do Anything

RADIO DISNEY

This week's Radio Disney is frozen.

Artist/Title	Total Plays
HILARY DUFF I Can't Wait	75
JENNIFER LOPEZ Jenny From The Block	74
AVRIL LAVIGNE Complicated	73
JUSTIN TIMBERLAKE Cry Me A River	73
HAMPTON THE HAMSTER Hampsterdance	73
LIL BOW WOW Basketball	73
LMNT Juliet	72
AARON CARTER America A O	71
CHRISTINA AGUILERA Beautiful	70
JUMP 5 All I Can Do	36
LALAINA You Wish	35
PLAY Us Against The World	33
LAS KETCHUP The Ketchup Song	32
SMASH MOUTH I'm A Believer	31
VANESSA CARLTON A Thousand Miles	31
KELLY CLARKSON A Moment Like This	30
CHRISTINA MILIAN Call Me, Beep Me	30
BAHA MEN Who Let The Dogs Out	29
PINK Get The Party Started	28
SIMON & MILO Get A Clue	27

Playlist for the week of March 10-17.

SIRIUS

The Pulse
Haneen Arafat
JOHN MAYER Why Georgia

U.S. 1
Bill Hammond
3 DOORS DOWN When I'm Gone
FRANKIE J Don't Wanna Try
R. KELLY Ignition
STACY ORRICO Stuck
SEAN PAUL Get Busy

Hot Jamz
Ken Spellman
50 CENT 21 Questions
ROY JONES JR. Who Runs This
MC LYTE Ride Wit Me
PANJABI MC Beware Of The Boys

Hip Hop Nation
Ken Spellman
DAVID BANNER Like A Pimp
BONECRUSHER Never Scared

New Country
Jim Kressler
GARTH BROOKS Why Ain't I Running
SAMMY KERSHAW I Want My Money Back
LONESTAR My Front Porch Looking In

Octane
Don Kaye
ANDROIDS Do It With Madonna
THE DONNAS Who Invited You
FINGER ELEVEN Good Times
GOB Give Up The Grudge
MEMENTO Nothing Sacred
ZWAN Lyric

The Trend
Joel Salkowitz
JOHN MAYER Why Georgia

AOL Radio@Network
Ron Nenni 415-934-2790

Top Country
Lawrence Kay
TERRI CLARK Three Mississippi
DUSTY DRAKE One Last Time
AARON LINES Love Changes Everything

Top Pop
Mark Hamilton
ALL-AMERICAN REJECTS Swing, Swing
DANIEL BEDINGFIELD If You're Not The One
COUNTING CROWS /VANESSA CARLTON Big Yellow Taxi
SIXPENCE NONE THE RICHER Don't Dream It's Over
VI3 Eyes Closed So Tight

Top Alternative
Cameo
ANDROIDS Do It With Madonna
DOUBLEDRIE Imprint
HOT HOT HEAT Bandages

Smooth Jazz
Stan Dunn
FOURPLAY Ju Ju
JEFF LORBER Gigabyte
J. THOMPSON Tell Me The Truth

Top Jams
Davey D
BEYONCÉ In The Club Mix
GOAPELE Closer
TALIB KWELI Get By

abc RADIO NETWORKS
Phil Hall • 972-991-9200

Hot AC
Steve Nichols
JOHN MAYER Why Georgia

StarStation
Peter Stewart
JOHN MAYER Your Body Is A Wonderland
NO DOUBT Running

Heritage Rock

Steve Young/Kristopher Jones
FLEETWOOD MAC Peacekeeper

Hot AC
Steve Young/Josh Hosler
JOHN MAYER Why Georgia

CHR
Steve Young/Josh Hosler
CHRISTINA AGUILERA Fighter
EVANESCENCE Bring Me To Life
GINUWINE Hell Yeah
MADONNA American Life
WAYNE WONDER No Letting Go

Rhythmic CHR
Steve Young/Josh Hosler
LIL MO /FABOLOUS 4 Ever
JUSTIN TIMBERLAKE Rock Your Body

Soft AC
Mike Bettelli/Teresa Cook
DANA GLOVER Thinking Over

Mainstream AC
Mike Bettelli/Teresa Cook
UNCLE KRACKER Drift Away

Dave Wingert Show
Mike Bettelli/Teresa Cook
UNCLE KRACKER Drift Away

Mainstream Country
Ray Randall/Hank Aaron
SARA EVANS Back Seat Of A Greyhound Bus
TOBY KEITH Beer For My Horses
SAMMY KERSHAW I Want My Money Back

New Country
Hank Aaron
TOBY KEITH Beer For My Horses
BRIAN MCCOMAS 99.9% Sure
BRAD PAISLEY Celebrity
JIMMY WAYNE Stay Gone

Lia
Ken Moultrie/Hank Aaron
JESSICA ANDREWS There's More To Me Than You
LONESTAR My Front Porch Looking In

24 HOUR FORMATS
Jon Holiday • 303-784-8700

Adult Hit Radio
JJ McKay
DANIEL BEDINGFIELD If You're Not The One
MACY GRAY When I See You

Adult Contemporary
Rick Brady
PHIL COLLINS Come With Me (Lullaby)

U.S. Country
Penny Mitchell
TOBY KEITH Beer For My Horses
GEORGE STRAIT Tell Me Something Bad About Tulsa
WARREN BROTHERS Hey, Mr. President

GREAT AMERICAN COUNTRY
Jim Murphy • 303-784-8700
MARCEL Tennessee

WESTWOOD ONE

Charlie Cook • 661-294-9000

Soft AC
Andy Fuller
PHIL COLLINS Come With Me (Lullaby)

Bright AC
Jim Hays
NORAH JONES Come Away With Me

Mainstream Country
David Felker
GEORGE STRAIT Tell Me Something Bad About Tulsa

Hot Country
Jim Hays
TOBY KEITH Beer For My Horses
GEORGE STRAIT Tell Me Something Bad About Tulsa

Young & Elder
David Felker
TRACE ADKINS Then They Do
GEORGE STRAIT Tell Me Something Bad About Tulsa

After Midnight
Tracy Byrd
THE TRUTH ABOUT MEN
WARREN BROTHERS Hey, Mr. President

WRN
MULTI RADIO NETWORKS

Alternative
Chris Reeves • 402-952-7600
BLUR Crazy Beat
BREAKING BENJAMIN Skin

POLLSTAR CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours
1	BON JOVI	\$986.4	JACK JOHNSON & BEN HARPER
2	PHISH	\$837.6	HOT ACTION COP
3	GEORGE STRAIT	\$726.4	LOLLAPALOOZA
4	CHER	\$656.5	SANTANA
5	NEIL DIAMOND	\$540.2	SEPULTURA
6	KENNY CHESNEY	\$413.9	
7	TOBY KEITH	\$367.3	
8	DAVID COPPERFIELD	\$279.9	
9	BILL GAITHER & FRIENDS	\$233.3	
10	DAVID GRAY	\$200.2	
11	LORD OF THE DANCE	\$186.4	
12	SCORPIONS & WHITESNAKE	\$182.3	
13	TRANS-SIBERIAN ORCHESTRA	\$173.4	
14	KENNY ROGERS	\$158.7	
15	COLDPLAY	\$137.5	

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

72 million households

 Tom Calderone
VP/Programming


Plays

50 CENT	In Da Club	46
EMINEM	Sing For The Moment	45
JAY-Z	Excuse Me Miss	42
SNOOP DOGG	I/PHARRELL Beautiful	36
GOOD CHARLOTTE	The Anthem	36
LINKIN PARK	Somewhere I Belong	31
AUDIOSLAVE	Like A Stone	26
TYRESE	How You Gonna Act Like That	24
MISSY ELLIOTT	I/LUDACRIS Gossip Folks	23
COLDPLAY	Clocks	20
LIL KIM	I/MR. CHEEKS The Jump Off	17
NAS	I Can	17
SIMPLE PLAN	Addicted	15
ALL-AMERICAN REJECTS	Swing, Swing	14
SEAN PAUL	Get Busy	13
RED HOT CHILI PEPPERS	Can't Stop	12
THE USED	Buried Myself Alive	12
BABY	I/CLIPSE What Happened To That Boy	12
JUSTIN TIMBERLAKE	Rock Your Body	11
AALIYAH	Miss You	11

Video playlist is frozen.


 David Cohn
General Manager

2

LINKIN PARK	Somewhere I Belong	
EMINEM	Sing For The Moment	
AUDIOSLAVE	Like A Stone	
SNOOP DOGG	I/PHARRELL Beautiful	
3 OODRS DOWN	When I'm Gone	
R. KELLY	Ignition	
EVANESCENCE	Bring Me To Life	
50 CENT	In Da Club	
MISSY ELLIOTT	I/LUDACRIS Gossip Folks	
SEAN PAUL	Get Busy	
JAY-Z	Excuse Me Miss	
FABOLOUS	Can't Let You Go	
FOO FIGHTERS	Times Like These	
SYSTEM OF A DOWN	Boom	
NEW FOUND GLORY	Head On Collision	
VIVIAN GREEN	Emotional Rollercoaster	
ALL-AMERICAN REJECTS	Swing, Swing	
JOHNNY CASH	Hurt	
NAS	I Can	
COLDPLAY	Clocks	

Video playlist for the week of March 18-24.

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 pics to:

R&R, c/o Mike Davis:

mdavis@radioandrecords.com

75 million households

 Paul Marszalek
VP/Music Programming


ADDS

ALL-AMERICAN REJECTS Swing, Swing
MAROON 5 Harder To Breathe
UNCLE KRACKER Drift Away

Plays

3 OODRS DOWN	When I'm Gone	25
KID ROCK	I/SHERYL CROW Picture	25
AVRIL LAVIGNE	I'm With You	24
JENNIFER LOPEZ	I/LL COOL J All I Have	24
NO DOUBT	Running	18
LISA MARIE PRESLEY	Lights Out	18
NORAH JONES	Come Away With Me	17
MATCHBOX TWENTY	Unwell	17
JASON MRAZ	The Remedy (I Won't Worry)	17
CATHERINE ZETA-JONES	And All That Jazz	17
AUDIOSLAVE	Like A Stone	16
BON JOVI	Misunderstood	16
COLDPLAY	Clocks	15
CELINE DION	I Drove All Night	15
FOO FIGHTERS	Times Like These	15
JOHN MAYER	Why Georgia	15
FRANKY PEREZ	Something Crazy	15
RED HOT CHILI PEPPERS	Can't Stop	15
COUNTING CROWS	I/V. CARLTON Big Yellow Taxi	9
JUSTIN TIMBERLAKE	Rock Your Body	9
SHANIA TWAIN	Up!	9
AALIYAH	Miss You	8
INDIA.ARIE	Can I Walk With You	8
JOHNNY CASH	Hurt	7
KELLY ROWLAND	Can't Nobody	7
SANTANA	I/MUSIQ Nothing At All	7
SNOOP DOGG	Beautiful	6
CHANTAL KREVIASZUK	In This Life	5
ROBBIE WILLIAMS	Feel	4
MISSY ELLIOTT	I/LUDACRIS Gossip Folks	3
R. KELLY	Ignition	3
AMANDA PEREZ	Angel	3
BRUCE SPRINGSTEEN	Waiting On A Sunny Day	3
SYSTEM OF A DOWN	Boom	3
LUCY WOODWARD	Dumb Girls	2

Video airplay for March 24-31.

36 million households

 Cindy Mahmoud
VP/Music Programming & Entertainment


VIDEO PLAYLIST

LIL KIM I/MR. CHEEKS The Jump Off
B. RHYMES I/M. CAREY & FLIPMODE SQUAD I Know What...
SNOOP DOGG Beautiful
GINUWINE I/BABY Hell Yeah
R. KELLY Ignition
SEAN PAUL Get Busy
NAS I Can
JAHEIM Put That Woman First
WAYNE WONDER No Letting Go
TYRESE How You Gonna Act Like That

RAP CITY TOP 10

50 CENT In Da Club
JA RULE I/ASHANTI Mesmerize
LIL KIM I/MR. CHEEKS The Jump Off
JAY-Z Excuse Me Miss
NELLY Pimp Juice
NAS I Can
BONECRUSHER I/KILLER MIKE & TI Never Scared
JA RULE Reign
EMINEM Sing For The Moment
B. RHYMES I/M. CAREY & FLIPMODE SQUAD I Know What...

Video playlist for the week ending March 30.


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

ADDS

JESSICA ANDREWS There's More To Me Than You

TOP 20

MARTINA MCBRIDE Concrete Angel
KENNY CHESNEY Big Star
BLAKE SHELTON The Baby
DIXIE CHICKS Travelin' Soldier
DEANA CARTER There's No Limit
KEITH URBAN Raining On Sunday
KID ROCK I/SHERYL CROW Picture
SHANIA TWAIN Up!
JOE NICHOLS Brokenheartsville
JOHNNY CASH Hurt
JENNIFER HANSON Beautiful Goodbye
FAITH HILL When The Lights Go Down
MONTGOMERY GENTRY Speed
VINCE GILL Next Big Thing
CHRIS CAGLE What A Beautiful Day
TIM MCGRAW She's My Kind Of Rain
DIAMOND RIO I Believe
ALISON KRAUSS & UNION STATION New Favorite
JESSICA ANDREWS There's More To Me Than You
DARRYL WORLEY Have You Forgotten?

HEAVY

BLAKE SHELTON The Baby
DARRYL WORLEY Have You Forgotten?
DIXIE CHICKS Travelin' Soldier
JOE NICHOLS Brokenheartsville
KEITH URBAN Raining On Sunday
KENNY CHESNEY Big Star
KID ROCK I/SHERYL CROW Picture
MARTINA MCBRIDE Concrete Angel
MONTGOMERY GENTRY Speed
SHANIA TWAIN Up!
TIM MCGRAW She's My Kind Of Rain

HOT SHOTS

BERING STRAIT Bering Strait
JESSICA ANDREWS There's More To Me Than You
JOHNNY CASH Hurt
NICKEL CREEK Speak

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

Information current as of March 25, 2003.


 Jim Murphy, VP/Programming
19 million households

ADDS

MARCEL Tennessee

TOP 10

ALAN JACKSON That'd Be Alright
MARTINA MCBRIDE Concrete Angel
KEITH URBAN Raining On Sunday
JOE NICHOLS Brokenheartsville
CHRIS CAGLE What A Beautiful Day
KENNY CHESNEY Big Star
DIAMOND RIO I Believe
TIM MCGRAW She's My Kind Of Rain
DIXIE CHICKS Travelin' Soldier
AARON LINES You Can't Hide Beautiful

Information current as of March 25, 2003.

TELEVISION

TOP TEN SHOWS

 Total Audience
(105.5 million households)

- 1 Academy Awards
- 2 American Idol (Tuesday)
- 3 Oscar Countdown 2003
- 4 American Idol (Wednesday)
- 5 Survivor: Amazon (Wednesday, 8pm)
- 6 Friends
- 7 Fear Factor
- 8 Scrubs
- 9 Judging Amy
- 10 JAG

March 17-23

 Adults
18-34

- 1 Academy Awards
- 2 American Idol (Tuesday)
- 3 American Idol (Wednesday)
- 4 Friends
- (tie) Scrubs
- 6 Fear Factor
- 7 Will & Grace
- 8 Good Morning Miami
- (tie) Oscar Countdown
- 10 Bernie Mac

Source: Nielsen Media Research

COMING NEXT WEEK

Friday, 3/28

- Everclear, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- The Wondermints, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- The Streets, *Last Call With Carson Daly* (NBC, check local listings for time).
- Camp Freddy, *Jimmy Kimmel Live* (ABC, 12:05am ET/PT).

Saturday, 3/29

- The Strokes, *Mad TV* (Fox, 11pm ET/PT).
- Beck, *Saturday Night Live* (NBC, 11:30pm ET/PT).

Monday, 3/31

- Lucy Woodward, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Badly Drawn Boy, *Conan O'Brien*.
- Buckwheat Zydeco, *Craig Kilborn*.

- T.A.T.U., *Carson Daly*.
- Saliva, *Jimmy Kimmel*.

Tuesday, 4/1

- Rob Zombie and Lionel Richie, *Jay Leno*.
- Rosanne Cash, *Late Show With David Letterman* (CBS, check local listings for time).
- Dar Williams, *Conan O'Brien*.
- Ringo Starr, *Carson Daly*.

Wednesday, 4/2

- PBS's *American Masters* presents *Joni Mitchell: Woman of Heart and Mind* (check local listings for time).
- The Wallflowers, *Jay Leno*.
- Cory Branan, *David Letterman*.
- Bon Jovi, *Carson Daly*.
- Cam'ron I/The Diplomats, *Jimmy Kimmel*.

Thursday, 4/3

- Bo Diddley, *David Letterman*.
- Finch, *Conan O'Brien*.
- Sum 41, *Craig Kilborn*.
- Fabolous, *Carson Daly*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

March 21-23

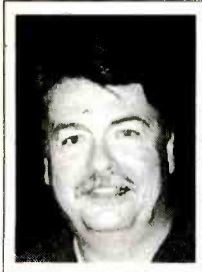
Title	Distributor	\$ Weekend	\$ To Date
1	<i>Bringing Down The House</i> (Buena Vista)	\$16.20	\$83.34
2	<i>Dreamcatcher</i> (WB)*	\$15.02	\$15.02
3	<i>Agent Cody Banks</i> (MGM/UA)	\$9.22	\$26.53
4	<i>View From The Top</i> (Miramax)*	\$7.00	\$7.00
5	<i>The Hunted</i> (Paramount)	\$6.51	\$23.39
6	<i>Chicago</i> (Miramax)	\$6.17	\$134.01
7	<i>Piglet's Big Movie</i> (Buena Vista)*	\$6.09	\$6.09
8	<i>Tears Of The Sun</i> (Sony)	\$4.43	\$37.92
9	<i>Old School</i> (DreamWorks)	\$3.90	\$66.96
10	<i>Boat Trip</i> (Artisan)*	\$3.81	\$3.81

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

COMING ATTRACTIONS: Now playing in limited release is *Down and Out With the Dolls*, written and directed by Kurt Voss. The film's Lakeshore Records soundtrack contains music by the film's stars, Zoe Poledouris ("Taking It On") and Kinnie Starr ("Warm"), as well as their work with the film's titular all-girl band, The Paper Dolls: "One Night Stand," "Got Balls" and "Dig."

Also on the ST are Lo-Ball's "Rock Star," The Bangs' "He's a Groupie," Fonda's "Be a Volunteer" and "Round & Square," and "She's Not Your Friend" by ex-Nymphs member Inger Lorre, who has a cameo in the film. Other cameos: Motorhead's Lemmy, L7's Janice Tanaka and recording act Coyote Shivers.

— Julie Gidlow



apeterson@radioandrecords.com

Holding Their Feet To The Fire

Gary Hart urges Talk radio to open a dialogue on homeland security

At the R&R Talk Radio Seminar held recently in Los Angeles, attendees had the opportunity to hear former U.S. Senator Gary Hart's views of the state of America's preparedness when it comes to security within our own borders. In light of current world events, Hart's remarks seemed worth sharing on these pages for those who did not have the opportunity to hear the former senator from Colorado speak.

Hart co-chaired the U.S. Committee on National Security, which issued a report calling for the creation of a new, Cabinet-level Homeland Security Agency more than eight months prior to the terrorist attacks of Sept. 11, 2001. In a second study, released late last year, Hart and his colleagues offered little comfort to those concerned about the country's progress on security issues since 9/11.

As session moderator and CNNRadio News VP Robert Garcia noted, "This time, many of us paid a little more careful attention to what this group was saying. In fact, the title of the report, 'America: Still Unprepared, Still in Danger' — which was issued

a year after 9/11 — says it all."

After Garcia's introduction, Hart took the stage to offer attendees a detailed report on the state of our national security that was alternately informative and chilling. "To put this into historical context, let me first explain how the commission and then this task force were created and what we were trying to do," he began.

"In the mid-20th century, the United States — which had been largely a continental power for most of its history — found itself deeply involved in World War II and a leader of a coalition against fascism. When that war ended, the issue was 'What happens to the United States now?'"



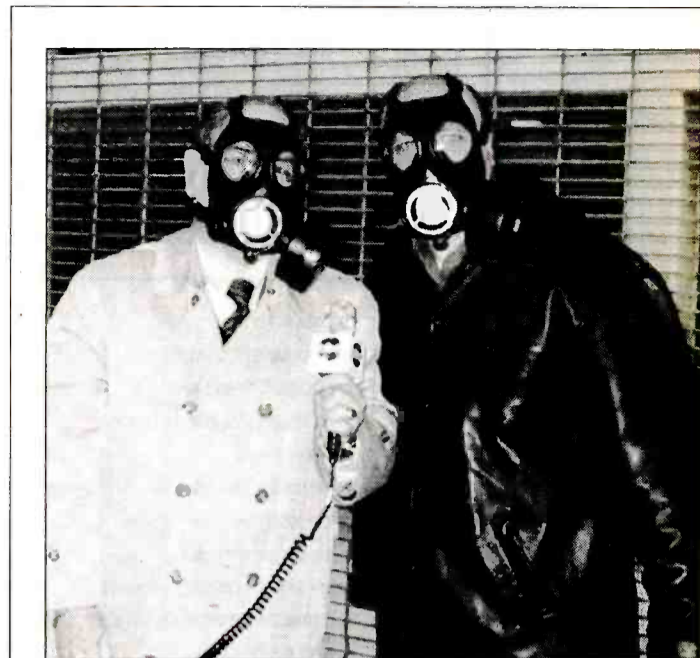
Gary Hart

The Historical Context

He continued, "In the period following World War II, President Truman, his secretary of defense and others created a series of commissions and committees to advise the government on where America would go in the remainder of the 20th century.

"We're fighting the war on terror on one front only, now in Iraq. But our homeland is the second front, and we've got to prepare."

"The summation of their conclusions was that the U.S. could no longer retreat behind the Atlantic and Pacific Oceans, because we are a world



SIGN OF THE TIMES That's ABC News reporters Vic Ratner (l) and Tim Scheld wearing their standard-issue equipment following a Pentagon training program for news correspondents who could be subject to exposure to a chemical or biological weapons attack.

power, and we have a role to play. The central organizing principle of the United States' foreign and defense policies came to be summarized in three words: containment of communism. That was our policy from 1947 until the Soviet Union and its empire collapsed in 1991."

Hart said that after the fall of communism nearly a decade passed before America began to think about its role in the post-Cold War world of the 21st century. "With the persuasion of people like myself, President Clinton and then-Speaker of the House Newt Gingrich created the U.S. Commission on National Security for the 21st Century," he explained.

"It comprised seven Democrats and seven Republicans. Our task was to report in 2001 to the president a set of recommendations for what a post-Cold War national security policy should look like. We were replicating the work done by all of these commissions and agencies nearly a half century ago."

New World Coming

Hart said one of the main questions confronted by the commission was how the world of the next century would differ from the world in the century that had just ended. He said, "In a report called 'New World Coming,' we gave 14 findings.

"The first was that America would be attacked by terrorists using weapons of mass destruction and that Americans would die on American soil, possibly in large numbers. The report was dated Sept. 15, 1999 — two years almost to the day before the terrorists attacked us in New York and Washington.

"The second report laid out a framework for a new national security policy. Our final report was given to President George W. Bush on Jan. 31, 2001 with 50 specific recommendations in five broad categories, the first of which was to coordinate the federal government assets that protect this country."

Continued on Page 17

Five Sisters, Four Cities, Two Continents.

Stirring It Up.



abc RADIO NETWORKS

212-735-1700

www.satellitesisters.com • www.abcradio.com



Holding Their Feet To The Fire

Continued from Page 16

Hart explained that the committee suggested that was necessary because it believed the U.S. needed three distinctive layers of defense: prevention, protection and response. "The first layer is prevention, find them and stop them before they can act against us," he said.

"If we can't find them, then we need to protect our borders to prevent terrorists and weapons of mass destruction from coming into our country. Finally, we need response, which is to stop them here on our soil or at least be prepared to limit the damage. We found that when it came to the protection side of things, this country was not well prepared."

Plenty Of Warning

Hart reported that the committee's recommendations, many of which now seem to have been almost prophetic, were not received with a great deal of enthusiasm by either government officials or people in business.

"Some of us felt a great deal more urgency than others," Hart said. "I went around the country as a kind of Paul Revere, if you will, giving a lot of speeches saying that we were not prepared or ready for terrorism in this country."

"Ironically, I spoke to the International Air Transportation Convention in Montreal, Canada and also met with National Security Advisor Dr. Condoleezza Rice to discuss the subject on Sept. 6, 2001, just five days before the 9/11 attack."

Hart said the committee's warnings also did not get much coverage by the media, even though he and his colleagues did their best to sound the alarm. "When we delivered all three of our final reports, we held press conferences," he said. "We invited the press, and we also visited with the editorial boards of the *New York Times*, the *Wall Street Journal*, the *Washington Post* and the *Denver Post*, among others."

"The day we issued our final re-

port, the *New York Times* — the newspaper of record in America — did not print one word. Sept. 11 was not Pearl Harbor, it was worse — because we were warned. Three thousand Americans lost their lives, and they didn't need to."

Hart said the American people weren't warned about the dangers of terrorism. "Why?" he asked. "That's largely due to the fact that the press did not do its job. The First Amendment was not enacted so the print and electronic media in this country could make money; it was enacted so that the American people will know about the business of their government."

"If those who are doing their job and keeping the American people informed about their business also make money, that's great. But the first job of the media is to tell Americans about their business, because if they don't know, they're not going to call their congressmen or senators or the White House and say, 'I heard this report, and I want to know what you are doing about it.' That's the way the system has to work in a mass democracy of 285 million people."

"You either believe that the worst is over or that the worst is yet to come. I believe the worst is yet to come."

The Worst Is Yet To Come

A year after the events of Sept. 11, 2001, the Council on Foreign Relations asked Hart and his committee co-Chairman, former Senator Warren Rudman, to head a task force that would assess how much progress had been made in increasing protection for America against terrorist acts.

"We found that almost nothing had been done to protect our seaports," said Hart. "We found that the National Guard was not being trained and equipped to protect this country on our own soil. We found that state and local law-enforcement agencies were not coordinating with federal agencies like the FBI, nor were they receiving training or financing to equip them for the task of protecting the citizens of our country. In fact, very little had been done."

Will we be attacked on U.S. soil again? Hart thinks so. "You either believe that the worst is over or that the worst is yet to come," he said. "I believe the worst is yet to come. I don't think the attack will be commercial airliners flown into buildings, and I don't think it will come in New York or even Los Angeles."

"I think it will come in the form of multiple attacks on cities in the interior of this country, and they are not prepared. America is still at risk and still in danger, and I believe we are not much safer than we were prior to 9/11. And with war in Iraq, the threat to this country is going to skyrocket."

The Media's Role

Hart wants the media to step up and do a better job when it comes to informing Americans about and alerting them to the dangers to homeland security he believes we now face. "The role of the media is to tell people what is and what isn't going on," he said.

"Your role is critical. I urge you to ask tough questions — not only of people in Washington, but also of people in state and local governments. Ask your governors and mayors, 'Is our state and are our cities prepared?' And don't take a simple yes for an answer. Sure, task forces are created and people hold meetings, but I am talking about very specific steps that need to be taken."

"Ask local police departments if they can communicate with your state highway patrol, and I will bet you that in 40 out of 50 instances, the answer will be no. Ask your local law-enforce-

"The role of the media is to tell people what is and what isn't going on. Your role is critical. I urge you to ask tough questions, not only of people in Washington, but also of people in state and local governments."

ment agencies if they are on the same frequency and wavelength as the fire department. In 80% of the cases the answer is no.

"This is all basic stuff that doesn't need to wait for millions or billions of dollars to come from Washington in order to fix it. Everybody complains about big government and wants to move governing to the state and local level."

"This is a challenge for state and local governments, but guess what? They're all waiting for somebody in Washington to tell them what to do, and they don't have to. If you really believe in state and local government, then this is the biggest challenge they must all learn to meet. Your job as broadcasters is to make them do their job."

Answering The Question

Hart has an answer — albeit not a very popular one — to the argument that state and local governments are facing a financial crisis and don't have the money to do what needs to be done. "Every state in the union has taxing power," he said. "A true leader — a governor, or even a mayor, in some cases — can raise taxes."

"I know this is an anathema. There is no politician in America who wants to raise taxes, including the president of the United States. But we are talking about the lives of American citizens. Are the lives of our families and children worth another couple of cents' tax on gasoline, tobacco or alcohol? I say yes. Is there a governor or mayor in America courageous enough to do that? No."

"That's why it's your job as broadcasters to ask officials the tough questions, like how seriously they take security and what they are doing to implement it. These are very practical questions. Do we have enough nurses? Right here in California there's a severe shortage, so what will happen in the event of mass casualties from terrorism? People will be sitting in hospital hallways waiting for treatment."

"We need more health responders, and the list of other questions that need to be asked goes on and on. You can find that list and ask them the questions; that's what you need to do most if we want to alert Americans to what I believe are very real dangers that we face."

"When the Constitution was passed, two armies were created. One was the standing army, which we have come to know as the Army, Navy, Air Force and Marines. The second army was called the militia — a word we don't use anymore since it became the National Guard in the late 19th century."

"This army was to be made up of citizen soldiers, people who were both citizens and part-time soldiers. It was designed to be our front line of defense, together with police and fire departments. More than ever, today every citizen in America is now a soldier in the war on terrorism. We're fighting the war on terror on one front only now, in Iraq. But our homeland is the second front, and we've got to prepare."



NO CORPORATE MANDATES, NO FORCED PROGRAMMING, JUST GREAT TALK RADIO!

THE
**DAVE
RAMSEY
SHOW**
www.daveramsey.com

Where life happens: caller after caller

"If you are looking for loyal listeners and extremely loyal advertisers, get the Dave Ramsey Show on-the-air!"

-- Derrick Nance
GSM, WKY-AM, OK

REFEEDS AVAILABLE: 24/7

LIVE 2-5 ET

www.daveramsey.com

StarGuide DIGITAL activate

SYNDICATION INFORMATION
BOB BORQUEZ (877) 410-DAVE

STREET TALK

Hogan Fights Back Over Pro-War Piece

A March 25 *New York Times* opinion piece that intimated that Clear Channel was somehow behind a series of pro-war rallies across the United States has drawn the ire of the company's CEO, **John Hogan**, who promptly responded by issuing a statement characterizing the Paul Krugman-penned editorial as "a work of pure fiction." Hogan says, "The truth is, Clear Channel radio stations are operated locally by local managers who make their own decisions about programming and community events, including rallies to thank and support the men and women in their communities who serve in the armed forces. Many of these local managers believe that showing support for our troops is particularly appropriate during a time of war and, with the encouragement of their listeners, have chosen to have their stations participate in these rallies. For Mr. Krugman to attempt to tie this show of community support on the part of local broadcasters to something more cynical and suspect is shameful and irresponsible."



Why is this man unamused?

Speaking of Clear Channel's involvement with war goings-on, one of the company's radio reporters is currently traveling along with Marine Fighter Attack Squadron 533 in Iraq. **Aaron Katersky** of KTRH/Houston is filing daily reports available to all Clear Channel stations.

On Monday more than 5,000 people gathered in the streets outside Emmis Hot AC **WENS/Indianapolis** as morning hosts **Julie & Steve** organized "the largest rally in Indiana in support of America's troops." **WENS OM/PD Greg Dunkin** says, "This wasn't a pro- or anti-war rally. It was simply a gathering to show our support of our troops who have put their lives on the line, regardless of their politics."



Hey, you kids! Off my lawn!

Madonna Calls An Audible

Madonna is in the editing room "fine-tuning" the video for her new single, "American Life." Parts of the video had been described as depicting "the catastrophic repercussions and horror of war," which, in light of current events, could now be interpreted as inappropriate. "Madonna is being sensitive to what's going on in the world right now," said spokeswoman **Liz Rosenberg**. "There will be some minor alterations. What might have looked right two weeks ago might not look that way now." The video will be released next week.

Well, it's about time! Infinity will unveil the wildly anticipated new format for **WNEW/New York**, and somehow we got ourselves invited to the launch party, set for Thursday, April 10 at a location on West 16th Street. The event will include a special guest performer. The actual invite is larger than your typical wall frame, but we successfully shrunk it for this photo so you can see what it looks like. Sorry, the invitation is nontransferable.



All aboard the party train.

KBXX/Houston MD/night jock T. Gray has left the building — in a big way. Gray has been named Tour Manager, DJ and rapper for Kelly Rowland's upcoming European tour. With Gray's exit come other changes: Midday talent **Carmen Contreras** adds Gray's former MD stripes. Then there's the matter of the night slot, which goes to a show dubbed *The Kracker Nuttz Experiment*. Uh-huh. The Nuttz are **Ron EG**, **KleanCutt** and **Baby Jae**, and they've been doing a weekend underground show on KBXX for several years.

WWPR/New York morning co-host Lisa G. has left the Ed Lover & Dr. Dre morning show — for the second time. Ms. G reunited with the guys in April 2002 when WWPR debuted as "Power 105.1." She now says, "The time is right to concentrate on my other broadcasting projects in both radio and TV — and a book project too."

R&R Timeline

1 YEAR AGO

- **Mancow** racks up \$21,000 in indecency fines for Emmis.
- **Jim Smith** named WJMK/Chicago PD.
- **Mary Ellen Kachinske** upped to WTMX/Chicago Program Manager.

5 YEARS AGO

- Warner Bros. Records names **Andy Schuon** Exec. VP/GM.
- **Craig Lambert** named Sr. VP/GM at Trauma Records.
- COO **Steve Dinetz** leaves Capstar to consult Hicks, Muse, Tate & Furst.
- **David Berman** becomes President of Buena Vista Music Group.



Andy Schuon

10 YEARS AGO

- **Craig Coburn** upped to CHR Promotion Manager/Info Director for Geffen Records.
- **Lyn Andrews** appointed Sr. VP/Sales for ABC Radio Networks.
- MCA Nat'l AC Promotion Director **Donnie Cohen**, KRLV/Las Vegas' **Steve Ortolano** and KJUL/Las Vegas' **Diane Songer** die in a plane crash off the California coast.

15 YEARS AGO

- Malrite names **Bruce Blevins** GM of KNEW & KSAN/San Francisco and **Mick Anselmo** GM of WDGY & KEYE/Minneapolis.
- **Margo Knesz** promoted to VP/East Coast GM at Atco.
- **Rod Phillips** promoted to Operations Manager at WEAZ/Philadelphia.



Mick Anselmo

20 YEARS AGO

- **Randy Lane** named VP/GM at WABB-AM & FM/Mobile.
- **Jerry Sharell** named Sr. VP for MCA Records.
- RCA Records buys Arista.
- **Pete Salant** named WYNY/New York's consultant.



Randy Lane

25 YEARS AGO

- **Gary Owens** agrees to contribute a humorous column to *Radio & Records*.

OVER 100,000 IMPRINTED PROMOTIONAL PRODUCTS, INCLUDING:

REGISTRATION BOXES

PEOPLE STICKERS

VEHICLE WRAPS

FULL COLOR MAGNETS

CLOISSONNE PINS

MICROPHONE FLAGS

SPORTS MEMORABILIA

PLASTIC BAGS

BOBBLE HEAD BOLLS

LOGOS ON A ROLL

coyotepromotions.com

TOLL FREE 800-726-9683

300 Northern Blvd. #26, Great Neck, NY 11021 • Local phone 516-487-5696 • fax 516-487-7425

Super-Cozy Surroundings End For KOSI

Less than a week after Entercom evacuated three of its four Denver radio stations due to a partial roof collapse, life is returning to normal for Adult Standards **KEZW**, AC **KOSI** and Triple A-flavored Classic Rocker **KQMT**. The trio has been bunking with sister Hot AC **KALC** some 22 miles away since March 19, when a blizzard dumped over 30 inches of snow on the city, causing the roof of the building housing **KEZW**, **KOSI** & **KQMT** to partially cave in. At press time the roof of the building was being repaired and the building had been certified as safe. **KOSI** moved back home on Tuesday, while **KEZW** and **KQMT** should be back in their old digs by the time you read this.

The *San Francisco Business Times* reports that, "in order to eliminate any confusion" with Susquehanna sister **KNBR-AM/San Francisco**, co-owned Sports outlet **KTCT (The Ticket 1050)** will change its on-air slogan to, you guessed it, "**KNBR 1050**." The change takes place April 1. The name change will not lead to any changes in programming or on-air personalities, OM/PD **Bob Agnew** said.

Up by the Embarcadero, KLLC (Alice@97.3)/San Francisco recently welcomed Virgin recording artist **Robbie Williams** to Alice's wonderland. This prompted morning co-host **Sarah Clarke** to make a unique, nonmusical request:

"She asked Robbie if she could have a souvenir chunk of his chest and underarm hair," KLLC PD **John Peake** tells **ST**. Williams readily complied, allowing Sarah to snip some free samples, including one from his head. Apparently, Williams' rabid local fan base craves loose body hair. As part of the Alice Everyday Rewards program, listeners earn points and redeem them for free stuff. "In this case, though, we raised the bar," Peake says. Where the normal exchange rate for a CD would be 2,500 points, Peake was seriously considering a 10,000-point threshold to win Williams' contributions, based on the increased level of interest in celebrity body hair.



I just wanna feel... your armpits.

Programmers Seen Steering U-Hauls

• **WUBT/Nashville** PD **KiKi "The 1st Lady" Henson** exits. No replacement has been named.

• After 11-plus years at Alternative **KXRK/Salt Lake City**, PD **Mike Summers** suddenly exits.

• Former **WWKX/Providence** PD **Jonathan "J. Love" Campbell** becomes PD of Cumulus Hot AC **KBBY/Oxnard-Ventura, CA**. The position has been vacant since Mark Elliott crossed the street to become OM of Point Broadcasting's Oxnard-Ventura cluster about three months ago. **KBBY MD/afternoon jock Darren McPeake** adds Asst. PD stripes.

• **WKQZ/Saginaw, MI** PD **Hunter Scott** and Asst. PD **Sean Kelly** pick up similar duties at **WKLQ/Grand Rapids**. No word yet on the fate of **WKLQ PD Mark Feurie**.

Excessive Jock Movement

• **WMMS/Cleveland** morning cast member **Cousin Deke** exits. For now, remaining players **Tom Megalis** and **Rick Eberhart** are holding down the fort. This week free agent **KiddChris** auditioned, and he'll be followed next week by **Chris Wilcox**.

• Across the street, **WXTM** has a new wakeup service: **Rover's Morning Glory**. **Rover** was most recently handling nights at **KISW/Seattle**. Down the hall, PD **Kim Monroe** comes off the air and hands middays to Asst. PD **Dom "Nardboy" Nardella**, while MD **Pete Schiecke** segues to afternoons and **Rachel Steele** takes over nights.

• **WPTE/Norfolk** welcomes **Mark McCarthy** for middays from **KUDD/Salt Lake City**. He replaces Alex Dahm, who left to focus on her voiceover career.

• **WZNE/Rochester** **Dem Jones** crosses the hall for similar duties at **WPXY**. At the same time, **Bender** moves from nights on **WZNE** to nights on **WPXY**. A jock lovingly known as **Tripod** moves up from part-time status to cover nights at **WZNE** for the time being.

• Ever since **WONE/Akron** morning hosts **Bob & Dana** exited Feb. 7, Asst. PD/pm driver **Tim Daughtery** has been filling in. Things have gone so smoothly that Daughtery is now stuck getting up at 4am permanently! Similarly, his afternoon replacement is part-timer **Steve Hammond**, a.k.a. "The Gatekeeper," who had been handling the shift on an interim basis.

ST SHOT O' THE WEEK



On March 1 R&R Publisher/CEO Erica Farber traveled to Syracuse University to deliver the keynote address at the 18th annual WJPZ Radio Birthday Banquet. No injuries were reported. The event was hosted by the alumni association for WJPZ (Z89), the university's student-owned and -operated CHR/Rhythmic. Farber also helped present WJPZ radio student Jared Fialko of Clarks Summit, PA with a \$400 Rick Wright Lock Scholarship. Shown here with the award are (l-r) WJPZ Alumni Associate President Scott Meach, Farber, Fialko and Syracuse University professor Rick Wright.

Formats You'll Flip Over

• Clear Channel's **WRDX/Dover-Wilmington, DE** flips from Classic Rock to Classic Hits-based Hot AC as "The River 94.7." "The best news of all is that the entire staff is still here," PD **Bob Walton** says.

• Clear Channel's **KQAR/Little Rock**, which recently flipped from CHR to Active Rock as "The Edge," takes the call letters **KDJE**. In a related story, former **KQAR PD Ted Stryker** is the new PD of Cumulus CHR/Pop **WYOK/Mobile**.

• The clock is ticking down to retirement for **Pat Duggan**, Arbitron's longtime Client Services Manager, who's leaving her position at the end of this month. We wish her nothing but the best in her future endeavors.

Condolences

• **Bert Charles**, who broadcast Ohio State football games for 33 years, died March 21 of cancer. He was 85.

• **KPPT/Newport, OR** owner/morning talent **Andy Harle**, who suffered a heart attack March 12 while on the air, died March 20. He was 55.



Santa Baby

Lyric by Joan Javits, Tony Springer & Phil Springer

Recorded by:

- Eartha Kitt
- Madonna
- Rev. Run and the Christmas All Stars
and many, many others

With thanks to all the Program Directors and Disk Jockeys who through the years have made **Santa Baby** one of the America's best loved Christmas songs.



FRANK CORREIA

fcorreia@radioandrecords.com

Music, Independent Labels Do The Talking At SXSW

Major problems could mean independent success

While the industry struggles through tough times and searches for a better business model in today's new world order, the mood at this year's SXSW festival was a strange mixture of fatalism and optimism.

Not surprisingly, the uplifting buzz was found mostly in Austin's various clubs and bars, where a host of bands and artists showed off their wares in the muggy Texas heat. Established American veterans like Willie Nelson and Brit-pop darlings Blur were must-sees, depending on one's tastes, and the overseas invasion continued this year with a score of promising acts.

New Zealand's The Datsuns brought back the rock in a big way with a midnight show at La Zona Rosa, while *Spin Magazine's* afternoon party at Stubb's BBQ delivered one of the best triple bills in recent memory: The D4, Sahara Hotnights and Hot Hot Heat.

Of course, it was impossible to be everywhere at once, but other musical highlights for this roving reporter included Norwegian singer-songwriter Sondre Lerche, spaz-tastic rock from England's The Coral, the Brit-pop bliss of the underrated Supergrass, new Warner Bros. act Eisley, New York's The Rapture and the happy groove of London's Simian.

See The Future

If there were positive vibes to be found in the Austin Convention Center, they were with producer Daniel Lanois, whose keynote speech kicked off the music portion of the festival on Thursday. Lanois, the man behind the board for albums like Bob Dylan's *Time Out of Mind*, Peter Gabriel's *So* and U2's *All That You Can't Leave Behind*, delivered an address that was part speech and part pep rally as he talked about the concept of "soul mining" — digging down deep to find the moment that makes a piece of music unique.

"We believe we see the future," he told the audience. "At a time when everything seems to sound the same, the voice of a generation is born."

Lanois recounted his childhood experience of setting up a studio in his mother's basement, and he demonstrated his abilities on a vintage pedal steel guitar, an instrument he's studied since he was 9.

"I invite everyone here this morning to ignite, reignite or just plain ol' turn up the flame on what you believe in and to get to the top of the mountain that you see," Lanois enthused. "Invention is in your brain, and that never-ending commodity is in the bottom of your heart —

it's called passion."

Taking a break from producing, Lanois will be focusing his passion on his third album, *Shine*, which is due out soon on the Anti label. Wrapping up, the "French-Canadian Kid," as he called himself, focused on the future.

"I can tell there's a lot of optimism in the air and the faces I'm looking at," he said. "You hear a lot of stories about the state of the record business and all that, but, really, it's always been the same. At any given moment there's a new window of opportunity, and it's up to the innovators to find that glimmer of light, kick the door open and do something fresh."

"While the industry's sick, the music hasn't been this exciting in a really long time."

Andy Gershon

Indies Rule With Label Heads

At the label heads panel, the consensus seemed to be that independent labels would kick the door open while major labels would be shut out. The panelists were of a decidedly independent bent: Judgment Records/RKO Pictures President Joe Nicolo, The Beggars Group CEO Leslie Bleakley, V2 Records President Andy Gershon, New West Records President Cameron Strang and former MCA President Jay Boberg.

Kicking off with the subtle notion that the music industry's model is "fucked," the panelists acknowledged that everything — from pricing to retail to technology — is wrong with the current system. "The antiquated machine has got to catch up with today's technology and listening public," Nicolo said.

"It's a quantum shift that's going on," Boberg said. "The fact is, more people are participating in music now, and it's exposing people to more music. You have more diverse types of music that are able to find an audience. It's up to entrepreneurs to come up with a model that can work with less revenue from the actual sale of the music."

While Strang noted, "More great music is being made than ever," he acknowledged the adversarial relationship between the music industry and consumers. "The consumer's been fooled one too many times by the record companies — buying records that aren't good, records that are terribly packaged," he said.

"Everybody's been so focused on the bottom line and on squeezing as much money as they can out of consumers that, in any industry, it's not a healthy way to go. It's a very short-sighted way to do business, and now we're paying the price for some of that."

"This industry, as a whole, has done everything that it can to alienate the consumer," Gershon said,

citing the closing of Napster and chains like Best Buy squeezing independent retailers.

As for the industry overall, Gershon said, "It's gonna get worse before it gets better, but I think, ultimately, it's going to be fantastic. I think there's more great music out there right now; the live business is doing fantastically. While the industry's sick, the music hasn't been this exciting in a really long time."

Major Problems

Boberg, however, feels that the situation will only get worse for major labels, while independents will thrive. Bleakley noted, "I think everyone's going to realize that the music industry isn't just the major labels. There are tons of other areas that make up the industry."

"The majors are cutting back on their releases," Boberg said. "They're going to be producing less and less, which means there's going to be less diversity, and that's why the independents are going to thrive."

As a point of reference, Boberg recalled his days at IRS Records, the independent label he co-founded and co-owned with Miles Copeland. "We sold IRS in 1994, and there were significant disadvantages to being an independent at that time," he said. "The majors had a number of things: distribution, access at radio, a bunch of different stuff."

"I would argue right now that there are competitive disadvantages to being a major and that there are so many more advantages to having lower overhead, a smaller number of releases and being able to focus on localizing and building the regional situation. A smartly run, efficient, talented independent label that has great music could be more competitive right now."

Tech Heads

The technology issue arose, and Gershon said the quicker the move to a digitally distributed world, the better for everyone. "Instead of shutting down Napster, we should be trying to get Congress to get broadband in every home," he said. "Not just for the music industry, but for all industries. I think it'd be great for the economy. The faster we can move that way, it will allow the labels — independent labels — to be even more creative on the deal side."

"I love the idea of shopping with my iPod and going into a record store that has everything and never runs out of inventory. I could spend months in an environment like that. From a label standpoint, unfortunately, there's no leadership in the

industry as a whole. It's going to take the majors, because they have the catalog and the wherewithal to establish the distribution system that ultimately will affect us."

Bleakley, however, was not content to let majors lead the way, noting that independents, when grouped together, hold the same power to change the paradigm.

"I have limited experience with major labels, but it's about as far from music as you can get," Strang said. "I think the business model is such that it's constantly comparing the bottom line. Music's not that type of business; it's not a manufacturing business, it's a production business. The indies can lead the way on their own."

The Bottom Line: Artist Development

The bottom-line culture of major labels was also criticized for its role

in artist development.

Boberg used Sigur Ros, his favorite band, as an example. "This band might very well be the Pink Floyd of this generation, but it might take four albums for them to slowly build that audience," he said.



Andy Gershon

"Every album is selling more than the last one. To me, that's the future. But the majors aren't set up to do that. They can't do things that take four albums in three years. It's not because they don't like artist development or because everybody who works there is bad; it's because they have to achieve a certain amount of financial goals."

"The Clash never would have got to *London Calling* if they were signed today," Gershon observed. "Springsteen would have never made *Born to Run*. Who out of today's artists are they going to be talking about getting inducted into the Rock 'n' Roll Hall of Fame? Seether? Chevelle? Puddle Of Mudd?"

"Leadership needs to invest in the future of the system by changing the model and doing things that, in the short run, are going to cost them money," Boberg said. "Especially in terms of digital distribution and so forth. They have to look at it not in terms of what's going to happen in the next six to 12 months, but what's going to happen in the next three years or five years. Unfortunately, the system that's in place doesn't allow them to do that."

Although there was a lot of head-scratching and griping over the current model, Gershon's concluding statement brought everything back to the main reason everyone was at SXSW in the first place: the music. "Have absolute respect for the artist," he said. "None of us would be here in this room if it weren't for the artist, and that's what it all comes back to."

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

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	50 CENT	Get Rich Or Die Tryin'	Shady/Aftermath/Interscope	231,985	-15%
2	2	NORAH JONES	Come Away With Me	Blue Note/Virgin	166,554	-29%
3	3	R.KELLY	Chocolate Factory	Jive	105,394	-16%
6	4	SOUNDTRACK	Chicago	Epic	98,295	+7%
5	5	EVANESCENCE	Fallen	Wind-up	84,871	-11%
8	6	KID ROCK	Cocky	Atlantic	75,122	-16%
4	7	DIXIE CHICKS	Home	Monument/Columbia	70,026	-43%
9	8	FABOLOUS	Street Dreams	Elektra/EEG	66,571	-25%
12	9	SEAN PAUL	Dutty Rock	VP/Atlantic	64,516	+1%
17	10	EMINEM	Eminem Show	Shady/Aftermath/Interscope	51,830	+12%
38	11	SOUNDTRACK	8 Mile	Shady/Interscope	51,803	+62%
11	12	LIL' KIM	La Bella Mafia	Atlantic	51,387	-23%
13	13	AVRIL LAVIGNE	Let Go	Arista	44,844	-21%
19	14	AUDIOSLAVE	Audioslave	Interscope/Epic	44,345	-2%
14	15	COLDPLAY	Rush Of Blood To The Head	Capitol	43,676	-17%
7	16	A.F.I.	Sing The Sorrow	DreamWorks	40,881	-55%
23	17	GOOD CHARLOTTE	Young & Hopeless	Daylight/Epic	38,781	-11%
16	18	JOHN MAYER	Room For Squares	Aware/Columbia	38,174	-21%
25	19	KIDZ BOP KIDS	Kidz Bop Vol.3	Razor & Tie	37,440	-8%
10	20	KILLER MIKE	Monster	Aquemini/Columbia	35,885	-58%
36	21	ALL-AMERICAN REJECTS	All-American Rejects	DreamWorks	35,729	+11%
31	22	JUSTIN TIMBERLAKE	Justified	Jive	33,728	-7%
22	23	MISSY ELLIOTT	Under Construction	Gold Mind/Elektra/EEG	33,526	-25%
-	24	(HED) PLANET EARTH	Black Out	Jive	32,988	-
24	25	T.A.T.U.	200 KM/H In The Wrong Way	Interscope	32,131	-23%
-	26	ALLMAN BROTHERS BAND	Hittin' The Note	Sanctuary/SRG	31,131	-
18	27	SOUNDTRACK	Cradle 2 The Grave	Bloodline/IDJMG	31,062	-33%
32	28	CHRISTINA AGUILERA	Stripped	RCA	29,995	-16%
41	29	SNOOP DOGG	Paid Tha Cost To Be Da Boss	Doggy Style/Priority/Capitol	29,666	0%
29	30	DAREDEVIL	Soundtrack	Wind-up	29,453	-20%
27	31	JENNIFER LOPEZ	This Is Me Then	Epic	29,270	-23%
28	32	JOSH GROBAN	Josh Groban	143/Reprise	28,249	-25%
34	33	SIMPLE PLAN	No Pads No Helmets... Just Balls	Lava	26,850	-19%
37	34	NELLY	Nellyville	Fo' Reel/Universal	26,318	-18%
-	35	TRAPT	Trapt	Warner Bros.	26,018	-
30	36	VARIOUS	Grammy Nominees 2003	WSM	25,758	-30%
39	37	3 DOORS DOWN	Away From The Sun	Republic/Universal	24,673	-19%
35	38	TYRESE	I Wanna Go There	J	23,817	-27%
46	39	CHEVELLE	Wonder What's Next	Epic	23,312	-4%
40	40	ATARIS	So Long, Astoria	Columbia	23,153	-23%
43	41	ROD STEWART	Great American Songbook	J	23,015	-18%
20	42	BEN HARPER	Diamonds On The Inside	Virgin	22,992	-49%
47	43	TOBY KEITH	Unleashed	DreamWorks	22,300	-7%
-	44	DEANA CARTER	I'm Just A Girl	Arista	21,499	-
50	45	MATCHBOX TWENTY	More Than You Think You Are	Melisma/Atlantic	20,998	-7%
45	46	TIM MCGRAW	Tim Mcgraw & The Dancehall...	Curb	20,839	-14%
21	47	FREEWAY	Philadelphia Freeway	Roc-A-Fella/IDJMG	20,768	-54%
44	48	JOHN MAYER	Any Given Thursday	Aware/Columbia	20,229	-22%
42	49	SHANIA TWAIN	Up	Mercury	20,114	-30%
-	50	ATTICUS	Dragging The Lake II	Side One Dummy	19,346	-

© HITS Magazine Inc.

ON ALBUMS

Calm Before The Ka-Ching

This week's *HITS* album chart is the same as it ever was. And until next week, when a couple of big-timers bow at the top, life during wartime in the top 50 is still all about *Shady/Aftermath/Interscope* rapper 50 Cent and *Blue Note* Grammy girl Norah Jones. (In an effort to do as little work as humanly possible, we're inserting entire sections from last week's story and adjusting



Audioslave

the numbers. No need to thank us.)

Epic/Sony Music Soundtracks' *Chicago* goes 6-4 this week, while surprise Best Song winner Eminem sees two of his albums surge: *The Eminem Show* goes 17-10 with a 12% increase, putting it 27 units ahead of the surging *8 Mile* soundtrack, which soars 38-11 with a 62% boost. The jumps are powered by the *All-Access Europe*



Eminem

DVD giveaway and the DVD release of *8 Mile*, which earned \$75 million in its first week.

Also in the top 10 are *Jive's* R. Kelly (No. 3); *Wind-up* *Daredevil* rockers *Evanescence*, holding strong in their third week at No. 5 and buoyed by heavy airplay at Alternative and Active; *Lava/Atlantic's* Kid Rock (No. 6); *Monument/Columbia* Presidential critics *The Dixie Chicks* (No. 7, but off a whopping 43%); *Elektra's* gun-running rapper *Fabolous* (No. 8); and still-growing *VP/Atlantic* dancehall sensation *Sean Paul* (No. 9).

Speaking of growth, *Epic/Interscope's* *Audioslave* are proving a force to be reckoned with as they go 19-14, powered by radio and MTV play.

This week's chart newcomers include *Volcano/Jive's* (hed) *Planet Earth* (No. 24), *Sanctuary's* *All-*

man Brothers Band (No. 26), *Warner Bros.* rockers *Trapt* (No. 35), *Arista* Nashville country gal *Deana Carter* (No. 44) and *Side One Dummy's* *At-*

ticus: Dragging the Lake II compilation (No. 50).

DreamWorks' *All-American Rejects* go 36-21 with an 11% increase, while *Warner Bros.* rap rockers *Linkin Park* and *Epic Vegas* diva *Celine Dion* get set to make big chart splashes next week.



Sean Paul

April Fool!

March is coming to an end, which of course means April Fools' Day is just around the corner. This year the holiday falls on Going for Adds Tuesday, but there's no foolin' when it comes to the labels' release schedules. Next week we've got so many up-and-coming acts coming up to the plate that one of them is bound to hit a home run at radio.

Smile Empty Soul are Going for Adds next week at Rock, Active Rock and Alternative, and they're turning to the "Bottom of the Bottle" to help alleviate any pre-debut jitters. A buzz is already building about the band, whose upcoming album is scheduled to hit stores May 27.

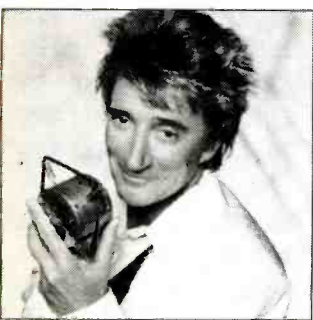
Shinedown also have some pretty fly music for the three formats. "Fly From the Inside" is from the band's upcoming debut album, *Leave a Whisper*. The rocking track almost sent me flying out of my seat with its deceptive, whispering intro. Luckily, I saved myself from crashing through the walls.

Speaking of crashing, 12 Stones debut new material at the formats as they unveil "Crash," the latest from their self-titled debut album. There's a lot going on for the band from Mandeville, I.A. Their song "Broken" has been nominated for Rock Song of the Year at the 34th annual Dove Awards, taking place April 10, and their album has been nominated for Rock Album of the Year. After the awards the band switch gears as they embark on a monthlong tour with 3 Doors Down and Theory Of A Deadman.

In the Urban world, up-and-coming Philadelphia native Roscoe is set to release "Head to Toe" to the masses. Roscoe is the younger brother of Tha Dogg Pound's Kurupt, whose recording sessions helped spark Roscoe's interest in rap at the young age of 10.

Universal is Going for Adds at Rhythmic and Urban with a pair of hopeful hitmakers. 4th Generation present "She's So Gangsta" to the formats, while Hitman Sammy Sam introduces his "Step Daddy."

Although there's an influx of new talent coming your way, make sure to leave room on your playlists for some old favorites. Styx are back in style with "Yes I Can," Going for Adds at AC and Hot AC.



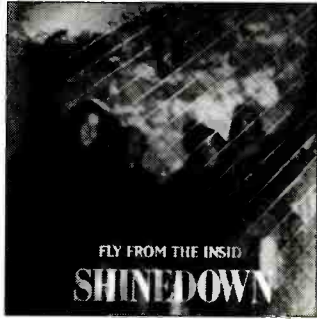
Rod Stewart

Their current CD, *Cyclorama*, is the band's first album of new material in four years and features a wide range of guests, including John Waite, Brian Wilson, Tenacious D. and Billy Bob Thornton.

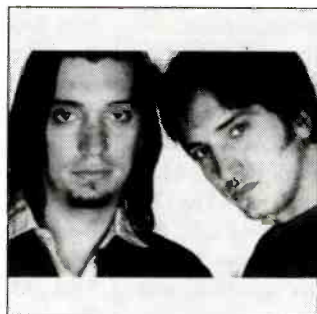
Another legend is making his way to AC radio next week as well: Rod Stewart returns with "They Can't Take That Away From Me," his remake of the classic George and Ira Gershwin hit. This and many more timeless songs have been covered by Stewart on his latest project, *It Had to Be You ... The Great American Songbook*, a project that, according to Stewart on his website, fulfills a lifelong dream of his.

With all this talk of up-and-comers and old favorites, don't forget the big names of today. Busta Rhymes and Mariah Carey team up to present "I Know What You Want" to Pop radio, featuring The Flipmode Squad. The video for the song was filmed by director Chris Robinson and features actor Ving Rhames.

In the Country world, Poteet, TX native George Strait unveils "Tell Me Something Bad About Tulsa," the lead single from his June 24 release. Strait has been nominated for Top Male Vocalist and Vocal Event of the Year at this year's ACM Awards, taking place May 21. Country has been home to many patriotic tunes over the years, and The Warren Brothers (Brad and Brett) are adding one more to the list. The timely "Hey, Mr. President" officially arrives at radio on Monday, but it has already debuted on R&R's Country chart a week early at No. 41*.



Shinedown



Warren Brothers

R&R Going For Adds

Week Of 3/31/03

CHR/POP

B2K Girlfriend (Epic)
B. RHYMES AND M. CAREY I Know What You Want (J)
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)
JOHN MAYER Why Georgia (Aware/Columbia)

CHR/RHYTHMIC

4TH GENERATION She's So Gangsta (Universal)
HITMAN SAMMY SAM Step Daddy (Universal)
MONICA So Gone (J)

URBAN

4TH GENERATION She's So Gangsta (Universal)
HITMAN SAMMY SAM Step Daddy (Universal)
MO THUGS f/FELICIA AND LAYZIE BONE All Life Long (D3)
MONICA So Gone (J)
ROSCOE Head To Toe (Priority/Capitol)

URBAN AC

GEORGE DUKE Guess You're Not The One (BPM)

COUNTRY

GEORGE STRAIT Tell Me Something Bad About Tulsa (MCA)
WARREN BROTHERS Hey, Mr. President (BNA)

AC

LINDA EDER I'll Be Seeing You (Atlantic)
ROD STEWART They Can't Take That Away From Me (J)
STYX Yes I Can (Sanctuary/SRG)
SUZY K. Teaching (Vellum)

HOT AC

PLUMB Real (Curb)
STYX Yes I Can (Sanctuary/SRG)
SUZY K. Teaching (Vellum)

SMOOTH JAZZ

ALLEN & ALLEN Always There (Allen & Allen Music Group)
DOC POWELL 97th & Columbus (Heads Up)
REGGIE C. Sweetwater (Rhythm & Groove/Liquid 8)
RICHARD ELLIOT Corner Pocket (GRP/VMG)
STREETWIZE Dilemma (Shanachie)

ROCK

12 STONES Crash (Wind-up)
ACROMA Sun Rises Down (Republic/Universal)
CAVE IN Anchor (RCA)
CLOSURE Look Out Below (TVT)
NOFX Franco Un-American (Fat Wreck Chords)
SHINEDOWN Fly From The Inside (Atlantic)
SMILE EMPTY SOUL Bottom Of The Bottle (Lava)

ACTIVE ROCK

12 STONES Crash (Wind-up)
ACROMA Sun Rises Down (Republic/Universal)
CAVE IN Anchor (RCA)
CLOSURE Look Out Below (TVT)
NOFX Franco Un-American (Fat Wreck Chords)
SHINEDOWN Fly From The Inside (Atlantic)
SMILE EMPTY SOUL Bottom Of The Bottle (Lava)

ALTERNATIVE

12 STONES Crash (Wind-up)
ACROMA Sun Rises Down (Republic/Universal)
CAVE IN Anchor (RCA)
GOB Give Up The Grudge (Arista)
NOFX Franco Un-American (Fat Wreck Chords)
SHINEDOWN Fly From The Inside (Atlantic)
SMILE EMPTY SOUL Bottom Of The Bottle (Lava)

TRIPLE A

DANIEL LANOIS Falling At Your Feet (Anti)
GOTAN PROJECT La Revancha Del Tango (XL/Beggars)
ILHAN ERASHIN Girl (Putumayo)
JOHN EDDIE Let Me Down Hard (Thrill Show/Lost Highway)
JOHN HIATT My Baby Blue (New West/Red Ink)
LISA GERMANO Lullabye For Liquid Pig (iMusic)
MARIA MCKEE To The Open Spaces (Viewfinder/Mailboat)
SAM ROBERTS Brother Down (Republic/Universal)

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



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

EDITORIAL

EXECUTIVE EDITOR	JEFF GREEN • jgreen@radioandrecords.com
MANAGING EDITOR	RICHARD LANGE • rlange@radioandrecords.com
ASSOCIATE MANAGING EDITOR	BRIDA CONNOLLY • bconnolly@radioandrecords.com
NEWS EDITOR	JULIE GIDLOW • jgidlow@radioandrecords.com
MUSIC EDITOR	FRANK CORREIA • fcorreia@radioandrecords.com
RADIO EDITOR	ADAM JACOBSON • ajacobson@radioandrecords.com
ASSOCIATE RADIO EDITOR	KEITH BERMAN • kberman@radioandrecords.com
COPY EDITOR	CARRIE HAYWARD • chayward@radioandrecords.com
ALTERNATIVE EDITOR	MAX TOLKOFF • mtolkoff@radioandrecords.com
SR. VP/CHR EDITOR	TONY NOVIA • tnovia@radioandrecords.com
CHRISTIAN EDITOR	RICK WELKE • rwelke@radioandrecords.com
CHR/RHYTHMIC EDITOR	DONTAY THOMPSON • dthompson@radioandrecords.com
COUNTRY EDITOR	LON HELTON • lhelton@radioandrecords.com
LATIN FORMATS EDITOR	JACKIE MADRIGAL • jmadrigal@radioandrecords.com
NEWS/TALK/SPORTS EDITOR	AL PETERSON • apeterson@radioandrecords.com
ROCK EDITOR	CYNDEE MAXWELL • cmaxwell@radioandrecords.com
SMOOTH JAZZ EDITOR	CAROL ARCHER • carcher@radioandrecords.com
STREET TALK DAILY/AC EDITOR	KEVIN CARTER • kcarter@radioandrecords.com
TRIPLE A EDITOR	JOHN SCHOENBERGER • jschoenberger@radioandrecords.com
URBAN EDITOR	KASHON POWELL • kpowell@radioandrecords.com

MUSIC OPERATIONS

SR. VP/MUSIC OPERATIONS	KEVIN MCCABE • kmccabe@radioandrecords.com
DIRECTOR/CHARTS	ANTHONY ACAMPORA • aacampora@radioandrecords.com
DIRECTOR/OPERATIONS	AL MACHERA • amachera@radioandrecords.com
DIRECTOR/DIGITAL INITIATIVES	GREG MAFFEI • gmaffi@radioandrecords.com
CHARTS & MUSIC MANAGER	ROB AGNOLETTI • ragnoletti@radioandrecords.com
PRODUCT & TECH SUPPORT MGR.	JOSH BENNETT • jbennett@radioandrecords.com
ASST. OPERATIONS MANAGER	MICHAEL TRIAS • mtrias@radioandrecords.com
PRODUCT MANAGER	MIKE THACKER • mthacker@radioandrecords.com
CHART COORDINATOR/SPANISH	MARCELA GARCIA • magarcia@radioandrecords.com
MUSIC OPS COORDINATOR	MARK BROWER • mbrower@radioandrecords.com

BUREAU

7900 Wisconsin Avenue #400 • Bethesda, MD 20814 • Tel (301) 951-9050 • Fax (301) 951-9051	
ASSOCIATE EDITOR	JOE HOWARD • jhoward@radioandrecords.com
1106 16 th Avenue South • Nashville, TN 37212 • Tel (615) 244-8822 • Fax (615) 248-6655	
BUREAU CHIEF	LON HELTON • lhelton@radioandrecords.com
ASSOCIATE EDITOR	ANGELA KING • akings@radioandrecords.com

CIRCULATION

CIRCULATION MANAGER	JIM HANSON • jhanson@radioandrecords.com
ASST. CIRCULATION MANAGER	CRISTINA RUBIO • crubio@radioandrecords.com

INFORMATION TECHNOLOGY

DIRECTOR	SAEID IRVANI • sirvani@radioandrecords.com
LEAD DEVELOPER	CECIL PHILLIPS • cphillips@radioandrecords.com
APPLICATION DEVELOPER	HAMID IRVANI • hirvani@radioandrecords.com
WEB DEVELOPER	ABHIJIT JOGLEKAR • ajoglekar@radioandrecords.com
WEB/APPLICATION DEVELOPER	AMIT GUPTA • agupta@radioandrecords.com
NETWORK ADMINISTRATOR	DAVID PUCKETT • dpuckett@radioandrecords.com
SYSTEM ADMINISTRATOR	JOSE DE LEON • jdeleon@radioandrecords.com
DATABASE ADMINISTRATOR	PUNEET PARASHAR • pparashar@radioandrecords.com

PRODUCTION

DIRECTOR	KENT THOMAS • kthomas@radioandrecords.com
MANAGER	ROGER ZUMWALT • rzumwalt@radioandrecords.com
GRAPHICS	FRANK LOPEZ • flopez@radioandrecords.com
GRAPHICS	DELIA RUBIO • drubio@radioandrecords.com

DESIGN

DIRECTOR	GARY VAN DER STEUR • gvdsteur@radioandrecords.com
ELECTRONIC PUBS DESIGN	CARL HARMON • charmon@radioandrecords.com
DESIGN	TIM KUMMEROW • tkummerow@radioandrecords.com
AD DESIGN MANAGER	EULALAE C. NARIDO II • bnarido@radioandrecords.com
DESIGN	SUSAN SHANKIN • sshankin@radioandrecords.com

ADVERTISING

DIRECTOR/SALES	HENRY MOWRY • hmowry@radioandrecords.com
ADVERTISING COORDINATOR	NANCY HOFF • nhoff@radioandrecords.com
SALES REPRESENTATIVE	PAUL COLBERT • pcolbert@radioandrecords.com
SALES REPRESENTATIVE	JESSICA HARRELL • jharrell@radioandrecords.com
SALES REPRESENTATIVE	LINDA JOHNSON • ljohnson@radioandrecords.com
SALES REPRESENTATIVE	LISA LINARES • llinares@radioandrecords.com
SALES REPRESENTATIVE	ERN LLAMADO • ellamado@radioandrecords.com
SALES REPRESENTATIVE	KAREN MUMAW • kmumaw@radioandrecords.com
SALES REPRESENTATIVE	KRISTY REEVES • kreeves@radioandrecords.com
SALES REPRESENTATIVE	STEVE RESNIK • sresnik@radioandrecords.com
SALES REPRESENTATIVE	MICHELLE RICH • mrich@radioandrecords.com
SALES REPRESENTATIVE	BROOKE WILLIAMS • bwilliams@radioandrecords.com
SALES REPRESENTATIVE	ROBBIN MCGEADY • rmcgeady@radioandrecords.com

FINANCE

CHIEF FINANCIAL OFFICER	JOE RAKAUSKAS • jrakauskas@radioandrecords.com
ACCOUNTING MANAGER	MARIA ABUIYSA • mabuiysa@radioandrecords.com
ACCOUNTING SUPERVISOR	MAGDA LIZARDO • mlizardo@radioandrecords.com
CREDIT AND COLLECTIONS	WHITNEY MOLLAHAN • wmollahan@radioandrecords.com
BILLING ADMINISTRATOR	ERNESTINA RODRIGUEZ • erodriguez@radioandrecords.com
BILLING ADMINISTRATOR	GLENDA VICTORES • gvictores@radioandrecords.com
ACCOUNTING ASSISTANT	SUSANNA PEDRAZA • spedraza@radioandrecords.com

ADMINISTRATION

PUBLISHER/CEO	ERICA FARBER • efarber@radioandrecords.com
OPERATIONS MANAGER	PAGE BEAVER • pbeaver@radioandrecords.com
GENERAL COUNSEL/DIRECTOR HR	LISE DEARY • ldeary@radioandrecords.com
DIRECTOR OF CONVENTIONS	JACQUELINE LENNON • jlennon@radioandrecords.com
EXECUTIVE ASSISTANT	TED KOZLOWSKI • tkozlowski@radioandrecords.com
OFFICE ADMIN/RECEPTION	JUANITA NEWTON • jnewton@radioandrecords.com
MAILROOM	ROB SPARAGO • rsparago@radioandrecords.com

A Perry Capital Corporation

War

Continued from Page 1

their listeners. "They are doing updates as they're mandated contentwise," Cummings said. "It has broken down along the lines of just what those radio stations are about in each market and what their constituency is."

He pointed out that the financial impact hasn't been as bad as previously feared. "We've certainly lost business to cancellations, but the lion's share of the business was not lost; it was postponed." Cummings added that some advertisers postponed ads anywhere from 24 to 72 hours, while others chose to add spots to their next campaign or move them into early April.

Here's how some Emmis programmers describe how war has affected their operations:

- KFTK & WMLL/St. Louis PD Jeff Allen: "On FM Talk KFTK people can't seem to get enough. It is the only subject being discussed, 24/7."

- St. Louis Director/Programming Rick Balis: "Each music station airs brief updates as there are key war developments and sends listeners to KFTK for continuous coverage. On occasion, our music stations carry MSNBC live for major announcements or conferences."

- WQCD/New York PD Charley Connolly: "We have to be careful to just provide the headlines while being an oasis for our audience. But we're also prepared to go full-tilt news in the event of a terrorist strike in the U.S."

- KZLA/Los Angeles OM R.J. Curtis: "We're doing at least one news-cast per hour, twice in morning drive."

- WIBC/Indianapolis PD Jon Quick: "We've gone completely live 24 hours daily. We've tried to be careful not to duplicate what TV and cable news channels are doing. Our job is to give the world and national overview but to keep the uniqueness of radio intact and always look for and cover the local angle."

Interep

Continued from Page 1

service, performance evaluation of the presidents and regional executives, share performance at agencies and the achievement of new business-development goals.

Succeeding Pine at ABC Radio Sales is five-year ABC Sr. VP & Director/National Sales Kevin Garrity, who will oversee national sales and marketing for 27 ABC stations in 10 markets and all Radio Disney O&Os.

"Having worked with George for many years, I know his talent," Guild said of Pine. "We both understand how the national radio business has changed and share a common vision for radio's future. George will best serve our clients by combining his superb day-to-day management skills and demand for accountability with his knowledge of our company's needs in a changing media environment."

Pine's 37-year career includes stints as President of Interep East, Regional Executive for Interep/New York and Exec. VP/New York Region.

"Interep will marshal all its resources to maximize our strategic ad-

"We are using a reporter from the *Jerusalem Post*, an Indianapolis native who is accompanying an army unit into Baghdad. We're doing our best to cover the regular news as well, especially the economic and personal impact on families."

- WKQX/Chicago PD Tim Richards: "We feel like going overboard on war coverage doesn't serve our purpose. Hourly news updates and Mancow are the extent of our coverage. Listeners have been more pro-war than against. It probably matches the national average [about 75%]."

- KKL/Phoenix PD Joel Grey: "I had a lot of offices protesting our playing *The Dixie Chicks*. Since I only play one song, I have taken it off the air for now."

- KKFR/Phoenix PD Bruce St. James: "We are trying to strike a balance between information and entertainment. We are also using our website to relay messages to troops, and we do daily street events with our morning show to show support for the troops."

- KTAR/Phoenix PD Tisa Vrable: "We sacrificed some revenue to provide wall-to-wall coverage in the early days and have slowly evolved to doing more commercial business every day. We have pre-empted taped and syndicated programs to replace them with live programming, so our info can be as current as possible."

Last week, before the war started, Harker Research asked adults 18-44 across the nation if they expected to hear news updates on their favorite music stations if America went to war: 86% said yes; 14% said no. Broken down by gender, of those who said yes, 89% were women and 74% were men.

Asked how frequently they want the updates, 48% of all respondents said "as available," 39% said "each hour," and 11% said "every other hour." Women had a far greater desire than men to get updates as available

(55% women, 15% men), while men much preferred the updates each hour (70% men, 33% women).

Talk radio, meanwhile, is taking the pulse of America when it comes to the war. "I see more than the usual amount of contrary opinion here," Westwood One's Jim Bohannon told R&R. "Mostly, it's heavy support for or heavy opposition to the war — not much in between."

Former KFI/Los Angeles host Karel, now a weekender at KGO/San Francisco, said, "Once the bombs started to fall, tempers began to flare. Never have I seen listeners more impassioned or divided on any issue."

WWBA/Tampa morning host Mark Larsen said he's hearing more passion from listeners on both sides than back in 1991: "There is more politicizing going on from both sides, which just adds fuel to the fire. Since we are in a market that is home to Central Command, that could explain a bit more of a pro-troops sentiment here."

All of the protests and live TV coverage of the war are drawing fire from Talk radio listeners as well. "The audience is heavily upset with the protesters, especially since the war began," KFBK/Sacramento's Tom Sullivan told R&R. "Most acknowledge the constitutional right to protest but think it is wrong, or crude at best, to protest while our soldiers are dying."

WLIE/Nassau-Suffolk talker Ed Tyll — who says his audience is about 60/40 in favor of our military action in Iraq — noted that listeners still seem a bit uneasy over all the live coverage of the war on TV. "It's definitely giving them an impression that we've turned the war into just another reality television show," he said. "They feel it hurts real understanding of what war is really like on the ground."

Additional reporting by Al Peterson.

vantages," he said. "We will begin by further developing our personalized client service relationships, strengthening the culture of teamwork within Interep and making clear that everyone at Interep is fully accountable for realizing our clients' goals."

Regarding Garrity, Pine said, "Kevin believes in accountability, which he demonstrates through the superb performance of the ABC sales team. He is one of the Interep's finest

Lake

Continued from Page 3

Lake has enjoyed a lengthy career in both the radio and record industries. Among his earliest jobs were PD posts at WYRE/Annapolis, MD and WJBQ/Portland, ME. From 1977-79 he served as National PD for Bartell Radio and in a similar role for Charter Broadcasting. Among the stations at which Lake has directed programming are KCBQ/San Diego, WPEZ (now WWSW-AM)/Pittsburgh, KSLQ/St. Louis and WHFM/Rochester, NY.

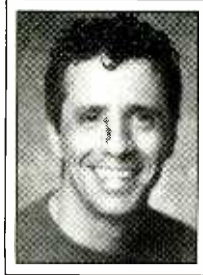
In between, Lake got a taste of the record industry as Director/National

assets, and his experience running a dedicated rep company will help lead ABC to ever-growing levels of success."

Prior to his most recent role Garrity was VP/Account Manager for McGavren Guild Radio, having earlier been Regional Manager & Director/Sales and Assoc. New York Sales Manager for Group W Radio Sales. He started in sales in 1987 as a WABC/New York AE.

Promotion at Warner Bros. Records, and in the early 1980s he served as the U.S. manager for Australian rock act Men At Work. In 1986 he moved to A&M Records and took a job as a Chicago-based national Midwest Top 40 promotion executive. He later rose to National Director/Pop Promotion and in 1990 shifted to Epic Records as VP/Pop Promotion. He also held a promotions position at Motown.

Later in the 1990s Lake became PD of WRNO/New Orleans. He joined WAZU & WLWQ as PD in August 1998 and added WHOK programming duties in January 2000.



Listeners Sound Off On The Dixie Chicks

Remarks set off firestorm with radio programmers and listeners

The ride this year for The Dixie Chicks has been nothing short of amazing. The group's latest multiplatinum album, *Home*, won the Grammy for Best Country album (an honor *Home* shares with its two predecessors, *Wide Open Spaces* and *Fly*), as well as for Best Country Performance in the Vocal and Instrumental categories and Best Recording Packaging. Add those to the group's four trophies from previous years.

With the precision of a fine Swiss watch, Columbia Records Exec. VP Charlie Walk has made The Dixie Chicks a multiformat phenomenon by crossing them to CHR/Pop, Hot AC and AC with "Landslide." The song is No. 3 at Hot AC and No. 1 at AC.

If this weren't enough, The Dixie Chicks made music history this month when they sold more than 867,000 concert tickets in one day. According to Ticketmaster, tickets to 59 of their world arena tour dates sold out, adding up to more than \$49 million in sales. This surpassed sales records set by Madonna, U2, The Rolling Stones, Paul McCartney, The Backstreet Boys and 'N Sync. The Chicks' U.S. tour is scheduled to begin on May 1 in Greenville, SC.

With hits like "Wide Open Spaces," "Ready to Run" and "Landslide" under their belts, The Dixie Chicks seemed untouchable. Then, with war pending and the subject a red-hot potato across America, Natalie Maines,

"I do not think she thought before she spoke. I love the Dixie Chicks music and will continue to be a fan."

30-year-old female study respondent

lead singer of the group and a Lubbock, TX native, told a London audience on March 10, "Just so you know, we're ashamed the president of the United States is from Texas."

It took mere seconds for the resulting firestorm to sweep the world. Just four days later Maines responded to

the criticism, saying, "As a concerned American citizen, I apologize to President Bush, because my remark was disrespectful. I feel that whoever holds that office should be treated with the utmost respect." Her apology, however, only seemed to add to the controversy.

Radio Boycott

With many feeling that Maines' remarks were un-American and her apology insincere, certain radio stations and companies reacted by dropping all Dixie Chicks songs. Cumulus and Cox led the way with their Dixie Chicks bans. Cumulus Exec. VP/GM John Dickey told R&R that only his 42 Country stations are under orders not to play Dixie Chicks music, but that the company is monitoring reaction at its CHR, Hot AC and AC outlets and that it is a "day by day" situation.

Dickey said that Maines "owes it to that fan base to make her position clear — not through a press release that was crafted to stem the tide of negative publicity. We are open to hearing what she has to say. We're certainly very forgiving people, and our listeners are too."

Cox Country Format Coordinator Gerry McCracken told R&R that there is no company policy or edict not to play The Dixie Chicks, but that the seven Country outlets Cox owns all came to the same decision not to play music by the group.

The boycott seems to be hurting the Chicks. According to Mediabase airplay statistics, The Dixie Chicks' airplay in the top 140 U.S. markets has declined 20% since the boycott began. Airplay at Country was off 29%, CHR declined 11%, Hot AC declined 7%, and AC dropped 7%.

The Study

While some programmers and radio executives have spoken, we wanted to know what a cross section of radio listeners had to say about The Dixie Chicks and how the controversy is affecting their radio-listening or music-purchasing habits. For those answers, we turned to RateTheMusic.com, the online music-testing company.

RateTheMusic.com selected names at random from its national database and, for purposes of this study, ended up using 465 respondents. Please

Chicks' Airplay Suffers

The Dixie Chicks' airplay has suffered across the board. The three-week trend on "Landslide" at CHR/Pop, Hot AC and AC was not good, nor was airplay for "Travelin' Soldier" at Country. Here's the three-week outlook with total plays listed first and rank in parentheses. Keep in mind, this is based on the latest single at each format.

Format	3/2-3/8	3/9-3/15	3/16-3/22	Change
CHR/Pop	4,185 (14)	3,882 (15)	2,369 (26)	-43.3%
AC	2,774 (1)	2,573 (1)	1,419 (9)	-48.8%
Hot AC	3,351 (2)	3,222 (3)	2,162 (9)	-35.4%
Country	6,090 (1)	5,478 (2)	2,088 (16)	-65.7%
Total	16,400	15,155	8,038	-51.7%

note that the respondents in this study are typically Country radio PIs, those most likely to listen heavily to the format and to purchase music.

RateTheMusic.com asked the following questions, which consisted of both multiple choices and verbatims:

In regard to comments made by Dixie Chicks lead singer Natalie Maines at a recent concert in London, which of the following best describes your opinion?

1. I never want to hear their music again, even though she apologized.

2. I am upset by her remarks, but we should accept her apology.

3. Everyone is entitled to his or her opinion. Like it or not, that's what being an American is all about.

4. I am not familiar with her comments.

5. I have no opinion.

Do you have any additional comments regarding this issue?

The following are some excerpted verbatims from listeners who participated in the study. As you will read, their responses are emotional and about as wide-ranging as this great land.

"Any time I hear a Dixie Chicks song on the radio, I not only change the station, I leave it off that station for at least an hour."

29-year-old male study respondent

Listeners Speak

14-year-old female: "She has a beautiful voice but a big mouth that she needs to learn to keep shut."

15-year-old male: "I don't think it is right that radio stations are not playing Dixie Chicks music."

15-year-old female: "I think that she is entitled to her opinion whether I agree or not. The thing that I am upset about is that she was in Europe. She should be in support of the U.S. She is like a representative of the citi-

"I don't understand why the average citizen can say how he or she feels about the president, but as soon as a celebrity says it, it's big news."

16-year-old female study respondent

zens of the U.S. I don't think that she acted in a fashion that makes people think that Americans are proud of our country and our president."

15-year-old female: "I used to be a Dixie Chicks fan. Their music is wonderful, but I think Natalie should stop running her mouth. I will never buy a Dixie Chicks CD or attend a concert."

16-year-old female: "I don't understand why the average citizen can say how he or she feels about the president, but as soon as a celebrity says it, it's big news. As Americans, we are lucky to have the right to freedom of speech, and I'm happy to see that Natalie was expressing her rights. Besides, as an entertainer, aren't you supposed to raise controversy and speak your mind in your lyrics? Eminem does it all the time in rap, so why can't The Dixie Chicks do it in country?"

"I don't think what Natalie said was out of line at all. So she doesn't support the war. Neither do Fred Durst or Sheryl Crow. Why aren't they getting picked on? Some people need to loosen up and get with the times. If they don't like it, tough, find new music to listen to."

17-year-old male: "The Dixie Chicks are one of the prime suspects in the 'Murder on Music Row' that Mr. George Strait and Mr. Alan Jackson talked about. If you are being played on Pop and AC stations, you have no business on Country radio. I am sick of hearing their music, and I, for one, am ashamed that the Chicks' music has been floating around Country radio. Get them off and keep them off."

Continued on Page 30



EVERBODY IS LISTENING Universal recording artists Sister Hazel came by WNKS/Charlotte to take some calls from listeners. Seen here are (l-r) Sister Hazel lead singer Ken Block and guitarist Ryan Newell, WNKS morning show hosts TJ and Ace and Sister Hazel rhythm guitarist-backing vocalist Andrew Copeland.



EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES March 28, 2003

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

HP = Hit Potential ®

ARTIST TITLE LABEL(S)	CHR/POP TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
JENNIFER LOPEZ f/LL COOL J All I Have (Epic)	3.96	3.97	4.01	3.92	95.4	35.7	3.97	3.90	4.00	3.91	4.02	3.86	4.02
AALIYAH Miss You (BlackGround/Universal)	3.96	3.96	3.94	4.00	89.1	30.0	4.06	3.89	3.91	4.06	3.87	3.92	3.96
50 CENT In Da Club (Shady/Aftermath/Interscope)	3.94	4.07	4.10	4.14	94.0	26.3	4.16	3.98	3.66	4.18	3.80	3.99	3.80
HP R. KELLY Ignition (Jive)	3.91	3.73	--	--	86.6	21.7	4.08	3.80	3.86	3.96	3.94	3.95	3.79
AVRIL LAVIGNE I'm With You (Arista)	3.88	3.77	3.60	3.54	83.7	23.7	3.96	3.83	3.84	3.99	3.76	3.92	3.84
AMANDA PEREZ Angel (Powerhowse/Virgin)	3.86	3.90	3.85	3.87	82.9	25.4	3.91	3.86	3.79	3.89	3.92	3.84	3.79
KID ROCK f/SHERYL CROW Picture (Atlantic)	3.84	3.72	3.69	3.67	74.9	20.0	3.67	3.80	4.04	3.74	3.97	3.85	3.79
JA RULE f/ASHANTI Mesmerize (Murder Inc./IDJMG)	3.81	3.87	3.87	3.77	97.1	33.7	3.87	3.75	3.80	3.78	3.84	3.86	3.74
EMINEM Superman (Shady/Interscope)	3.79	3.75	3.71	3.76	84.3	25.4	4.05	3.70	3.59	3.64	3.69	3.94	3.87
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	3.79	3.70	3.65	3.72	90.6	30.6	3.85	3.85	3.65	3.83	3.69	3.84	3.79
SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	3.75	3.74	3.69	3.72	87.4	29.7	3.92	3.62	3.72	3.71	3.65	3.79	3.87
JUSTIN TIMBERLAKE Cry Me A River (Jive)	3.74	3.69	3.67	3.71	92.9	34.6	3.79	3.77	3.65	3.93	3.62	3.84	3.55
NIVEA Don't Mess With My Man (Jive)	3.74	3.71	3.77	3.80	91.1	37.7	3.86	3.62	3.72	3.84	3.75	3.80	3.56
CHRISTINA AGUILERA Beautiful (RCA)	3.74	3.71	3.74	3.69	94.6	33.1	3.61	3.72	3.90	3.87	3.71	3.75	3.61
HP FIELD MOB Sick Of Being Lonely (MCA)	3.72	3.72	3.66	3.70	86.9	28.3	3.77	3.69	3.69	3.81	3.69	3.68	3.70
B2K and P. DIDDY Bump, Bump, Bump (Epic)	3.71	3.80	3.89	3.93	94.6	37.4	3.81	3.70	3.61	3.56	3.73	3.80	3.75
DIXIE CHICKS f/SHERYL CROW Landslide (Monument/Columbia)	3.67	3.66	3.62	3.66	80.6	23.4	3.71	3.56	3.74	3.72	3.61	3.70	3.65
3 DOORS DDWN When I'm Gone (Republic/Universal)	3.62	3.56	3.54	3.62	80.9	26.0	3.61	3.47	3.77	3.47	3.71	3.57	3.70
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	3.61	3.50	3.33	3.40	76.3	24.3	3.80	3.43	3.61	3.65	3.62	3.67	3.53
SIMPLE PLAN I'd Do Anything (Lava)	3.59	3.34	3.23	3.37	69.4	17.7	3.81	3.37	3.55	3.45	3.56	3.50	3.85
JAY-Z & BEYDNCE '03 Bonnie And Clyde (Roc-A-Fella/IDJMG)	3.55	3.56	3.58	3.68	91.1	42.3	3.61	3.56	3.48	3.57	3.54	3.71	3.38
NO DOUBT Running (Interscope)	3.53	3.19	--	--	67.4	21.1	3.41	3.55	3.62	3.33	3.52	3.48	3.70
BOWLING FOR SOUP Girl All The... (Silvertone/Jive)	3.45	3.23	--	--	59.7	16.3	3.55	3.34	3.46	3.21	3.56	3.42	3.56
T.A.T.U. All The Things She Said (Interscope)	3.41	3.13	--	--	73.4	24.0	3.50	3.39	3.32	3.61	3.35	3.42	3.26
DF DUB Country Girl (Columbia)	3.40	3.15	3.01	3.11	55.4	19.4	3.46	3.25	3.49	3.24	3.55	3.63	3.13
JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	3.29	3.17	3.20	3.23	59.7	19.1	3.22	3.46	3.20	3.16	3.35	3.53	3.11

CalloUT AMERICA® HOT SCORES

By ANTHONY ACAMPORA

While Jennifer Lopez gives up the top spot on the R&R CHR/Pop chart this week, she moves into a tie for No. 1 on Callout America with "All I Have," featuring LL Cool J. The song ranks fifth with teens and second with women 18-24 and 25-34.

Tied with J.Lo is Aaliyah. "Miss You" (BlackGround/Universal) ranks first overall and third across all demos as the song makes its way toward the top 10 on R&R's CHR/Pop chart.

R. Kelly continues his climb, rising to No. 4 this week with "Ignition" (Jive). The song is roaring up the airplay chart, and this week it ranks second with teens, seventh 18-24 and fifth 25-34.

Amanda Perez posts another big week with "Angel" (Powerhowse/Virgin). The track ranks sixth overall, eighth with teens, fourth 18-24 and eighth 25-34.

Kid Rock climbs to his highest position ever on Callout America with "Picture," featuring Sheryl Crow (Atlantic). "Picture" takes over in the 25-34 cell, ranking No.1; it's seventh with women 18-24.

Smilez And Southstar are near top 10 testing again with "Tell Me" (ARTISTdirect) as they achieve a seventh-place ranking with teens.

Despite the recent controversy, The Dixie Chicks score their highest Callout America results in four weeks with "Landslide" (Monument/Columbia).

Keep an eye on Tyrese. After last week's hot debut, his song was not tested this week, but it will return next week.

Radio-industry subscribers to the R&R newspaper can view detailed Callout America information online at www.bullsi.com, thanks to our partnership with Bullseye Research. This week's password is *reynolds*.

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

R&R's Year-End Chart Pack

Only \$65

NOW AVAILABLE!

Includes year-end charts for all R&R formats from 1974 through 2002!

Call (310) 788-1625 or email moreinfo@radioandrecords.com



• March 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	50 CENT In Da Club (Shady/Aftermath/Interscope)	7787	+284	955181	7	121/0
1	2	JENNIFER LOPEZ FILL COOL J All I Have (Epic)	7516	-493	745033	13	128/0
4	3	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	6560	-517	689921	12	123/0
3	4	AVRIL LAVIGNE I'm With You (Arista)	6523	-667	670597	16	130/0
6	5	3 DOORS DOWN When I'm Gone (Republic/Universal)	6502	+613	647543	14	124/2
5	6	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	6444	-252	741421	20	119/0
7	7	AMANDA PEREZ Angel (Powerhouse/Virgin)	5706	+316	571855	9	122/0
13	8	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	4734	+455	469104	9	111/1
8	9	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	4605	-653	489567	14	126/0
9	10	CHRISTINA AGUILERA Beautiful (RCA)	4390	-737	378256	18	124/0
20	11	JUSTIN TIMBERLAKE Rock Your Body (Jive)	4308	+1398	491673	3	128/6
19	12	R. KELLY Ignition (Jive)	4087	+1149	512651	4	110/9
16	13	AALIYAH Miss You (BlackGround/Universal)	4042	+298	481611	10	104/2
10	14	T.A.T.U. All The Things She Said (Interscope)	4002	-620	468751	15	130/0
11	15	EMINEM Superman (Shady/Aftermath/Interscope)	3850	-741	372529	11	119/0
14	16	NIVEA Don't Mess With My Man (Jive)	3708	-217	449478	21	124/0
12	17	JUSTIN TIMBERLAKE Cry Me A River (Jive)	3554	-921	404413	15	128/0
22	18	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	3489	+592	362835	5	121/3
23	19	TLC Damaged (Arista)	3052	+316	352710	4	117/4
18	20	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	3027	+38	373507	10	113/3
24	21	NO DOUBT Running (Interscope)	2790	+58	310393	8	120/0
17	22	SIMPLE PLAN I'd Do Anything (Lava)	2659	-528	365221	14	111/0
21	23	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	2592	-312	263461	12	83/0
29	24	STACIE ORRICO Stuck (Forefront/Virgin)	2415	+221	237816	6	113/3
43	25	CHRISTINA AGUILERA Fighter (RCA)	2400	+1160	261431	2	124/3
15	26	DIXIE CHICKS Landslide (Monument/Columbia)	2369	-1513	250512	14	101/0
36	27	GOOD CHARLOTTE The Anthem (Epic)	2284	+593	307262	3	105/7
27	28	CELINE DION I Drove All Night (Epic)	2273	-84	229942	8	103/0
45	29	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	2165	+1026	251572	2	108/29
35	30	GINUWINE Hell Yeah (Epic)	2086	+338	215754	5	85/4
33	31	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	2072	+273	166335	5	78/2
25	32	JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	2034	-471	250150	12	115/0
26	33	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	1958	-460	235616	17	112/0
34	34	BON JOVI Misunderstood (Island/IDJMG)	1681	-77	175306	9	87/1
38	35	LUCY WOODWARD Dumb Girls (Atlantic)	1556	-10	181598	7	88/0
32	36	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	1491	-327	207808	18	112/0
39	37	KELLY ROWLAND Can't Nobody (Columbia)	1455	+46	146259	5	71/0
41	38	BLU CANTRELL Breathe (Arista)	1420	+157	127575	6	61/0
37	39	NELLY Air Force Ones (Fo' Reel/Universal)	1406	-216	123058	18	102/0
46	40	FIELD MOB Sick Of Being Lonely (MCA)	1402	+340	148094	4	67/8
30	41	DFDUB Country Girl (Columbia)	1279	-891	89455	10	100/0
47	42	EVANESCENCE Bring Me To Life (Wind-up)	1266	+302	116778	4	67/41
44	43	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1237	+97	90381	3	67/3
31	44	BOOMKAT The Wreckoning (DreamWorks)	1197	-865	102593	9	110/0
40	45	VI-3 Eyes Closed So Tight (MCA)	1138	-255	104041	7	66/0
42	46	NORAH JONES Don't Know Why (Blue Note/Virgin)	1113	-129	120663	20	34/0
50	47	COLDPLAY Clocks (Capitol)	1053	+344	97032	2	68/11
Debut	48	TYRESE How You Gonna Act Like That (J)	957	+252	105661	1	70/7
48	49	LISA MARIE PRESLEY Lights Out (Capitol)	921	+47	102207	4	69/1
Debut	50	WAYNE WONDER No Letting Go (VP/Atlantic)	842	+196	244534	1	47/11

130 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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
MADONNA American Life (Maverick/WB)	68
AVRIL LAVIGNE Losing Grip (Arista)	61
EVANESCENCE Bring Me To Life (Wind-up)	41
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	29
LILLIX It's About Time (Maverick/Reprise)	20
COLDPLAY Clocks (Capitol)	11
SEAN PAUL Get Busy (40/40/VP/Atlantic)	11
WAYNE WONDER No Letting Go (VP/Atlantic)	11
R. KELLY Ignition (Jive)	9
NAS I Can (Columbia)	9
BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	9
FRANKIE J. Don't Wanna Try (Columbia)	9

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JUSTIN TIMBERLAKE Rock Your Body (Jive)	+1398
CHRISTINA AGUILERA Fighter (RCA)	+1160
R. KELLY Ignition (Jive)	+1149
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	+1026
3 DOORS DOWN When I'm Gone (Republic/Universal)	+613
GOOD CHARLOTTE The Anthem (Epic)	+593
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	+592
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	+455
COLDPLAY Clocks (Capitol)	+344
FIELD MOB Sick Of Being Lonely (MCA)	+340

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2176
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	2139
EMINEM Lose Yourself (Shady/Interscope)	2011
PINK Family Portrait (Arista)	1671
NO DOUBT F/LADY SAW Underneath It All (Interscope)	1440
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	1340
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	1293
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1227
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	1159
CREED One Last Breath (Wind-up)	1109
JENNIFER LOPEZ Jenny From The Block (Epic)	1088
AVRIL LAVIGNE Complicated (Arista)	1071
LINKIN PARK In The End (Warner Bros.)	1053
NELLY Hot In Herre (Fo' Reel/Universal)	1011
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1001
JUSTIN TIMBERLAKE Like I Love You (Jive)	1001
CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	990
DJ SAMMY & YANOU Heaven (Robbins)	953
PINK Just Like A Pill (Arista)	892
JIMMY EAT WORLD The Middle (DreamWorks)	796
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	792
MARY J. BLIGE Family Affair (MCA)	783
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	762
MICHELLE BRANCH All You Wanted (Maverick/WB)	721
CALLING Wherever You Will Go (RCA)	714

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

Need it fast? No problem.

- Custom Production - Callouts & Montages
- Digital, Clear, Consistent
- All Formats & International Titles
- 65,000+ Song Library
- On-Time Delivery

HOOKS
UNLIMITED
The World's Premier Music Hook Service

Featuring: The Century GoldDiscs and HitDiscs

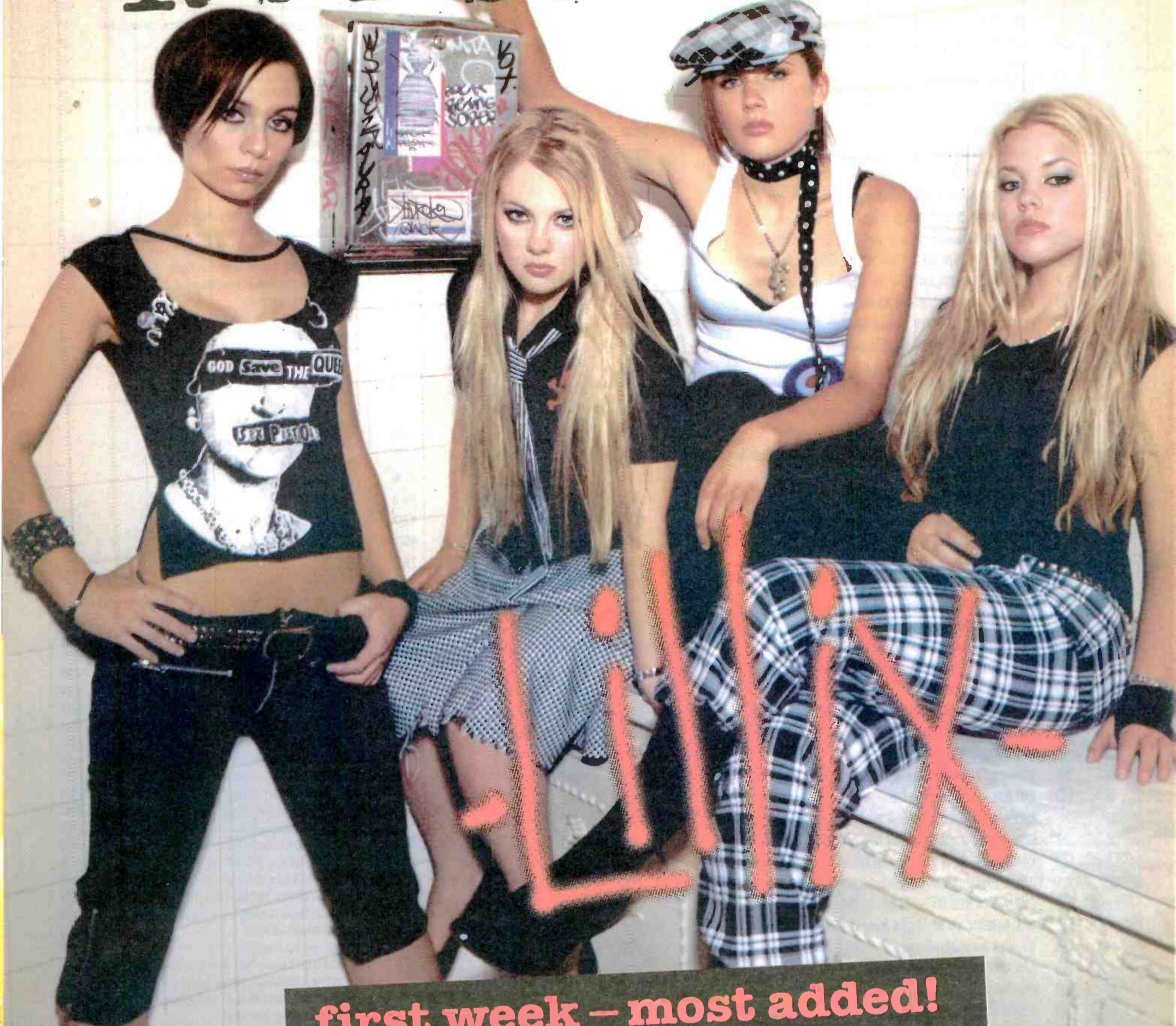
Email: hooks@hooks.com
www.hooks.com
FAX: (573)443-4016

200 Old 63 South, #103
Columbia, MO 65201-6081

For The Best Auditorium
Test Hook Tapes

Michael Pelaia
(573)443-4155

"It's About Time".



first week – most added!

WNOU	WHYI	KHTS	WKQI
KFMD	WKST	WPRO	WKSS
WKSC	WDCG	KKRZ	WWWQ

and more

The first single from the debut album Falling Uphill

Produced by The Matrix Mixed by Tom Lord-Alge

Managed by Jonathan Simkin for Simkin Artist Management, Vancouver, B.C., Canada

lillix.com



©2005 Maverick Recording Company

® March 28, 2003

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	2803	-78	78097	11	50/0
3	2	3 DOORS DOWN When I'm Gone (Republic/Universal)	2747	+150	74170	15	50/0
2	3	AVRIL LAVIGNE I'm With You (Arista)	2576	-75	70959	16	49/0
5	4	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	2470	-56	63800	10	49/0
4	5	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	2406	-146	66818	20	47/0
6	6	T.A.T.U. All The Things She Said (Interscope)	2338	-186	67878	18	49/0
8	7	50 CENT In Da Club (Shady/Aftermath/Interscope)	2207	+221	64287	6	51/0
10	8	AMANDA PEREZ Angel (Powerhouse/Virgin)	2112	+305	57842	8	49/3
7	9	CHRISTINA AGUILERA Beautiful (RCA)	2036	-384	59034	17	46/0
9	10	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	1746	-195	42279	12	43/0
12	11	NO DOUBT Running (Interscope)	1476	+63	40902	10	49/0
16	12	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	1425	+214	44191	4	48/0
11	13	JUSTIN TIMBERLAKE Cry Me A River (Jive)	1363	-298	38495	14	34/0
13	14	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	1294	+18	37003	9	37/0
18	15	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	1286	+174	37513	6	43/1
30	16	JUSTIN TIMBERLAKE Rock Your Body (Jive)	1238	+483	38767	2	48/7
14	17	SIMPLE PLAN I'd Do Anything (Lava)	1199	-55	39379	12	34/1
19	18	NIVEA Don't Mess With My Man (Jive)	1095	-14	32390	18	30/0
22	19	AALIYAH Miss You (BlackGround/Universal)	1084	+161	26650	6	34/3
15	20	EMINEM Superman (Shady/Aftermath/Interscope)	1053	-160	26625	9	34/0
21	21	MISSY "MISDEMEANOR" ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	1038	+69	25890	7	38/0
29	22	TLC Damaged (Arista)	1017	+259	32125	3	37/6
20	23	CELINE DION I Drove All Night (Epic)	987	-11	27262	7	35/0
26	24	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	915	+102	28344	6	42/2
25	25	LUCY WOODWARD Dumb Girls (Atlantic)	868	+42	24215	8	40/2
17	26	DIXIE CHICKS Landslide (Monument)	862	-299	23326	13	25/0
33	27	STACIE ORRICO Stuck (Forefront/Virgin)	780	+59	19984	5	33/2
35	28	GOOD CHARLOTTE The Anthem (Epic)	779	+197	20574	2	35/4
31	29	BON JOVI Misunderstood (Island/IDJMG)	763	+20	21723	10	33/0
39	30	CHRISTINA AGUILERA Fighter (RCA)	700	+305	21257	2	43/11
23	31	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	694	-198	21461	17	26/0
41	32	R. KELLY Ignition (Jive)	681	+315	18506	2	28/5
27	33	JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	653	-152	14968	11	23/0
32	34	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	647	-81	15503	8	26/1
28	35	DFDUB Country Girl (Columbia)	586	-199	14774	8	24/0
24	36	BOOMKAT The Wreckoning (DreamWorks)	581	-308	15943	9	28/0
40	37	COLDPLAY Clocks (Capitol)	471	+79	11996	2	25/6
37	38	NORAH JONES Don't Know Why (Blue Note/Virgin)	455	-21	8327	16	15/0
36	39	GOD GOO DOLLS Sympathy (Warner Bros.)	446	-34	13371	4	28/0
Debut	40	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	433	+288	12747	1	47/24
38	41	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	400	-69	9289	15	15/0
Debut	42	EVANESCENCE Bring Me To Life (Wind-up)	372	+132	9376	1	26/12
Debut	43	ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	362	+218	10171	1	32/9
44	44	STACIA Angel (Raystone)	339	+19	7777	3	16/1
45	45	LAVA BABY Sex Junkie (Liquid 8)	329	+16	8075	3	19/0
42	46	DONNAS Take It Off (Lookout/Atlantic)	325	+5	9298	2	23/0
48	47	STEREO FUSE Everything (EO/Wind-up)	295	+9	6268	19	7/0
43	48	VI-3 Eyes Closed So Tight (MCA)	295	-25	9702	2	16/0
49	49	SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	290	+6	8840	2	17/1
Debut	50	AVRIL LAVIGNE Losing Grip (Arista)	281	+160	8491	1	33/20

52 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 3/16-Saturday 3/22.
© 2003, R&R Inc.

Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	24
MADONNA American Life (Maverick/WB)	24
AVRIL LAVIGNE Losing Grip (Arista)	20
EVANESCENCE Bring Me To Life (Wind-up)	12
CHRISTINA AGUILERA Fighter (RCA)	11
SEAN PAUL Get Busy (40/40/VP/Atlantic)	10
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	9
JUSTIN TIMBERLAKE Rock Your Body (Jive)	7
TLC Damaged (Arista)	6
COLDPLAY Clocks (Capitol)	6
R. KELLY Ignition (Jive)	5
FIELD MOB Sick Of Being Lonely (MCA)	5
GOOD CHARLOTTE The Anthem (Epic)	4
B2K Girlfriend (Epic)	4
AMANDA PEREZ Angel (Powerhouse/Virgin)	3
AALIYAH Miss You (BlackGround/Universal)	3
GINUWINE Hell Yeah (Epic)	3
TYRESE How You Gonna Act Like That (J)	3
WAYNE WONDER No Letting Go (VP/Atlantic)	3
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JUSTIN TIMBERLAKE Rock Your Body (Jive)	+483
R. KELLY Ignition (Jive)	+315
AMANDA PEREZ Angel (Powerhouse/Virgin)	+305
CHRISTINA AGUILERA Fighter (RCA)	+305
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	+288
TLC Damaged (Arista)	+259
50 CENT In Da Club (Shady/Aftermath/Interscope)	+221
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	+218
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	+214
GOOD CHARLOTTE The Anthem (Epic)	+197
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	+174
AALIYAH Miss You (BlackGround/Universal)	+161
AVRIL LAVIGNE Losing Grip (Arista)	+160
3 DOORS DOWN When I'm Gone (Republic/Universal)	+150
SEAN PAUL Get Busy (40/40/VP/Atlantic)	+135
EVANESCENCE Bring Me To Life (Wind-up)	+132
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	+102
COLDPLAY Clocks (Capitol)	+79
GINUWINE Hell Yeah (Epic)	+73
TYRESE How You Gonna Act Like That (J)	+70
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	+69
THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	+69
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	+67
NO DOUBT Running (Interscope)	+63
STACIE ORRICO Stuck (Forefront/Virgin)	+59
WAYNE WONDER No Letting Go (VP/Atlantic)	+43
LUCY WOODWARD Dumb Girls (Atlantic)	+42
MADONNA American Life (Maverick/WB)	+37
FIELD MOB Sick Of Being Lonely (MCA)	+36
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	+36

"At Zimmer Radio group, Powergold has made our Program Directors' lives so much easier in regards to achieving the balance and flow we want in our music product, on-air. Powergold's features are flexible, user-friendly and the product support is awesome! I'm glad that Powergold is in our programming arsenal of weapons!"

— Tony Richards, Regional Director Of Operations/Zimmer Radio Group

Powergold 2002



THE LEADERS IN ADVANCED MUSIC SCHEDULING SOFTWARE FOR WINDOWS

Call us and we'll make it EASY for you to switch.

Sales: 1-800-870-0033 • Support: 501-821-1123

Download a free trial version at www.powergold.com • email: info@powergold.com

ON THE RECORD

With
Marshal Blevins
PD, KPRF/Amarillo, TX



Amarillo, TX, may not be the biggest market, but don't get this city wrong — the people of Amarillo take their radio stations very seriously! Here at KPRF (Power 98.7), we take the format we deliver seriously. One of the things I like most about this city is the variety in the flavor of the people. We play everything from rap and urban all the way to pop and rock! • Some of our hottest songs right now are 50 Cent's "In da Club," which is hot during the day and No. 1 phones at night. Our

strongest songs also include Ja Rule featuring Ashanti's "Mesmerize" and Jennifer Lopez featuring LL Cool J's "All I Have." Eminem's "Superman" is lighting our phones up, and Aaliyah's "Miss You" is a strong song. We are also really excited about the remix with Jay-Z. 3 Doors Down's "When I'm Gone" is a great song for radio, given the current situation overseas. • The new songs I feel are going to be good for this market are "Fighter" by Christina Aguilera, "Rock Your Body" by Justin Timberlake and the new Ginuwine, "Hell Yeah," which is an awesome party song! We are getting lots of requests for these songs already. I feel as long as there are talented artists releasing these amazing songs, CHR will prove it is still a strong format.

It's a week for big moves on the R&R CHR/Pop chart as **50 Cent** finally reaches the top! "In da Club" (Shady/Aftermath/Interscope) finishes its meteoric rise by claiming the No. 1 spot, kicking **Jennifer Lopez's** "All I Have" (Epic) to No. 2. **Ja Rule & Ashanti's** "Mesmerize" (Murder Inc./IDJMG) inches up 4-3 ... **Justin Timberlake** rolls up 20-11* with "Rock Your Body" (Jive), picking up Most Increased Plays with 1,398 additional spins, and labelmate **R Kelly's** "Ignition" rockets 19-12* ... **Christina Aguilera** battles her way up the chart as "Fighter" (RCA) moves up 43-25* ... It's Mr. Mathers' moment! After winning an Academy Award this week, **Eminem** also posts a big chart gain with "Sing for the Moment" (Shady/Aftermath/Interscope), which climbs 45-29* ... Arista can sigh contentedly as **Blu Cantrell featuring Sean Paul's** "Breathe" ascends 41-38* ... **Field Mob** don't have to be alone anymore as "Sick of Being Lonely" (MCA) rises 46-40* ... Most Added honors go to **Madonna** this week, as "American Life" (Warner Bros.) picks up 68 adds ... **Tyrese** and **Wayne Wonder** both make their chart debuts this week.



— Keith Berman, Radio Editor

ON THE RISE

ARTIST: **Evanescence**

LABEL: **Wind-up**

By **MIKE TRIAS** / ASSISTANT EDITOR



Evanescence is defined as a dissipation or disappearance like vapor — an ironic statement when it comes to the band itself. The Little Rock quartet have arrived on the scene like a typhoon, thanks to their debut single, "Bring Me to Life." The song, with its catchy piano intro, builds throughout. All the while, lead singer Amy Lee's pure vocals intertwine with the harsh rock vocals of guest Paul McCoy, of fellow Wind-up act 12 Stones. It's an unlikely combination that lends to the dramatic effect of "Bring Me to Life." Already a huge hit at Alternative, "Life" has been on R&R's CHR/Pop chart for weeks, though it officially goes for adds this week. In fact, the song propelled first-week sales of the band's debut album, *Fallen*, as well as sales of the soundtrack to the movie *Daredevil*.

Evanescence was formed in the late '90s by Lee and guitarist and songwriter Ben Moody. The pair met at youth camp, where Moody noticed Lee playing the piano. After she sang for him, Moody jokes that he "suckered her into joining a band with me." Says Moody about their musical relationship, "We have the same vision regarding what we love about music. When it comes to songwriting, we finish each other's thoughts."

Moody and Lee, who count Bjork, Danny Elfman and Tori Amos among their influences, didn't perform live very much early in their career since they were just a duo. Only recently did veteran guitarist John LeCompt (guitar) and Rocky Gray (drums) join Evanescence on a permanent basis, though they have performed live with the duo on many occasions.

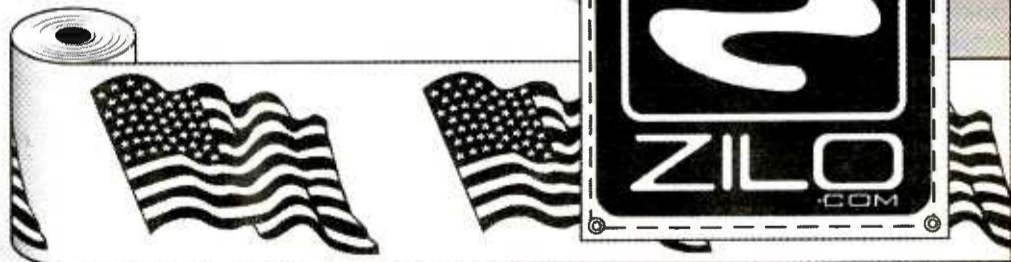
Fallen is in essence a rock album with a few surprises. Two tracks, "My Immortal" and "Hello," contain primarily piano and strings, with no guitars at all. "We're defi-

nately a rock band," says Lee. "But the twist is that the band's music is epic, dramatic, dark rock." *Fallen* is definitely driven by its ominous and intense musical arrangements and steered by powerful melodies and lyrics. Though the album plays like the score of a modern-day musical tragedy, Lee says, "The point of this whole record and band is to let people know that they're not alone in dealing with bad feelings or pain or anything that they go through. We're going through it too."

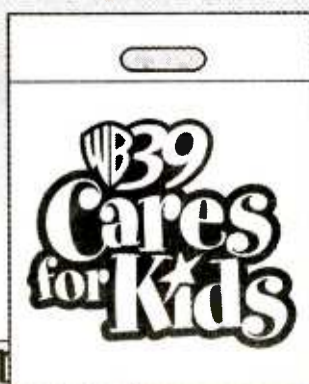
The Dave Fortman-produced *Fallen* has drawn comparisons to Linkin Park and Creed with one major difference — Lee's vocals. The down-to-earth singer is a fan of classical music and was trained in classical piano, and it shows in her vocal presentation. Lee's voice is more clear, dynamic and full than the typical edgy rock sound. Unlike many female-fronted rock acts, Evanescence does not stress sex appeal as a way to bring in more fans. However, that doesn't seem to be affecting Lee's growing popularity — she's quickly becoming a role model for many young fans.

Evanescence's music is like the light and dark side of the moon, with Lee's classical vocal styling — along with her orchestral string, piano and choral arrangements — on the light side, and the heavy guitars and percussion of rock on the other. The result is a haunting yet extremely captivating soundscape. Once you visit it, you may never want to come back.

EXPOSE YOURSELF



- EventTape®
- BunchaBanners™
- FlashBags™
- BumperStickers
- Ponchos
- KeyTags
- StadiumCups



FirstFlash! LINE®

6528 Constitution Drive • Fort Wayne, Indiana 46804
Fax: (260) 436-6739 • www.firstflash.com

1-800-21 FLASH

1-800-213-5274


**America's Best Testing CHR/Pop Songs 12+
For The Week Ending 3/28/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
3 DOORS DOWN When I'm Gone (Republic/Universal)	4.17	4.03	85%	18%	4.28	84%	19%
SIMPLE PLAN I'd Do Anything (Lava)	4.05	3.97	83%	15%	3.92	79%	14%
BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	3.92	3.92	72%	13%	3.80	68%	15%
STACIE ORRICO Stuck (Virgin)	3.92	.	36%	4%	3.89	31%	4%
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	3.91	3.85	94%	40%	3.88	91%	43%
AVRIL LAVIGNE I'm With You (Arista)	3.86	3.93	99%	44%	3.86	98%	45%
CHRISTINA AGUILERA Beautiful (RCA)	3.75	3.74	98%	51%	3.81	98%	49%
JUSTIN TIMBERLAKE Rock Your Body (Jive)	3.73	.	79%	17%	3.84	79%	16%
TLC Damaged (Arista)	3.73	3.65	56%	10%	3.70	55%	9%
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	3.73	3.63	51%	9%	3.59	53%	11%
50 CENT In Da Club (Shady/Interscope)	3.71	3.76	86%	30%	3.71	83%	32%
AALIYAH Miss You (BlackGround/Universal)	3.71	3.77	77%	22%	3.78	74%	22%
JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	3.67	3.69	84%	26%	3.81	83%	21%
JUSTIN TIMBERLAKE Cry Me A River (Jive)	3.65	3.69	97%	47%	3.88	98%	42%
KID ROCK F/SHERYL CROW Picture (Atlantic)	3.65	3.59	95%	41%	3.78	95%	43%
NO DOUBT Running (Interscope)	3.65	3.67	73%	16%	3.58	74%	17%
SMILEZ AND SOUTHSTAR Tell Me (What's Goin' On) (Artist Direct)	3.64	3.51	54%	17%	3.66	50%	18%
T. A. T. U. All The Things She Said (Interscope)	3.58	3.67	88%	35%	3.38	87%	42%
NIVEA Don't Mess With My Man (Jive)	3.53	3.52	84%	40%	3.60	84%	41%
AMANDA PEREZ Angel (Powerhouse/Virgin)	3.53	3.43	66%	22%	3.44	64%	26%
DIXIE CHICKS F/SHERYL CROW Landslide (Monument/Columbia)	3.50	3.71	95%	44%	3.71	96%	42%
EMINEM Superman (Shady/Interscope/Interscope)	3.50	3.69	93%	33%	3.61	93%	33%
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	3.46	3.48	95%	46%	3.51	95%	46%
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	3.45	3.61	89%	41%	3.42	88%	42%
DFDUB Country Girl (Columbia)	3.41	3.44	56%	16%	3.48	50%	13%
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	3.38	3.51	91%	50%	3.44	91%	51%
MISSY ELLIOTT F/LUDACRIS Gossip Folks (Gold Mind/Elektra/EEG)	3.37	3.55	80%	34%	3.60	78%	28%
R. KELLY Ignition (Jive)	3.35	.	60%	20%	3.32	56%	20%
CELINE DION I Drove All Night (Epic)	3.30	3.38	72%	21%	3.17	74%	24%
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	3.29	3.39	89%	49%	3.32	90%	50%

Total sample size is 553 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

SEAN PAUL Get Busy (40/40/VP/Atlantic)
Total Plays: 807, Total Stations: 48, Adds: 11

SIXPENCE NONE THE RICHER Don't Dream... (Squint/Curb/Reprise)
Total Plays: 766, Total Stations: 43, Adds: 2

AVRIL LAVIGNE Losing Grip (Arista)
Total Plays: 746, Total Stations: 96, Adds: 61

SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)
Total Plays: 733, Total Stations: 44, Adds: 5

NELLY Pimp Juice (Fo' Reel/Universal)
Total Plays: 671, Total Stations: 42, Adds: 3

NAS I Can (Columbia)
Total Plays: 548, Total Stations: 43, Adds: 9

B2K Girlfriend (Epic)
Total Plays: 426, Total Stations: 35, Adds: 6

JOHN MAYER Why Georgia (Aware/Columbia)
Total Plays: 416, Total Stations: 19, Adds: 0

JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)
Total Plays: 357, Total Stations: 24, Adds: 5

Songs ranked by total plays

The Dixie Chicks....

Continued from Page 24

20-year-old female: "I agree 100% with Ms. Maines. President Bush might be trying to fix a long-standing problem, but in the process he is alienating America and its citizens from the rest of the world."

20-year-old female: "As a proud resident of the state of Texas and an even more proud supporter of President Bush, I am ashamed to say that Natalie is also a resident of Texas. Our president deserves our prayers and respect, not comments like these. If they are unhappy with our president or the way our country is being run, they should take up their concerns with their state represen-

tatives or congressmen, not run to another country to run their mouths to thousands of people in such a disrespectful way.

"I am truly ashamed and will not buy tickets to their concerts, buy their CDs or listen to a radio station that continues to play their songs after this show of extreme disrespect."

26-year-old male: "I think the Dixie Chicks should walk the rows of Normandy and thank each white cross."

27-year-old female: "She shouldn't have said that, but at least she did openly apologize. That is more than other celebrities have done."

29-year-old male: "Any time I hear a Dixie Chicks song on the radio, I not only change the station, I

leave it off that station for at least an hour. Radio stations are welcome to play their music, but if they do, I will not be around for at least an hour's worth of advertising."

30-year-old-female: "I do not think she thought before she spoke. I love The Dixie Chicks' music and will continue to be a fan. I don't know if I agree with celebrities being so vocal in their opinions publicly. I feel musicians should sing and perform and not use their fame to speak about their political opinions. Anyway, I will always love the Chicks and their music, because no matter what their opinions are, they make great music."

32-year-old female: "I do not accept her apology. I will not purchase any more of their music. I do not believe that she is truly sorry about what she said. I think that she realized the predicament that she put herself in professionally and just said sorry to cover her butt. I will not buy their music in the future, nor will I listen to the music that I have in my possession already."

39-year-old male: Words have meaning, and The Dixie Chicks should accept the consequences of pissing off their core audience. Next time they should think before they speak when they try to suck up to an audience with cutesy remarks."

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: mdavis@radioandrecords.com

Lasting Damage?

This isn't the first Dixie Chicks controversy and may not be the last. So what should radio programmers do with The Dixie Chicks in the immediate future? Can the Country format afford to lose one of its core artists, one that is about to play to sold-out arenas, or is this issue just too hot to play with at the present time, given the circumstances we face as a country?

The obvious answer to the first question is to respond to your market and your listeners. Isn't that what being local is all about, and isn't that why you are paid the big bucks?

You can also look at it statistically. Three hundred and fifty-three females aged 12-54 participated in this study. There were 112 males and 30 teens. Forty-three percent of the females interviewed agree with the statement "Everyone is entitled to

their opinion. Like it or not, that's what being an American is all about." The percentage for males 12-54 was 54%, and it was 42% for teens.

Twenty-four percent of females agreed with the statement "I never want to hear their music again, even though she apologized," as did 22% of males and 23% of teens. Across all demographics for teens, males and females, percentages for agreement with this statement hovered in the low to mid-20s.

Twenty-three percent of females agreed with the statement "I am upset by her remarks, but we should accept her apology." So did 20% of males and 19% of teens. Nine percent of females chose "I am not familiar with her comments," as did 4% of males and 15% of teens. Only 2% of females and 4% of males chose "I have no opinion." No teens chose that response.

"Forty-two Cumulus Country stations are under orders not to play Dixie Chicks music, but the company is monitoring reaction at CHR, Hot AC and AC outlets, and it is a 'day by day' situation."

John Dickey

Stations and their adds listed alphabetically by market

WFLY/Albany, NY
VP/Prog: Michael Morgan
PD: Donnie Michaels
MD: Ellen Rockwell

WKKF/Albany, NY
PD: Rob Davies
MADONNA "American"
BUSTA RHYMES/MARIAH "Know"

KQIQ/Alexandria, LA
PD: Ron Roberts
CHRISTINA AGUILERA "Fighter"
MERYL SUE "Magpie"

WAEB/Allentown, PA
PD: Laura St. James
MD: Mike Kelly
LISA MARIE PRESLEY "Lights"

KPRF/Amarillo, TX
PD/MD: Marshal Blevins
23 JUSTIN TIMBERLAKE "Body"
18 JAY-Z "Excuse"

KGOT/Anchorage, AK
PD: Bill Stewart
23 JUSTIN TIMBERLAKE "Body"

WKSZ/Appleton, WI
OM: Greg Gell
PD: Dayton Kane
APO/MD: Hodi

WSTR/Atlanta, GA
PD: Dan Bowen
APD: J.R. Ammons
MD: Michael Chase

WWVQ/Atlanta, GA
OM/MD: Dylan Sprague
MD: Jeff Miles
Dir./Prog.: Leslie Form

WAY/Atlantic City, NJ
PD: Paul Kelly
AVRIL LAVIGNE "Losing"
EVANESCENCE "Lil"

WZNY/Augusta, GA
OM: John Shomby
PD: Steve Matthews
MD: Drew Young

KHFI/Austin, TX
PD: Jay Shannon
MD: Boogie
23 EVANESCENCE "Lil"

WFMF/Baton Rouge, LA
PD: Kevin Campbell
AUDIO SLAVE "Stone"
EVANESCENCE "Lil"

KQXY/Beaumont, TX
OM: Jim Hess
PD: Brandon Shaw
APD: Patrick Sanders

WXYK/Biloxi-Gulfport, MS
PD/APD: Kyle Curley
MD: Lucas

WMRV/Binghamton, NY
OM: Jim Free
PD/MD: Glen Turner
ALL-AMERICAN REJECTS "Swing"

WQEN/Birmingham, AL
OM: Doug Hammond
PD: Johnny Vincent
APD/MD: Madison Reeves

KSAS/Boise, ID
PD: Hoss Grigg
14 EVANESCENCE "Lil"
6 EMINEM "Moment"

KZMG/Boise, ID
PD/MD: Beau Richards
APD: Scooter B
11 EVANESCENCE "Lil"

WXKS/Boston, MA
VP/Prog. PD: Cadillac Jack
APD/MD: Kid David Corey
MADONNA "American"

WKSE/Buffalo, NY
PD: Dave Universal
MD: Brian B. Wilde
2 FABOLOUS FALL "MO 'Can't"

WZL/Canton, OH
PD: John Stewart
30 EMINEM "Moment"
9 AVRIL LAVIGNE "Losing"

WRZE/Cape Cod, MA
OM: Steve McVie
PD: Kevin Matthews
MD: Shane Blue

KZIA/Cedar Rapids, IA
PD/MD: Eric Hanson
2 CHRISTINA AGUILERA "Fighter"
1 EMINEM "Moment"

WSSS/Charleston, SC
OM/MD: Mike Edwards
3 TYRSE "Gonna"
1 AVRIL LAVIGNE "Losing"

WVSR/Charleston, WV
OM: Jeff Whitehead
PD: Chris Carmichael
MD: Apollo

WNKS/Charlotte, NC
OM/MD: John Reynolds
MD: Keli Reynolds
43 EVANESCENCE "Lil"

WCKJ/Chattanooga, TN
PD: Tommy Chick
4 GIN WINE "Hell"
1 JENNIFER LOPEZ "Glad"

WKSJ/Chicago, IL
PD: Rod Phillips
MD: Jeff Murray
19 EMINEM "Moment"

KLRS/Chicago, CA
PD/MD: Eric Brown
11 EVANESCENCE "Lil"
13 FIELD MOB "Lonely"

WKFS/Cincinnati, OH
OM: Scott Reinhart
Interim PD/MD: Donna Decoster
APD: "Action Jackson"

WAKS/Cleveland, OH
PD: Dan Mason
APD/MD: Kasper
3 WAYNE WONDER "Letting"

KKMG/Colorado Springs, CO
OM: Bobby Irwin
PD: Scott Valentine
4 EMINEM "Moment"

WNOK/Columbia, SC
OM: Dan Balla
PD: Brad Kelly
APD/MD: Keli Reynolds

WBFA/Columbus, GA
PD/MD: Wes Carroll
APD: Amanda Lighter
EMINEM "Moment"

WCGQ/Columbus, GA
OM: Bob Quick
PD/MD: Al Haynes
1 AVRIL LAVIGNE "Losing"

WJMX/Florence, SC
PD: Scotty G
6 GREGORY SCOTT "Closin'"
2 MADONNA "American"

KVSR/Fresno, CA
PD: Mike Yeager
35 EMINEM "Moment"
4 CHRISTINA AGUILERA "Fighter"

KSME/Ft. Collins, CO
PD: David Carr
MD: Jojo Timbebaugh
4 AVRIL LAVIGNE "Losing"

WXKB/Ft. Myers-Naples, FL
PD: Chris Cue
MD: Randy Sheryn
9 EMINEM "Moment"

KRBF/Dallas-Ft. Worth, TX
PD: Dan Kieley
APD: Alex Valentine
MD: Bethany Parks

WDFK/Dayton, OH
PD/MD: Matt Johnson
AVRIL LAVIGNE "Losing"
NAS "Can"

WGTZ/Dayton, OH
DM: J.D. Kunes
MD: Scott Sharp
AVRIL LAVIGNE "Losing"

WVYB/Daytona Beach, FL
PD: Kotler
10 EVANESCENCE "Lil"
6 R KELLY "Ignition"

KFMD/Denver-Boulder, CO
PD: Jim Lawson
MD: Gerry Dixon
12 SNOOP DOGG "Beautiful"

KKDM/Des Moines, IA
PD: Greg Chance
MD: Steve Jordan
3 EMINEM "Moment"

WDRD/Detroit, MI
PD: Alex Tear
APD: Jay Towers
MD: Keith Curry

WKQI/Detroit, MI
OM/MD: Don Theodore
MD: Beau Daniels
10 JIMMY EAT WORLD "Middle"

WZND/Dothan, AL
PD: Scott Dwyer
APD: Karson
MD: Kelle Sticksel

WLVY/Elimira-Corning, NY
PD/MD: Mike Strobel
APD: Brian Stoll
18 JIMMY EAT WORLD "Middle"

XHTO/El Paso, TX
PD/MD: Francisco Aguirre
66 EMINEM "Moment"
AVRIL LAVIGNE "Losing"

WRYS/Erie, PA
PD: Jeff Hurley
APD/MD: Karen Black
4 EVANESCENCE "Lil"

KDUK/Eugene-Springfield, OR
PD: Valerie Steele
MD: Steve Brown
5 EMINEM "Moment"

WSTO/Evansville, IN
PD: Jeff Scott
30 GOOD CHARLOTTE "Arthem"

WAKS/Cleveland, OH
PD: Dan Mason
APD/MD: Kasper
3 WAYNE WONDER "Letting"

KMCK/Fayetteville, AR
OM: Jay Phillips
PD: Brad Newman
MD: Dylan

KMXF/Fayetteville, AR
OM: Tom Travis
APD/MD: Ike D
13 R KELLY "Ignition"

WQSM/Fayetteville, NC
PD: Jason Adams
APD: Susanna James
MD: Kid Carter

WWCQ/Fint, MI
OM: John Shomby
PD: Scott Free
3 DANIEL BEDINGFIELD "One"

WVSR/Fresno, CA
PD: Mike Yeager
35 EMINEM "Moment"
4 CHRISTINA AGUILERA "Fighter"

KSME/Ft. Collins, CO
PD: David Carr
MD: Jojo Timbebaugh
4 AVRIL LAVIGNE "Losing"

WXKB/Ft. Myers-Naples, FL
PD: Chris Cue
MD: Randy Sheryn
9 EMINEM "Moment"

KRBF/Dallas-Ft. Worth, TX
PD: Dan Kieley
APD: Alex Valentine
MD: Bethany Parks

WDFK/Dayton, OH
PD/MD: Matt Johnson
AVRIL LAVIGNE "Losing"
NAS "Can"

WGTZ/Dayton, OH
DM: J.D. Kunes
MD: Scott Sharp
AVRIL LAVIGNE "Losing"

WYKS/Gainesville-Ocala, FL
PD/MD: Jeri Barla
APD: Mike Forte
3 SEAN PAUL "Busy"

WSNX/Grand Rapids, MI
APD/MD: Eric O'Brien
33 DOORS DOWN "Stone"

WVXX/Green Bay, WI
OM: Dan Stone
PD/MD: David Burns
No Adds

WKZL/Greensboro, NC
PD: Jeff McHugh
APD: Terrie Knight
MD: Wendy Galin

WERO/Greenville, NC
PD: Tony Banks
APD/MD: Chris Mann
3 WAYNE WONDER "Letting"

WRHT/Greenville, NC
OM/MD: Jon Reilly
APD: Bender
MD: Blake Larson

WFBC/Greenville, SC
PD: Nikki Nite
APD/MD: Tias
43 EVANESCENCE "Lil"

WHKF/Harrisburg, PA
PD: Jason Barsky
1 FABOLOUS FALL "MO 'Can't"

WKSS/Hartford, CT
PD: Rick Vaughn
MD: Jojo Brooks
1 FABOLOUS FALL "MO 'Can't"

KRBE/Houston-Galveston, TX
PD: Tracy Austin
APD/MD: Leslie Whitte
AVRIL LAVIGNE "Losing"

WKEE/Huntington, WV
PD: Jim Davis
APD/MD: Gary Miller
AVRIL LAVIGNE "Losing"

WZPY/Huntsville, AL
PD: Bill West
MD: Aly
14 AVRIL LAVIGNE "Losing"

WNOU/Indianapolis, IN
OM: Greg Dunkin
PD: David Edgar
APD: Chris Ott

WDBT/Jackson, MS
PD/MD: Jonathan Reed
APD: Adam Aze
4 WAYNE WONDER "Letting"

WYQY/Jackson, MS
PD: Nick Vance
APD: Jason Williams
MD: Kris Fisher

WAPE/Jacksonville, FL
PD: Tom Mazy
APD/MD: Tom Mazy
MADONNA "American"

WFKS/Jacksonville, FL
OM/MD: Bo Matthews
MD: Leo Adams
1 WAYNE WONDER "Letting"

KSME/Ft. Collins, CO
PD: David Carr
MD: Jojo Timbebaugh
4 AVRIL LAVIGNE "Losing"

WVSR/Fresno, CA
PD: Mike Yeager
35 EMINEM "Moment"
4 CHRISTINA AGUILERA "Fighter"

KRBF/Dallas-Ft. Worth, TX
PD: Dan Kieley
APD: Alex Valentine
MD: Bethany Parks

WDFK/Dayton, OH
PD/MD: Matt Johnson
AVRIL LAVIGNE "Losing"
NAS "Can"

WGTZ/Dayton, OH
DM: J.D. Kunes
MD: Scott Sharp
AVRIL LAVIGNE "Losing"

KMXX/Kansas City, MO
OM/MD: Jon Zeltner
APD: Panch
MD: Jason Suttler

WWST/Knoxville, TN
OM: Jeff Jamigan
PD: Rich Bailey
APD/MD: Scott Bohannon

KSMB/Lafayette, LA
PD: Bobby Novosad
MD: Aaron Santini
5 EMINEM "Moment"

WLAN/Lancaster, PA
PD: Michael McCoy
APD: J. Bosch
MD: Holly Love

WHZZ/Lansing, MI
PD/MD: Dave B. Goode
3 GOOD CHARLOTTE "Arthem"

KRRG/Laredo, TX
PD: Jerome S. Fletcher
MD: Monica Salazar
AVRIL LAVIGNE "Losing"

WLKT/Lexington-Fayette, KY
OM: Barry Fox
PD/MD: Eddie Rupp
24 AVRIL LAVIGNE "Losing"

KFRX/Lincoln, NE
PD: Sonny Valentine
APD: Larry Freeze
MD: Adam Michaels

KLAL/Little Rock, AR
PD: Randy Cain
APD: Ed Johnson
MD: Sydney Taylor

WZKB/Louisville, KY
PD: Chris Randolph
1 AVRIL LAVIGNE "Losing"

KZII/Lubbock, TX
OM: Wes Neessman
PD/MD: Kidd Carson
18 JAY-Z "Excuse"

WVGR/Macon, GA
PD/MD: Hank Brynmond
MD: Amanda Perez "Angel"

WZEE/Madison, WI
OM: John Shomby
PD: Nick Vance
APD: Jason Williams

WJYY/Manchester, NH
PD: Harry Kozlowski
APD/MD: J.J. Duetto
2 AVRIL LAVIGNE "Losing"

WVGR/Macon, GA
PD/MD: Hank Brynmond
MD: Amanda Perez "Angel"

WZEE/Madison, WI
OM: John Shomby
PD: Nick Vance
APD: Jason Williams

WVSR/Fresno, CA
PD: Mike Yeager
35 EMINEM "Moment"
4 CHRISTINA AGUILERA "Fighter"

KSME/Ft. Collins, CO
PD: David Carr
MD: Jojo Timbebaugh
4 AVRIL LAVIGNE "Losing"

WXKB/Ft. Myers-Naples, FL
PD: Chris Cue
MD: Randy Sheryn
9 EMINEM "Moment"

KRBF/Dallas-Ft. Worth, TX
PD: Dan Kieley
APD: Alex Valentine
MD: Bethany Parks

WDFK/Dayton, OH
PD/MD: Matt Johnson
AVRIL LAVIGNE "Losing"
NAS "Can"

WGTZ/Dayton, OH
DM: J.D. Kunes
MD: Scott Sharp
AVRIL LAVIGNE "Losing"

WABB/Mobile, AL
OM/MD: Jay Hastings
APD/MD: Pablo
AVRIL LAVIGNE "Losing"

WBGO/Monmouth-Ocean, NJ
PD: Greg Thomas
36 EVANESCENCE "Lil"

WVHM/Montgomery, AL
PD: Karen Rite
ALL-AMERICAN REJECTS "Swing"

WVAQ/Morgantown, WV
Dir./Prog.: Lacy Neff
MD: Brian Mo
AVRIL LAVIGNE "Losing"

WVXM/Myrtle Beach, SC
PD: Wally B.
AVRIL LAVIGNE "Losing"

WZQZ/Nashville, TN
PD: Marc D.
BUSTA RHYMES/MARIAH "Know"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

KKRZ/Portland, OR
PD: Michael Hayes
1 AVRIL LAVIGNE "Losing"

WERZ/Portsmouth, NH
OM/MD: Mike O'Donnell
APD: Jay Michaels
MD: Sarah Sullivan

WSPK/Poughkeepsie, NY
PD: Scotty Hac
APD: Shy Walker
MD: Paulie Cruz

WFHN/Providence, MA
PD: Jim Reitz
APD: Christine Fox
MD: David Duran

WPRO/Providence, RI
OM: Ron St. Pierre
PD: Tony Bristol
APD/MD: Davey Morris

KBQA/Quad Cities, IA-IL
PD/MD: Matt Williams
OM: Nancy Cambino

WHTS/Quad Cities, IA-IL
OM/MD: Tony Waitkus
MD: Kevin Walker

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

KTFM/San Antonio, TX
2 SNOOP DOGG "Beautiful"

KXXM/San Antonio, TX
PD: Krash Kelly
MD: Nadia Canales
1 AVRIL LAVIGNE "Losing"

KHTS/San Diego, CA
PD: Diana Laird
APD/MD: Hitman Haze
4 EMINEM "Moment"

KSLY/San Luis Obispo, CA
PD: Adam Burnes
MD: Craig Marshall
4 MADONNA "American"

WAVC/Savannah, GA
PD: Chris Alban
APD/MD: Rich Stevens
MD: David Duran

WZAT/Savannah, GA
OM/MD: John Thomas
MD: Dylan
JOHN MAYER "Steppin'"

KBKS/Seattle-Tacoma, WA
PD: Mike Preston
MD: Marcus D
SEAN PAUL "Busy"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WKHQ/Traverse City, MI
OM: Shawn Sheldon
PD: Ron Pritchard
1 AVRIL LAVIGNE "Losing"

WPST/Trenton, NJ
PD: Dave McKay
APD: Gabrielle Vaughn
EVANESCENCE "Lil"

KRQO/Tucson, AZ
APD/MD: Ken Carr
5 COLDFEEL "Cloaks"

KHTT/Tulsa, OK
OM: Tad Tucker
PD: Carly Rush
APD: Matt The Bral

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

WVWN/Nashville, TN
PD: Rick Davis
3 COLDFEEL "Cloaks"

* Monitored Reporters
182 Total Reporters
130 Total Monitored
52 Total Indicator



Ride Out The Storm

Handling your station in time of war

I suppose it may seem selfish to contemplate the welfare of our radio stations in light of this war. After all, war is hell. The country's got bigger fish to fry, and to worry about a silly radio station just seems so ... well, petty.

However, if I'm a radio-station operator and I don't do the right thing and my ratings tank, I lose my job, and my losing my job will not help the war effort at all. So, in light of the bigger picture, I think it's OK to worry about the station. I'll pray every night for an end to war everywhere, but today I have to continue with the business of staying in business.

So how does one ride out this huge storm, this war thing? We've had many weeks, even months, to prepare for what's happening and draw up an initial plan — who to call, what to do, what to say on the air and so forth.

But how much have we thought about the long-term implications of this war as it relates to business and keeping our listeners from tuning out? How do we maintain a connection with our listeners in spite of this incredible distraction — especially those of us who operate music-intensive formats and not News formats?

A Friend In Tough Times

My gut instinct as a radio-station operator tells me the thing to do is make sure the station is a comforting friend during these tough times. There's going to be plenty of video of the violence and calamity of war every day until it's over. Flip on the tube, and it's all over any of a hundred channels. Radio can serve as a

I'll pray every night for an end to war everywhere, but today I have to continue with the business of staying in business.

comfort to the soul during hard times. This crisis is actually a prime opportunity to shine.

Be a good neighbor and earn your place as a respectable business by truly connecting with listeners and comforting them. Even if you're totally opposed to this war, put your own political ideals aside and support the American troops with your heart and soul.

Get rid of the politics now. It is your war, too, whether you like it or not, because the kids over there in the middle of it are your listeners'



Doug Parker

sons and daughters, brothers and sisters. And, despite the bravado you'll see on television, these troops are scared. When you see them on TV, they're fired up, ready to kick ass and take names, but I'll tell you, they're scared.

That's because they're sane, and they, more than anybody, are aware of the risks they've accepted. Support these people, no matter what you believe. Nobody wants them to get back home quickly more than they do.

Get Involved

I would initiate a balanced combination of charitable efforts that support the U.S. troops and their families at home alongside a campaign to support charities right in your backyard that are not necessarily related to the war.

Recommit your radio station to being a pillar of the community. Hold off on the big-cash and flashy-car giveaways for now. They're perfectly OK, but not when we're in the middle of a war. Replace those efforts with grass-roots, community-based programs that will help make your community friendlier, safer and a better place for children to grow up in.

Charities that aren't war-related may suffer because the nation's collective focus is on the war. This is an opportunity to reach out to them and give them a lift. Get your station out there and get involved with charita-

ble causes that make a difference. Lead the charge and set positive examples.

It doesn't matter what your format is. Even the most attitude-laced Rock or CHR station will benefit from having a reputation as a good guy in the neighborhood. It'll probably even save your skin the next time you do or say something too controversial and need the public to show some forgiveness.

You can be the ornery kid who always gets sent to the principal's office and still be loved by all as long as everyone knows you're always the first person to stick up for the little guy when somebody messes with him out on the playground.

You can do warm and fuzzy fundraisers that appeal to a very specific audience while supporting worthy causes.

Wars At Home

There are still wars going on at home against breast cancer, AIDS, poverty and dozens of other serious problems. In a time of war much of the attention that these important charitable agencies rely on to support their causes could be shifted. It's a great time to reach out to them and help.

Contact your local Red Cross chapter and ask how you might best assist them. The Red Cross is an invaluable institution for troops. It lends money, helps arrange air travel and does whatever is necessary to help service members and their families during a crisis. Let the Red Cross know that your station is standing by to help them do a fundraiser, blood drive or whatever is needed.

If you live near a military installation, contact the installation's public affairs officer. Ask what your station can do to assist with the morale and welfare of the local military population and their families; they will be the ones most affected by any military action. You might also consid-



ONE BIG-AZZ SHOW KOHT (Hot 98.3)/Tucson recently held its One Big-Azz Show starring Ludacris, Xzibit, Nivea, Blu Cantrell and many more. After her performance Jive recording artist Nivea took a moment to pose with the KOHT crew. Seen here (l-r) are KOHT night guy D-Wayne Chavez, Jive's Rose Braunstein, Nivea, KOHT MD Puerto Rico, middayer Melissa Santa Cruz and PD R Dub!

er contacting the local chapter of the USO, a nonprofit organization that provides support to military members and their families.

But don't be afraid to have fun. Consider Operation Cookie Drop, recently staged by Citadel's WNKT (Cat Country 107.5)/Charleston, SC. WNKT collected boxes of Girl Scout cookies and turned them over to the local chapter of the USO, which arranged to have them shipped to troops stationed overseas. What a great way to show support for U.S. troops stationed abroad without making a political statement about war.

Get Warm And Fuzzy

You can also do other warm-and-fuzzy fundraisers that appeal to a very specific audience while supporting worthy causes. For example, you can hold a prom-dress sale. Any high school girl (or parent of one) who has ever had to shop for a suitable dress for the prom knows about the sticker shock. For a radio station, this spells an opportunity to step up and come to the rescue.

Air promos encouraging listeners to donate gently used dresses and gowns. Listeners drop off the dresses at a local dry-cleaning service (your promotion partner), where each dress is cleaned and pressed for resale. Then all the dresses are put out for display and sold for \$10 each, all of which goes to the local American Red Cross Chapter or cancer charities. You'll provide an excellent service to your high school audience (and their parents) and help a charitable cause.

Don't be afraid to seek revenue opportunities. After all, this is part of our master plan to stay in business and continue to succeed in spite of the war and its possible economic implications. You may find any number of retail partners interested in paying a sponsorship fee to hold your charitable events on their property.

Cause marketing is becoming increasingly popular with businesses that want to market themselves as good neighbors, because smart businesses know that being a good neighbor is simply good for business.

I'm no better at predicting the fu-

Don't be afraid to seek revenue opportunities. After all, this is part of our master plan to stay in business and continue to succeed in spite of the war and its possible economic implications.

ture than you, but I think this situation will be going on for a long time. Let's try to stay strong, stay positive, put our politics aside for now and stay focused on being a comforting friend to our listeners and our community in this time of uncertainty. We can't change the world, but we can always become better people. We can still make good things happen on the radio.

Doug Parker is President of Parker Media Services, a radio promotion and marketing consulting service he founded in December of 2000. He currently contracts with more than 40 client stations in various formats and markets across the United States. Need a promotional jump-start? Reach out to Parker at 916-402-6348 or pmediaservices@aol.com.

TALK BACK TO R&R!

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

Call me at 201-459-0750

or e-mail:

dthompson@radioandrecords.com

R&R CHR/RHYTHMIC TOP 50

March 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)	6234	-110	888791	12	78/1
2	2	R. KELLY Ignition (Jive)	4978	+276	669682	15	75/1
11	3	SEAN PAUL Get Busy (40/40/VP/Atlantic)	3500	+554	520171	7	77/1
10	4	FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	3474	+434	455752	7	76/0
9	5	TYRESE How You Gonna Act Like That (J)	3411	+142	427164	16	73/1
8	6	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	3406	+137	468091	8	75/0
3	7	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	3253	-654	390780	14	74/0
6	8	AALIYAH Miss You (BlackGround/Universal)	3242	-267	510229	18	72/0
4	9	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	3203	-455	328387	13	72/0
12	10	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	3199	+309	518474	10	73/0
5	11	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	3137	-512	329942	14	70/0
13	12	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	3084	+373	420807	6	77/4
7	13	50 CENT Wanksta (Shady/Interscope)	2925	-561	407676	16	55/0
15	14	NAS I Can (Columbia)	2791	+276	442153	7	71/1
16	15	LIL' KIM The Jump Off (Queen Bee/Atlantic)	2539	+159	319329	9	75/3
18	16	GINUWINE Hell Yeah (Epic)	2465	+194	309971	10	64/1
14	17	EMINEM Superman (Shady/Aftermath/Interscope)	2137	-451	260852	12	63/0
20	18	B2K Girlfriend (Epic)	2061	+314	211865	6	71/3
17	19	FIELD MOB Sick Of Being Lonely (MCA)	1992	-387	261558	22	61/0
21	20	FRANKIE J. Don't Wanna Try (Columbia)	1738	+202	177278	5	49/1
31	21	50 CENT 21 Questions (Shady/Aftermath/Interscope)	1715	+659	290767	3	59/41
22	22	2PAC F/TRICK DADDY Still Ballin' (Amaru/Death Row/Interscope)	1648	+121	184685	6	58/0
19	23	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	1601	-351	180562	18	70/0
26	24	DMX X Gon Give It To Ya (Ruff Ryders/IDJMG)	1484	+83	275434	9	52/0
33	25	NELLY Pimp Juice (Fo' Reel/Universal)	1346	+332	133626	3	63/6
27	26	MARQUES HOUSTON That Girl (Interscope)	1331	+96	125187	7	53/1
23	27	JUSTIN TIMBERLAKE Cry Me A River (Jive)	1319	-200	149196	14	45/0
24	28	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	1227	-215	192161	17	50/0
25	29	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)	1165	-256	191803	8	60/1
30	30	STAGGA LEE Roll Wit M.V.P. (ARTISTdirect)	1159	+88	94150	6	54/4
29	31	TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)	1062	-107	98890	19	41/0
32	32	BABY F/P. DIDDY Do That... (Cash Money/Universal)	975	-79	98850	20	55/0
38	33	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	945	+253	101747	3	44/17
35	34	LIL' MO F/FABOLOUS 4 Ever (Elektra/EEG)	890	+127	143568	4	48/4
34	35	WAYNE WONDER No Letting Go (VP/Atlantic)	881	+39	143342	15	37/2
28	36	KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	870	-331	86826	9	28/0
50	37	JUSTIN TIMBERLAKE Rock Your Body (Jive)	738	+361	110706	2	35/5
36	38	NIVEA Laundromat (Jive)	632	-97	87087	7	34/0
37	39	EVE Satisfaction (Ruff Ryders/Interscope)	620	-106	72387	20	39/0
48	40	TALIB KWELI Get By (Rawkus/MCA)	609	+202	118948	2	39/3
39	41	CHOPPA Choppa Style (No Limit/Universal)	598	-51	46433	10	20/1
43	42	TLC Damaged (Arista)	562	+57	61436	3	27/2
41	43	AKIA California (Universal)	535	+4	47943	4	23/0
46	44	KEITH MURRAY Yeah Yeah U Know It (Def Jam/IDJMG)	478	+38	85308	2	34/3
45	45	BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	471	+27	61335	3	42/0
Debut	46	BONE THUGS-N-HARMONY Home (Ruthless/Epic)	453	+98	45192	1	32/7
Debut	47	DA BRAT I'm In Love With You (So So Def/Arista)	423	+74	70333	1	1/0
42	48	T.A.T.U. All The Things She Said (Interscope)	421	-90	23569	3	10/0
Debut	49	HOT BOYS My Section (Cash Money/Universal)	381	+186	28492	1	36/2
44	50	LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	357	-137	37378	14	31/0

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
50 CENT 21 Questions (Shady/Aftermath/Interscope)	41
JOE BUDDEN Pump It Up (Def Jam/IDJMG)	27
DJ KAY SLAY Too Much For Me (Columbia)	22
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	17
SNOOP DOGG Girls, Girls (Universal)	10
MO THUGS F/FELICIA & LAYZIE... All Life Long (D3)	9
BONE THUGS-N-HARMONY Home (Ruthless/Epic)	7
NELLY Pimp Juice (Fo' Reel/Universal)	6
LYRIC Hot & Tippy (J)	6
BONECRUSHER Never Scared (Arista)	6
HITMAN SAMMY SAM Step Daddy (Universal)	6
JUSTIN TIMBERLAKE Rock Your Body (Jive)	5
BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	4
STAGGA LEE Roll Wit M.V.P. (ARTISTdirect)	4
LIL' MO F/FABOLOUS 4 Ever (Elektra/EEG)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
0 CENT 21 Questions (Shady/Aftermath/Interscope)	+659
SEAN PAUL Get Busy (40/40/VP/Atlantic)	+554
FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	+434
BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	+373
JUSTIN TIMBERLAKE Rock Your Body (Jive)	+361
NELLY Pimp Juice (Fo' Reel/Universal)	+332
B2K Girlfriend (Epic)	+314
SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	+309
R. KELLY Ignition (Jive)	+276
NAS I Can (Columbia)	+276

New & Active

DAVID BANNER Get Down (Like A Pimp) (Universal)
Total Plays: 347, Total Stations: 12, Adds: 2

DJ KAY SLAY Too Much For Me (Columbia)
Total Plays: 346, Total Stations: 31, Adds: 22

JAHEIM Put That Woman First (Divine Mill/WB)
Total Plays: 342, Total Stations: 20, Adds: 1

LIL' JON & THE EASTSIDE BOYZ I Don't Give A @#\$% (TVT)
Total Plays: 286, Total Stations: 13, Adds: 1

DRU HILL I Love You (Def Soul/IDJMG)
Total Plays: 281, Total Stations: 27, Adds: 2

702 I Still Love You (Motown)
Total Plays: 252, Total Stations: 22, Adds: 2

BONECRUSHER Never Scared (Arista)
Total Plays: 247, Total Stations: 15, Adds: 6

JURASSIC 5 F/MYA Thin Line (Interscope)
Total Plays: 219, Total Stations: 23, Adds: 0

FREEWAY Alright (Roc-A-Fella/IDJMG)
Total Plays: 208, Total Stations: 11, Adds: 1

JOE BUDDEN Pump It Up (Def Jam/IDJMG)
Total Plays: 202, Total Stations: 27, Adds: 27

Songs ranked by total plays

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

DA ENTOURAGE

"Bunny Hop"

Impacting
Radio
April 15

#1 Record
at KPTY/Houston
90x per week!

New This Week! KQBT KSXY KNDA

Early Airplay: KBXX 22x KXHT 25x

UNIVERSAL
RECORDS

March 28, 2003

RANK ARTIST TITLE LABEL

- 1 **50 CENT** In Da Club (*Shady/Aftermath/Interscope*)
- 2 **SEAN PAUL** Get Busy (*VP/Atlantic*)
- 3 **NAS** I Can (*Columbia*)
- 4 **50 CENT** 21 Questions (*Shady/Aftermath/Interscope*)
- 5 **SNOOP DOGG** Beautiful (*Doggy Style/Priority/Capitol*)
- 6 **JAY-Z** Excuse Me Miss (*Roc-A-Fella/IDJMG*)
- 7 **LIL' KIM** The Jump Off (*Queen Bee/Undeas/Atlantic*)
- 8 **2PAC** Still Ballin' (*Amaru/Tha Row/Interscope*)
- 9 **FABOLOUS f/LIL' MO** Can't Let You Go (*Elektra/EEG*)
- 10 **BABY** What Happened To That Boy? (*Cash Money/Universal*)
- 11 **R. KELLY** Ignition (*Jive*)
- 12 **GINUWINE** Hell Yeah (*Epic*)
- 13 **BUSTA RHYMES f/MARIAH CAREY...** I Know What You Want (*J*)
- 14 **50 CENT** Wanksta (*Shady/Aftermath/Interscope*)
- 15 **DMX** X Gon' Give It To Ya (*Ruff Ryders/IDJMG*)
- 16 **TALIB KWELI** Get By (*Rawkus/Priority*)
- 17 **WAYNE WONDER** No Letting Go (*VP/Atlantic*)
- 18 **JOE BUDDEN** Pump It Up (*Def Jam/IDJMG*)
- 19 **FIELD MOB** Sick Of Being Lonely (*MCA*)
- 20 **B2K** Girlfriend (*Epic*)
- 21 **JA RULE f/ASHANTI** Mesmerize (*Murder Inc./IDJMG*)
- 22 **DJ KAY SLAY** Too Much For Me (*Columbia*)
- 23 **50 CENT f/NOTORIOUS B.I.G.** Realist Nigga (*Shady/Aftermath/Interscope*)
- 24 **KEITH MURRAY** Yeah Yeah U Know It (*Def Jam/IDJMG*)
- 25 **BABY f/P. DIDDY** Do That (*Cash Money/Universal*)
- 26 **JENNIFER LOPEZ f/LL COOL J** All I Have (*Epic*)
- 27 **PANJABI MC** Beware Of The Boys (Sequence)
- 28 **LIL' MO f/FABOLOUS** 4Ever (*Elektra/EEG*)
- 29 **R. KELLY f/BIG TIGGER** Snake (*Jive*)
- 30 **STAGGA LEE** Roll Wit M.V.P. (*ARTISTdirect*)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 3/16-3/22/03.

©2003, R&R, Inc.



PHIAT MIX SIX

- PANJABI MC f/JAY-Z's** Beware Of The Boy (*Independent*)
- R KELLY's** Snake (*Jive*)
- LIL KIM f/50 CENT's** Magic Stick (*Queen Bee/Atlantic*)
- JOE BUDDEN's** Pump It Up (*Spit/IDJMG*)
- 50 CENT's** 21 Questions (*Shady/Aftermath/Interscope*)
- BONECRUSHER's** Never Scared (*So So Def/Arista*)



Foxy Brown's "I Need a Man" (Def Jam/IDJMG) is a solid record with good production. It has a strong hook, and she can sing too! I've been getting a good female response on 50 Cent's "21 Questions" (Shady/Aftermath/Interscope), and every guy seems to be down for 50. It's big in the clubs out here already! FJ featuring Fat Joe's "You Make Me" (So So Def/Arista) is a club banger. I think Fundisha, a.k.a. FJ, is gonna do it big this year!

— *Slyed, XHTZ/San Diego*



When I first heard Joe Budden's "Pump It Up" (Spitfire/IDJMG), I was like, "Damn, he finally got one." This is a club banger! "Beware of the Boy" (Independent) by Panjabi MC and Jay-Z is one of my picks. When I first put this on, I was like, "This is crazy!" But the beat was sick. With Jay-Z on the track, it makes a big difference! Monica featuring Missy Elliott's "So Gone" (J) is the best R&B single out right now. And Bonecrusher's "Never Scared" (So So Def/Arista) is the hottest song in the South. I loved this from the beginning, when I first heard it in Atlanta.

— *DJ Kaye Dunaway, WFXE/Columbus, GA*



FREEWAY VISITS HIS HOMETOWN Roc-A-Fella/IDJMG artist Freeway recently visited his hometown of Philadelphia to promote his new album, Philadelphia Freeway, and appear on WPHI's Behind the Beats, the station's in-studio series. Seen here are (l-r) Freeway and WPHI PD Colby Colb.

BAYLISS Radio Scholarships

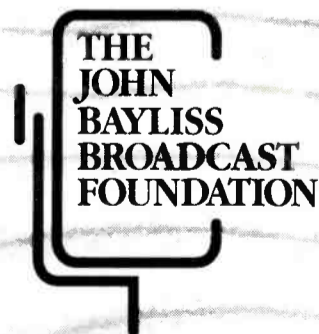
Criteria:

- Broadcast Communications or Journalism Major
- Junior, Senior or Graduate-level student
- GPA 3.0 or better
- Extensive radio-related activities

You provide:

- College transcript
- Letters of recommendation
- Descriptive essay

Submit application packet by April 30th.



INVESTING IN RADIO'S FUTURE LEADERS

Bayliss Radio Scholarship Application
available online at www.baylissfoundation.org

... or send a SASE to:

P.O. Box 51126, Pacific Grove, CA 93950

Email: info@baylissfoundation.org Tel: 831.655.5229

ON THE RECORD

This Week's Hottest Music Picks

Murph Dawg

MD, WHZT/Greenville, SC

Santana featuring Musiq's "Nothing at All" (Arista): This is an excellent balance record!

B2K's "Girlfriend" (Epic): Another R. Kelly-written-and-produced banger!

AntDog

PD, KKUU/Palm Springs, CA

Westside Connection's "Lights Out" (Cash Money/Universal): I said it first! This is the s**t! Straight West Coast heat! We're playing it all day.

Da Brat's "In Love Wit Chu" (So So Def/Arista): It's phat! Plus she gives great lap dances. Holla, girl!

Lil Jon & The East Side Boyz's "Play No Games" (TVT): Man did you see the video? Plus, Risa at TVT is cute. Please don't let my wife read that!

Puerto Rico

MD, KOHT/Tucson

Mashonda featuring LL Cool J's "Ghet-to Love" (Independent): I heard it, and I've



Monica

been talking about it for weeks. I think this might be the next big thing. I'm already throwing it in my show.

Fabulous featuring Ashanti's "Into You" (Elektra/EEG): A winning combo of Fabo's smooth flow and Ashan-

ti's sexy-ass voice. It's hot.

Keith Murray featuring Def Squad's "Yeah Yeah U Know It" (Def Jam/IDJMG): Straight headbanga. You could break ya neck to this one.

Mark McCray

PD, WMBX/West Palm Beach

50 Cent's "21 Questions" (Shady/Aftermath/Interscope): Hot phones after the first few spins. One of our biggest records. 50 Cent is on fire!

Busta Rhymes featuring Mariah Carey's "I Know What You Want" (J): A great collaboration. Busta's singing is hot.

Talib Kweli's "Get By" (Rawkus/MCA): Blowin' up in the mix show. The hook is infectious.

Picazzo

Asst. PD/MD, KISV/Bakersfield

Monica featuring Missy Elliott's "So Gone" (J): It won a few nights on *Battle of the Jams*. Nice track!

Da Brat's "In Love Wit Chu": This is "Funkdafied" for 2003.

DJ Kay Slay featuring Nas, Foxy, Baby & Amerie's "Too Much for Me" (Columbia): My favorite record right now — great song!

Jimi Jamm

PD/MD, WPKF/Poughkeepsie, NY

Missy Elliott's "Pussycat" (Gold Mind/Elektra/EEG): Missy defines the word *artist*, and this track goes way past "I love you, you love me" in a provocative way.

Lil Kim featuring 50 Cent's "Magic Stick" (Queen Bee/Atlantic): This sounds hot on the radio; how can you go wrong?

Sarai's "Pack Ya Bags" (Epic): Only the beginning of what is a promising debut CD from a great local talent. Kingston, NY is in the house!

JoJo Collins

MD, KDGS/Wichita, KS

50 Cent's "21 Questions": Twenty-one questions? I'll give you 21 answers — all *yes!*

Jennifer Lopez's "I'm Glad" (Epic): This is a breath of fresh air from J. Lo. Another smash!

Da Brat's "In Love Wit Chu": It has been almost four years since she's done something, and she hit it on the head with this track. Chi-Town represent via ATL.

Lee L'Heureux

MD, WRED/Portland, ME

Aaliyah's "Miss You (Jay-Z Remix)" (BlackGround/Universal): I think this is one of Jay's best works lately, and it is obviously very heartfelt. We are rotating it with the original.

Kardinal Offishall's "Belly Dancer" (MCA): I may pick this every week for the rest of my life. It's going to be a hit.

Jurassic 5's "Thin Line" (Interscope): We took a leap on this, and I think it will pay off. They do very well in this market, selling out every time. The last single was huge for us.

R Dub

PD, KOHT/Tucson, AZ

Jennifer Lopez's "I'm Glad": Like butta. This song is cool!

Latif's "I Don't Wanna Hurt You" (Universal): There's a lot of buzz surrounding this dude. He could be the next Usher. KOHT ain't sleepin' on this one!

Monica featuring Missy Elliott's "So Gone": J Records has done it again! Keep those hits comin'!

Big Al

MD, WLYD/Green Bay-Appleton, WI

Rashad's "Sweet Misery" (Universal): Played it once in *Battle of the New Jamz*, and listeners were just loving his vibe. The song is so true about love — the ups and downs. Both the ladies and fellas can relate, so play it!

Lil Kim featuring 50 Cent's "Magic Stick": It's rap's real Bonnie & Clyde! The bad girl and bad boy teamed up and knocked out a banger! It's "How Many Licks" 2003. It's nasty! The ladies love it and have started calling for it in massive numbers.



50 Cent

50 Cent's "21 Questions": Who's not playing this record? You're not! I'll give you 21 reasons to play this joint — get on the ball now. It's gonna be *huge!* Or, by the time you read this, it already is.

Fisher

PD, WHZT/Greenville, SC

Justin Timberlake's "Rock Your Body" (Jive): It's sick! Justin once again shows us his talents as a true artist.

Santana featuring Musiq's "Nothing at All": Great track and a phenomenal balance record.

Gina Lee Fuentez

MD, KPRR/EI Paso

Sean Paul's "Get Busy" (VP/Atlantic): It's da s**t!

R. Kelly's "Ignition (Remix)" (Jive): Sounds great on the air!

Zac Davis

PD, WBVD/Melbourne

Da Brat's "In Love Wit Chu": Bangin'. We need a bumpin' jam by a female on our station really bad. This should work well for us!

DJ Kay Slay featuring Nas, Foxy, Baby & Amerie's "Too Much for Me": This one has hit all over it. I like it — the hook is right there in your ear.

Monica featuring Missy Elliott's "So Gone": This might be her comeback hit. There's a lot of good buzz on the track, and Missy's behind it. She's got the Midas touch!

Talib Kweli's "Get By": It's a little underground for us, but I think this might cross over. Good song.

QUALITY...

Custom Production – Callouts & Montages

Digital, Clear, Consistent

65,000+ Song Library

All Formats & International Titles

On-Time Delivery

Featuring: **TM CENTURY** GoldDiscs and HitDiscs

HOOKS
UNLIMITED

The World's Premier Music Hook Service

Email: hooks@hooks.com

www.hooks.com

FAX: (573)443-4016

200 Old 63 South, #103
Columbia, MO 65201-6081

For The Best Auditorium
Test Hook Tapes

Michael Pelaia
(573)443-4155

March 28, 2003



America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 3/28/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
50 CENT In Da Club (Shady/Interscope)	4.20	4.03	95%	26%	4.17	96%	29%
AALIYAH Miss You (BlackGround/Universal)	4.00	3.90	92%	26%	4.04	92%	24%
DMX X Gon' Give It To Ya (Ruff Ryders/IDJMG)	3.94		75%	13%	3.96	73%	12%
FABOLOUS & LIL' MO Can't Let You Go (Elektra/EEG)	3.86	3.54	51%	7%	3.86	46%	6%
GINUWINE Hell Yeah (Epic)	3.84	3.46	62%	12%	3.86	59%	11%
JUSTIN TIMBERLAKE Cry Me A River (Jive)	3.82	3.86	99%	45%	3.83	99%	48%
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	3.82	3.70	96%	41%	3.84	97%	41%
TYRESE How You Gonna Act Like That (J)	3.82	3.63	68%	15%	3.79	65%	13%
FIELD MOB Sick Of Being Lonely (MCA)	3.82	3.52	56%	13%	3.89	56%	12%
EMINEM Superman (Shady/Aftermath/Interscope)	3.81	3.80	97%	32%	3.82	98%	32%
MISSY ELLIOTT FT. LUDACRIS Gossip Folks (Gold Mind/Elektra/EEG)	3.79	3.73	92%	31%	3.75	93%	33%
FRANKIE J Don't Wanna Try (Columbia)	3.78	3.48	32%	5%	3.82	23%	3%
NAS I Can (Columbia)	3.76	3.51	62%	13%	3.79	60%	11%
LIL' KIM F/IR CHEEKS The Jump Off (Atlantic)	3.76	3.55	57%	12%	3.81	56%	11%
SNOOP DOGG F/PHARRELL & UNCLE CHARLIE WILSON Beautiful (Priority/Capitol)	3.71	3.50	68%	15%	3.60	65%	16%
50 CENT Wanksta (Shady/Aftermath/Interscope)	3.70	3.45	83%	32%	3.74	85%	32%
SEAN PAUL Get Busy (VP/Atlantic)	3.70	3.63	64%	16%	3.75	62%	15%
BUSTA RHYMES FT. MARIAH CAREY I Know What You Want (J)	3.69	3.39	55%	10%	3.70	50%	8%
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	3.68	3.71	98%	48%	3.61	98%	53%
MARQUESE HOUSTON That Girl (A&M)	3.67	3.57	43%	9%	3.73	38%	8%
2 PAC Thugz Mansion (Amaru/Death Row/Interscope)	3.66	3.48	67%	23%	3.64	66%	22%
TRINA F/LUDACRIS B R Right (Slip 'N' Slide/Atlantic)	3.66	3.48	55%	15%	3.83	51%	13%
2 PAC F/TRICK DADDY Still Ballin' (Amaru/Tha Row/Interscope)	3.66	3.24	37%	9%	3.67	31%	7%
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	3.64	3.47	64%	13%	3.56	63%	13%
B2K F/P. DIDDY Bump, Bump, Bump (Epic)	3.61	3.61	99%	53%	3.55	99%	56%
NELLY Air Force Ones (Fo' Reel/Universal)	3.60	3.67	97%	49%	3.55	97%	50%
R. KELLY Ignition (Jive)	3.59	3.51	78%	22%	3.63	78%	22%
B2K Girlfriend (Epic)	3.41	3.34	69%	18%	3.36	67%	18%
BABY F/CLIPSE What Happened To That Boy (Cash Money/Universal)	3.41	3.26	48%	13%	3.45	45%	12%
KILLER MIKE F/BIG BOI A.D.I.D.A.S. (Aquemini/Columbia)	3.39	3.11	53%	14%	3.31	50%	12%

Total sample size is 550 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.

HEAD RUSH

ARTIST: Prymary Colorz
LABEL: Big3
By MIKE TRIAS/ASSISTANT EDITOR



Jonathan Thomas, Raj Nichols, Josh Royals and Marcus Dilley, otherwise known as Prymary Colorz, are taking it back to the old school with their latest single, "If I Could Change." The guitar-driven ballad is reminiscent of '90s R&B, complete with finger snaps and, of course, lush harmonies. In an age where sweet melodies and harmonizing are giving way to simplistic hooks and production-focused tracks, Prymary Colorz still believe they can thrive — and stations like KWNZ/Reno and KPRR/EI Paso think so too.

The group came together when cousins Thomas and Nichols joined forces with Royals and another friend in high school to form the group Soft Sounds. As the quartet graduated, Soft Sounds faded out of existence. But a year later Royals and the cousins decided to reunite. After recruiting Dilley, who was traveling around the world with the gospel group The Envoys, the foursome decided to pursue their dreams as Prymary Colorz.

The group's debut album, *If You Only Knew*, concentrates on what the guys do best — delivering soulful harmonies on powerful ballads. Prymary Colorz count Stevie Wonder, Take Six, Fred Hammond, Brian McKnight and The Winans as some of their influences, and it shows in their music. Also evident is their faith in God (all four members are the sons of ministers). "We express what we feel through music, and we feel like we're the speakers who God has called," says Dilley.

Reporters

- KKSS/Albuquerque, NM**
PD: Paula Hernandez
APD: Dana Cortez
MD: Alley Faith
2 MO THUGS/FELICIA "Long"
- KYLZ/Albuquerque, NM**
Interim PD/PP: Mr. Dean
MD: D. Lopez
8 NELLY "Pimp"
2 50 CENT "21"
1 EMINEM "Moment"
1 DJ KAY SLAY "Much"
- WBTS/Atlanta, GA**
PD: Sean Phillips
APD/MD: Mawrick
GINUWINE "Hell"
JUSTIN TIMBERLAKE "Body"
STAGGA LEE "Roll"
- WBZ/Atlantic City, NJ**
PD: Rob Garcia
BONE CRUSHER "Never"
DANI STEVENSON "Yo"
SNOOP DOGG "Girls"
- KQBT/Austin, TX**
PD: Scooter B. Stevens
MD: Preston Lowe
DA ENTOURAGE "Bunny"
1 50 CENT "21"
BONE THUGS-N-HARMONY "Home"
- KXMG/Austin, TX**
PD: Jay Michaels
MD: Bradley Grein
31 EVANGESCENCE "Life"
MADONNA "American"
NELLY "Pimp"
- KISV/Bakersfield, CA**
APD/MD: Bob Lewis
APD/MD: Pizzzo
21 50 CENT "21"
2 DJ KAY SLAY "Much"
EMINEM "Moment"
R KELLY "Ignition"
- KKXX/Bakersfield, CA**
PD: Nick Elliott
APD: Lauren Michaels
MO THUGS/FELICIA "Long"
1 DJ KAY SLAY "Much"
1 KEITH MURRAY "Know"
LYRIC "Tiggy"
- WJNH/Baton Rouge, LA**
PD: Randy Chase
No Adds
- WBHJ/Birmingham, AL**
PD: Mickey Johnson
APD/MD: Mary Kay
27 50 CENT "21"
- WJMB/Boston, MA**
VP/Prog./PD: Cadillac Jack
APD: Dennis O'Heron
MD: Chris Tyler
23 JA RULE "Reigns"
5 JOE BUDDEN "Pump"
STAGGA LEE "Roll"
- WRVZ/Charleston, WV**
PD: Shawn Powers
MD: Bill Shaaban
17 JUSTIN TIMBERLAKE "Body"
2 BONE THUGS-N-HARMONY "Home"
MO THUGS/FELICIA "Long"
1 RATED R "Here"
- WVWB/Charleston, SC**
PD: Germaine George III
47 50 CENT "21"
1 JOE BUDDEN "Pump"
1 DJ KAY SLAY "Much"
- WCHM/Charlotte, NC**
PD: Boggie O
MD: Baby Boy Stu
9 LIL' MO F/FABOLOUS "Ever"
- WBMM-FM/Chicago, IL**
PD: Todd Cavannah
MD: Erik Bradley
16 NELLY "Pimp"
JENNIFER LOPEZ "Glad"
- KNDA/Corpus Christi, TX**
MD: Bill Thomas
PD: Richard Leaf
DA ENTOURAGE "Bunny"
EMINEM "Moment"
GREGORY SCOTT "Closing"
HITMAN SAMMY SAM "Daady"
JOE BUDDEN "Pump"
MO THUGS/FELICIA "Long"
SNOOP DOGG "Girls"
- KZFM/Corpus Christi, TX**
PD: Dan Canham
MD: Ariene Madali
11 KRED "Burn"
4 LYRIC "Tiggy"
1 NWS "Can"
- KBFB/Dallas-Ft. Worth, TX**
MD: John Candelaria
8 DJ KAY SLAY "Much"
BONE THUGS-N-HARMONY "Home"
TALIB KWELI "Get"
- WOHT/Dayton, OH**
APD/MD: J.D. Kunes
APD/MD: Marcell Thornton
50 CENT "21"
BONE CRUSHER "Never"
DJ KAY SLAY "Much"
- KOKS/Denver-Boulder, CO**
PD: Cat Collins
MD: John E. Kage
34 50 CENT "21"
1 TALIB KWELI "Get"
- KPRR/EI Paso, TX**
PD: Bobby Ramos
APD: Pat Diaz
MD: Gina Lee Fuenzalida
20 EMINEM "Moment"
6 JOE BUDDEN "Pump"
HOT BOYS "Section"
- WBTF/Fl Myers, FL**
PD: Ron Shapiro
3 JOE BUDDEN "Pump"
1 BABY F/CLIPSE "Happened"
BONE THUGS-N-HARMONY "Home"
MARQUESE HOUSTON "That"
- WJFX/Fl. Wayne, IN**
PD: Beau Derek
MD: Wesado
3 50 CENT "21"
2 RATED R "Here"
- KBOS/Fresno, CA**
PD: Pattie Moreno
APD: Greg Hoffman
MD: Danny Sataz
13 NELLY "Pimp"
12 JUSTIN TIMBERLAKE "Body"
4 NOVEL "Peach"
2 BONE THUGS-N-HARMONY "Home"
3 JOE BUDDEN "Pump"
DANI STEVENSON "Yo"
SNOOP DOGG "Girls"
- WHHH/Indianapolis, IN**
PD: Pattie Moreno
APD: Greg Hoffman
MD: Danny Sataz
13 NELLY "Pimp"
12 JUSTIN TIMBERLAKE "Body"
4 NOVEL "Peach"
2 BONE THUGS-N-HARMONY "Home"
3 JOE BUDDEN "Pump"
DANI STEVENSON "Yo"
SNOOP DOGG "Girls"
- WXIS/Johnson City, TN**
PD/MD: Todd Ambrose
HITMAN SAMMY SAM "Daady"
JOE BUDDEN "Pump"
DAVID BANNER "Pimp"
- KSEQ/Fresno, CA**
PD: Tommy Del Rio
MD: Felix The Cat
11 50 CENT "21"
4 EMINEM "Moment"
1 JOE BUDDEN "Pump"
702 "Shit"
SNOOP DOGG "Girls"
- WJMH/Greensboro, NC**
MD: Brian Douglas
APD: Tap Douglas
41 50 CENT "21"
40 LIL' JON "Give"
34 TYRESE "Gonna"
15 FREEWAY "Alright"
13 JA RULE "Reigns"
- WHZT/Greenville, SC**
PD: Fisher
MD: Murph Dawg
13 EMINEM "Moment"
- WQSL/Greenville, NC**
PD: Jack Spaul
MD: J. B. King
2 BONE CRUSHER "Never"
JAH'EM "Woman"
TALIB KWELI "Get"
- WZMX/Hartford, CT**
MD: Steve Salbaro
PD: Victor Starr
APD/MD: David Simpson
21 JOE BUDDEN "Pump"
6 50 CENT "21"
- KDDB/Honolulu, HI**
MD: Leo Beldaris
MD: Sam The Man
6 STAGGA LEE "Roll"
- KIKI/Honolulu, HI**
PD: Jamie Hyatt
MD: Ryan Sean
1 JOE BUDDEN "Pump"
50 CENT "21"
EMINEM "Moment"
HITMAN SAMMY SAM "Daady"
- KKME/Honolulu, HI**
MD: K.C.
PD: Kevin Akikake
WAYNE WANDER "Letting"
BONE THUGS-N-HARMONY "Home"
EMINEM "Moment"
JOE BUDDEN "Pump"
- KBXX/Houston-Galveston, TX**
PD: Tom Calococci
MD: T. Gray
42 50 CENT "21"
- KPTY/Houston-Galveston, TX**
APD/MD: Houme Marzo
MD: DJ Weak 1
23 ANGELINA "There"
8 KEY PLAYERS "This"
1 B2K "Girlfriend"
1 BUSTA RHYMES/MARIAH "Know"
FRANKIE J "Wanna"
- KBTU/Monterey-Salinas, CA**
MD: DJ Weak 1
10 50 CENT "21"
2 LIL' JON "Give"
2 BONE CRUSHER "Never"
- KDOO/Monterey-Salinas, CA**
PD: Alexis Martinez
MD: Denis Carrillo
16 DJ KAY SLAY "Much"
1 50 CENT "21"
- KLUC/Las Vegas, NV**
MD/PP: Cat Thomas
APD: Mike Spencer
MD: J.S. King
7 LIL' KIM "Jump"
1 DJ KAY SLAY "Much"
1 50 CENT "21"
- KVEG/Las Vegas, NV**
PD: Sherita Sautsbury
47 EMINEM "Moment"
30 50 CENT "21"
20 DJ KAY SLAY "Much"
SNOOP DOGG "Girls"
- KWID/Las Vegas, NV**
PD: Tom Hayler
MD: Pablo Sato
26 50 CENT "21"
- KHTE/Little Rock, AR**
LIL' MO F/FABOLOUS "Ever"
DJ KAY SLAY "Much"
DRU HILL "Love"
LYRIC "Tiggy"
QUEEN LATIFAH "Call"
- KPWR/Los Angeles, CA**
VP/Prog./MD: Jimmy Steal
MD: E-Man
No Adds
- WBLO/Louisville, KY**
MD: Mark Gunn
MD: Gerald Harrison
50 CENT "21"
DJ KAY SLAY "Much"
- KXHT/Memphis, TN**
MD: Lucious Ice
PD: Boogaloo
21 50 CENT "21"
2 WAYNE WANDER "Letting"
1 HITMAN SAMMY SAM "Daady"
- WPOW/Miami, FL**
PD: Kim Curry
APD: Tony The Tiger
MD: Eddie Mix
72 PANJABI MC "Boys"
JUSTIN TIMBERLAKE "Body"
- WPYM/Miami, FL**
MD: Phil Michaels
No Adds
- KTTB/Minneapolis, MN**
APD: Dusty Hayes
APD: Zannie K.
No Adds
- KHTN/Modesto, CA**
APD: Rene Roberts
APD: Drew Stone
16 JUSTIN TIMBERLAKE "Body"
50 CENT "21"
1 DJ KAY SLAY "Much"
1 JOE BUDDEN "Pump"
LYRIC "Tiggy"
PRYMARY COLORZ "Change"
- KBTU/Monterey-Salinas, CA**
MD: Brian Allan
BONE THUGS-N-HARMONY "Home"
EMINEM "Moment"
KEITH MURRAY "Know"
- KDOO/Monterey-Salinas, CA**
PD: Alexis Martinez
MD: Denis Carrillo
16 DJ KAY SLAY "Much"
1 50 CENT "21"
- WJWZ/Montgomery, AL**
MD/MD: Al Irving
13 NOVEL "Peach"
3 RATED R "Here"
3 DJ KAY SLAY "Much"
3 JOE BUDDEN "Pump"
- WKTU/New York, NY**
VP/Prog.: Frankie Blue
APD/MD: Jeff Z
13 50 CENT "21"
23 JOE BUDDEN "Pump"
FLC "Damaged"
- WQHT/New York, NY**
PD/VP/Prog.: Tracy Clotworthy
MD: E-Bro
31 DIPP OMAI "Anthem"
27 LIL' MO F/FABOLOUS "Ever"
23 JOE BUDDEN "Pump"
11 BONE CRUSHER "Never"
- WVNZ/Norfolk, VA**
PD: Don London
MD: Jay West
24 CHOPPA "Choppa"
9 50 CENT "21"
- KMRK/Odessa-Midland, TX**
PD: Frank E.D.
MD: Ace Martinez
No Adds
- KKWD/Oklahoma City, OK**
MD: Cisco Kidd
1 SEAN PAUL "Bust"
DJ KAY SLAY "Much"
EMINEM "Moment"
- KQCH/Omaha, NE**
MD: Angel Johnson
2 STAGGA LEE "Roll"
1 50 CENT "21"
- WJHM/Orlando, FL**
PD: Steve DeWann
APD: Keith Mermoly
MD: Jay Love
6 NELLY "Pimp"
72 PANJABI MC "Boys"
JUSTIN TIMBERLAKE "Body"
- WPHY/Orlando, FL**
PD: Steve DeWann
APD: Keith Mermoly
MD: Jay Love
6 NELLY "Pimp"
72 PANJABI MC "Boys"
JUSTIN TIMBERLAKE "Body"
- KCAQ/Oxnard-Ventura, CA**
APD: Big Bear
2 EMINEM "Moment"
1 LYRIC "Tiggy"
702 "Shit"
MO THUGS/FELICIA "Long"
- KUUU/Palm Springs, CA**
PD: Andy
33 50 CENT "21"
B.G. "Hotness"
FLOETRY "Yes"
JOE BUDDEN "Pump"
MO THUGS/FELICIA "Long"
SNOOP DOGG "Girls"
LATIF "Hurt"
- WPHI/Philadelphia, PA**
PD: Colby Cole
MD: Raphael "Rat" George
38 JOE BUDDEN "Pump"
1 LYRIC "Tiggy"
1 DJ KAY SLAY "Much"
1 B2K "Girlfriend"
1 BONE THUGS-N-HARMONY "Home"
- KKFR/Phoenix, AZ**
PD: Bruce St. James
APD: Charlie Huroc
MD: J. Philia
MD: Joey Boy
3 JOE BUDDEN "Pump"
2 HOT BOYS "Section"
2 EMINEM "Moment"
2 LIL' MO F/FABOLOUS "Ever"
1 B2K "Girlfriend"
1 BONE THUGS-N-HARMONY "Home"
- KZPP/Phoenix, AZ**
PD: Mark Medina
MD: Chino
MD: Rumba
1 DJ KAY SLAY "Much"
1 50 CENT "21"
CHRISTINA AGUILERA "Fighter"
- KXJM/Portland, OR**
Div/Prog.: Mark Adams
APD: Mario Devoe
MD: Alex
13 50 CENT "21"
2 JOE BUDDEN "Pump"
- WPKF/Poughkeepsie, NY**
PD: Jimi Jamon
APD/MD: C.J. McInerney
BONE THUGS-N-HARMONY "Home"
DRU HILL "Love"
HOT BOYS "Section"
JOE BUDDEN "Pump"
RATED R "Here"
- WWXK/Providence, RI**
PD: Brock
MD: DJ Strasz
10 50 CENT "21"
4 JOE BUDDEN "Pump"
2 BONE CRUSHER "Never"
1 DJ KAY SLAY "Much"
SNOOP DOGG "Girls"
- KWNZ/Reno, NV**
MD: Matt Smith
9 50 CENT "21"
MO THUGS/FELICIA "Long"
SNOOP DOGG "Girls"
- KWLY/Reno, NV**
PD/MD: Angel Garcia
94 50 CENT "21"
DU KAY SLAY "Much"
EMINEM "Moment"
JOE BUDDEN "Pump"
SNOOP DOGG "Girls"
- KGGI/Riverside, CA**
PD: Jason Duran
APD/MD: Don
3 LIL' KIM "Jump"
2 JUSTIN TIMBERLAKE "Body"
50 CENT "21"
LATIF "Hurt"
- KBMB/Sacramento, CA**
PD: D-Rock
APD/MD: J.R.
37 DJ KAY SLAY "Much"
1 50 CENT "21"
MO THUGS/FELICIA "Long"
SNOOP DOGG "Girls"
- KSFM/Sacramento, CA**
VP/Prog.: Mark Evans
APD/MD: Brock Kennedy
MD: Tony Tocate
3 DJ KAY SLAY "Much"
1 50 CENT "21"
EMINEM "Moment"
JENNIFER LOPEZ "Glad"
LATIF "Hurt"
- WOCQ/Salisbury, DE**
PD: Wookie
MD: Deitlie
B2K "Girlfriend"
DA BRAT "Love"
DRU HILL "Love"
KEITH MURRAY "Know"
TLC "Damaged"
- KUUU/Salt Lake City, UT**
APD/MD: Brian Michel
PD: Steve Kibbisher
MD: Chuck Wright
96 50 CENT "21"
DJ KAY SLAY "Much"
LYRIC "Tiggy"
- 1 1**
1 LIL' JON "Give"
50 CENT "21"

* Monitored Reporters
92 Total Reporters
81 Total Monitored
11 Total Indicator
10 Current Indicator Playlists
Did Not Report, Playlist Frozen (1):
KFAT/Anchorage, AK



KASHON POWELL

kpowell@radioandrecords.com

A New Storm In Miami

The Baka Boyz blow into WMIB

Making the transition from the West Coast to the East Coast is just one of the things that brothers Eric V. and Nick V. — a.k.a. the Baka Boyz — have on their agenda. They are the new morning team for Clear Channel's new station in Miami, WMIB, and Eric says they are focused on one thing: winning.

R&R: How did the Baka Boyz get started in radio?

EV: We were very influenced by KDAY/Los Angeles. We heard what they were doing, and we wanted to be doing that. We wanted to be on the air, and we wanted to mix. We're from Bakersfield, and our father knew the GM of Classic Rock KLYD-AM and told him what we did and that we wanted to do a weekend show on the station. He agreed, but we had to pay to be on the air.

I sold advertising during the week so that we could pay \$75 to do a show on Friday and Saturday. If I didn't come up with the money by Friday, there was no show that weekend. Nick was 14, and I was 17.

Our parents were very supportive. Anything we wanted to do, they were behind us. What really got us into mixing is that my brother was always out getting into trouble, and my father decided that my brother needed an outlet. So my father rented a building and opened a teen club. That opened doors to us seeing the DJs, the nightlife, etc. Nick took the first interest in mixing when he was 12.

R&R: What did you do after that?

EV: After that station we went to KKXX/Bakersfield, and we were doing the Saturday-night mix show.

"We just love pushing the envelope. To this day, almost everything that we've ever done has been emulated."



The Baka Boyz

They wanted us to do a weekly mix show, but we were driving back and forth to Los Angeles for music production as well. We got caught up in the Kid Frost-Mellow Man Acelatin movement on the hip-hop scene. We eventually became MDs at KKXX.

After KKXX we were hired at KPWR (Power 106)/Los Angeles. We were at dinner with Bruce Reiner, who was at Profile Records at the time, and Dave Morales, an air personality at KPWR at the time, and Nick told everyone at the table that we would be at Power 106 by the same time the next year.

After we left the restaurant, Dave pulled us aside and told us he thought we would be perfect for a hip-hop show at the station. And that was the birth of *Friday Night Flavours* in Los Angeles, which is still running today.

Doing that show put Power in the hip-hop game. When we first got to the station, they were playing Paula Abdul, UB40, all of the pop stuff. In essence, we opened the door for hip-hop in Los Angeles and built the foundation for Power 106.

Rick Cummings, now at Emmis, believed in us and put us on, and the rest spread like wildfire. We drove back and forth from Bakersfield to Los Angeles for four months to do the Friday-night show. We'd have to bring our own equipment, because they hadn't done any live mixing, so

they didn't have a mix room or equipment.

All of the other jocks kept saying that we should be in other dayparts, so management moved us to overnights for two months. That's the worst shift. It's midnight to 6am, then you get off and go to sleep. When you wake up, you feel like you've missed the next day.

We were moved to nights, and we invented *Roll Call*. We were going against the Poorman on crosstown KROQ, and he had a feature called *Loveline*. He was huge. After a few Arbitron books we topped his numbers. It worked because there were no restrictions, there were no rule books. It was just the love of what we were doing, and we always tried to be original and create new things.

Then the Power morning show left, and Rick Cummings told us he was going to put us on in mornings and that we were going to be the stars of the radio station. We couldn't really envision that; we were just looking at him like he was crazy. But, sure enough, he put us in the mornings, and the GM and sales staff were scared to death.

But it worked. We beat Howard

"You have to know your audience and the music. With hip-hop listeners, if you're fake, they see through you."

Stern [on KLSX] and Rick Dees [on KIIS]. We really didn't know what we were doing. We were just passionate, and it translated to the listeners.

The funny thing is, when we went on the air, everyone thought we were black, because before we got on the station, the listeners weren't speaking the hip-hop lingo. They were really behind.

After three years there were

some management changes, and we were moved to afternoons. During that time we helped cultivate other talent for the station. We opened the door for many personalities at KPWR, like E-Man and Big Boy. We built a strong foundation, and the station is still running on what we did. I can't take full credit for it, because without the vision of Rick Cummings, it wouldn't be where it is.

That's what excites me about our new opportunity in Miami. We're starting all over. We like to change things, we like to change the game, and it's a brand-new station. So, it's a blank sheet of paper, and we can do whatever.

After leaving KPWR we did afternoons at KKBT/Los Angeles for six months, then we went to KMEL/San Francisco and did mornings there for a year. After that we took a year off and concentrated on our syndicated mix show. Our mix show is on 50 stations.

R&R: What's the vibe from the listeners at your new station, WMIB/Miami?

EV: We've only been on for a few days, and I think we've done more damage than people who have been on for years. It's just our energy and style and what we're bringing to the table. We've matured a lot; we've gone through some pitfalls and personal tragedies. We lost both of our parents last year, and it would be a great dishonor not to continue on our path in broadcasting when that was what made them so proud.

We just love pushing the envelope. To this day, almost everything that we've ever done has been emulated. We've been trying to feel the audience out, and I think our style and presentation transcend every coast. It's all entertainment. Being in Miami opens us to the entire eastern seaboard. The response so far has been great.

Hip-hop fans today have more choices in radio. That's why we take

so much pride in our show and make it sound different. It's all about presentation. We are constantly policing each other about how we're sounding on the air. We have a great producer also, so that helps out tremendously.

The station is definitely going to be a monster. It's going to be one of those stations to watch.

"Hip-hop fans today have more choices in radio. That's why we take so much pride in our show and make it sound different."

R&R: What's the lineup at WMIB?

EV: We're on in the mornings; Big Tigger, from BET's *Rap City*, is on in middays; and WMIB PD Dion Summers does afternoons. Management is still in the process of finding a night jock.

R&R: Any advice for up-and-coming air talent?

EV: You have to find your own style, your own niche. You can't use what someone else has done. I compare it to a hip-hop producer. The only producers who are huge in this business are the ones who have their own style, like The Neptunes, Dr. Dre, Timbaland, etc. You know their records when they come out, so that makes them special. I would say the same thing applies to air personalities.

You also have to know your audience and the music. With hip-hop listeners, if you're fake, they see through you.

United Stations Radio Networks presents the

BLACK ENTERPRISE



Information is Power!

With market news and personal finance information that matters to your listeners, the **Black Enterprise Business Report** helps your audience make informed investment and lifestyle decisions.

Empower your audience with the **Black Enterprise Business Report**

Call 212-869-1111
bebr@unitedstations.com





© March 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)	3552	-301	573703	12	64/0
3	2	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	3275	+70	504938	9	63/0
2	3	R. KELLY Ignition (Jive)	3103	-119	509280	22	64/0
4	4	TYRESE How You Gonna Act Like That (J)	2838	-65	452415	19	63/0
7	5	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	2741	+332	439250	9	64/0
6	6	AALIYAH Miss You (BlackGround/Universal)	2266	-153	403172	18	13/0
9	7	LIL' KIM The Jump Off (Queen Bee/Atlantic)	2209	+223	305377	8	65/0
12	8	SEAN PAUL Get Busy (40/40/VP/Atlantic)	2163	+386	361602	7	65/1
5	9	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	2053	-396	265401	13	65/0
11	10	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	2008	+218	298938	7	62/0
13	11	NAS I Can (Columbia)	1885	+232	274260	7	60/1
8	12	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	1869	-397	244104	13	60/0
16	13	GINUWINE Hell Yeah (Epic)	1784	+168	255778	9	61/1
10	14	JUSTIN TIMBERLAKE Cry Me A River (Jive)	1755	-209	233839	11	59/0
14	15	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)	1549	-90	225750	12	55/0
20	16	WAYNE WONDER No Letting Go (VP/Atlantic)	1495	+190	220912	14	56/1
21	17	B2K Girlfriend (Epic)	1426	+158	199093	5	54/0
22	18	FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	1390	+220	185505	6	56/2
15	19	NIVEA Laundromat (Jive)	1374	-245	183940	12	61/0
25	20	FLOETRY Say Yes (DreamWorks)	1224	+198	186353	8	57/2
24	21	JAHEIM Put That Woman First (Divine Mill/WB)	1213	+170	225956	4	57/2
23	22	VIVIAN GREEN Emotional Rollercoaster (Columbia)	1186	+26	192894	17	43/2
32	23	50 CENT 21 Questions (Shady/Aftermath/Interscope)	1173	+401	210073	3	3/2
19	24	MARQUES HOUSTON That Girl (Interscope)	1142	-203	163347	10	51/0
17	25	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	1123	-250	123453	13	50/0
29	26	RON ISLEY F/R. KELLY What Would You Do? (DreamWorks)	990	+139	156043	3	52/2
27	27	KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)	951	+18	98314	6	49/1
26	28	50 CENT Wanksta (Shady/Interscope)	865	-143	119731	18	54/0
36	29	BONECRUSHER Never Scared (Arista)	792	+131	91624	3	45/7
28	30	SYLEENA JOHNSON Guess What (Jive)	781	-86	87027	10	46/1
33	31	LIL' MO F/FABOLOUS 4 Ever (Elektra/EEG)	767	+57	101647	4	47/3
30	32	CHOPPA Choppa Style (No Limit/Universal)	767	-35	94301	10	25/1
37	33	2PAC F/TRICK DADDY Still Ballin' (Amaru/Death Row/Interscope)	744	+124	99021	3	46/3
42	34	NELLY Pimp Juice (Fo' Reel/Universal)	658	+208	90272	2	49/3
35	35	MARIO C'mon (J)	649	-39	84381	7	41/0
34	36	FAT JOE All I Need (Terror Squad/Atlantic)	615	-91	47773	9	27/0
50	37	HEATHER HEADLEY I Wish I Wasn't (J)	565	+183	84205	2	45/1
31	38	COMMON F/MARY J. BLIGE Come Close To Me (MCA)	546	-250	115462	16	38/0
Debut	39	MISSY ELLIOTT Pussycat (Elektra/EEG)	542	+220	102451	1	1/0
Debut	40	MARY J. BLIGE Hooked (MCA)	538	+189	60204	1	1/0
39	41	LIL' JON & THE EASTSIDE BOYZ I Don't Give A @#\$\$% (TVT)	511	-24	80517	15	18/0
38	42	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	481	-111	75766	18	51/0
Debut	43	702 I Still Love You (Motown)	468	+86	89127	1	30/1
46	44	KEITH MURRAY Yeah Yeah U Know It (Def Jam/IDJMG)	461	+59	54776	2	39/1
Debut	45	TALIB KWELI Get By (Rawkus/MCA)	449	+96	63034	1	36/3
40	46	B.G. Hottest Of The Hot (Koch)	436	-41	48612	3	32/3
41	47	BUSTA RHYMES Make It Clap (J)	430	-40	69349	20	36/0
Debut	48	KELLY PRICE He Proposed (Def Soul/IDJMG)	426	+63	83015	1	35/1
43	49	MR. CHEEKS Crush On You (Universal)	416	-12	64473	4	32/1
Debut	50	DRU HILL I Love You (Def Soul/IDJMG)	400	+214	61349	1	50/0

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
DJ KAY SLAY Too Much For Me (Columbia)	38
JOE BUDDEN Pump It Up (Def Jam/IDJMG)	36
NOVEL Peach (Rawkus/MCA)	20
CHINGY Right Thurr (Priority)	13
MC LYTE Ride Wit Me (EastWest/EEG)	13
DEBORAH COX Play Your Part (J)	12
DANI STEVENSON Yo Yo Yo (Universal)	11
BONECRUSHER Never Scared (Arista)	7
ROY JR. JONES Who Runs This (Virgin)	5
PAYBACK Things U Do (Innovative)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
50 CENT 21 Questions (Shady/Aftermath/Interscope)	+401
SEAN PAUL Get Busy (40/40/VP/Atlantic)	+386
SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	+332
NAS I Can (Columbia)	+232
LIL' KIM The Jump Off (Queen Bee/Atlantic)	+223
FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	+220
MISSY ELLIOTT Pussycat (Elektra/EEG)	+220
BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	+218
DRU HILL I Love You (Def Soul/IDJMG)	+214
NELLY Pimp Juice (Fo' Reel/Universal)	+208

New & Active

BRIAN MCKNIGHT Shoulda, Woulda, Couda (Motown)
Total Plays: 365, Total Stations: 32, Adds: 0

STAGGA LEE Roll Wit M.V.P. (ARTISTDirect)
Total Plays: 324, Total Stations: 29, Adds: 1

JOE BUDDEN Pump It Up (Def Jam/IDJMG)
Total Plays: 245, Total Stations: 38, Adds: 36

PAYBACK Things U Do (Innovative)
Total Plays: 232, Total Stations: 22, Adds: 4

HOT BOYS My Section (Cash Money/Universal)
Total Plays: 177, Total Stations: 17, Adds: 2

CHINGY Right Thurr (Priority)
Total Plays: 172, Total Stations: 14, Adds: 13

DJ KAY SLAY Too Much For Me (Columbia)
Total Plays: 145, Total Stations: 38, Adds: 38

LYRIC Hot & Tipsy (J)
Total Plays: 123, Total Stations: 23, Adds: 1

CRAIG DAVID Personal (Wildstar/Atlantic)
Total Plays: 120, Total Stations: 18, Adds: 0

D'MELLO F/MOBB DEEP Best Love Story (Warner Bros.)
Total Plays: 97, Total Stations: 19, Adds: 2

Songs ranked by total plays

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

67 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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 © 2003, The Arbitron Company). © 2003, R&R, Inc.

Don't Miss The One Great Industry Event Of 2003!

R&R convention: 2003

The Beverly Hilton Hotel
★ Beverly Hills, California ★

June 19-21

Stations and their adds listed alphabetically by market

Reporters

WAJZ/Albany, NY *
PD/MD: Sugar Bear
APD: Marie Cristal
 11 NOVEL "Peach"
 4 DJ KAY SLAY "Much"
 2 JOE BUDDEN "Pump"
 MC LYTE "Ride"

KTCX/Beaumont, TX *
OM: Jim West
PD: Al Payne
 2 TALIB KWELI "Get"
 RATED R "Here"

WPWX/Chicago, IL *
PD: Jay Alan
MD: Traci Reynolds
 2 BONECRUSHER "Never"

WJLB/Detroit, MI *
PD: KJ Holiday
APD/MD: Kris Kelley
 1 JOE BUDDEN "Pump"
 DJ KAY SLAY "Much"

WJBT/Jacksonville, FL *
PD: Mike Williams
MD: G-Wiz
 1 VIVIAN GREEN "Emotional"

WGBZ/Louisville, KY *
PD: Mark Gunn
MD: Gerald Harrison
 1 D'MELLO F/MOBB DEEP "Best"
 DJ KAY SLAY "Much"

KNOU/New Orleans, LA *
PD: Lamonda Williams
 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"

WQOK/Raleigh-Durham, NC *
PD: Cy Young
MD: Sean Alexander
 1 NELLY "Pimp"

KATZ/St. Louis, MO *
PD: Eric Mychaels
 64 CHINGY "Right"
 2 DJ KAY SLAY "Much"
 LIL' MO F/FABOLOUS "Ever"

KBCE/Alexandria, LA
APD/MD: Dell Banks
 D'MELLO F/MOBB DEEP "Best"
 LYRIC "Topsy"
 RATED R "Here"

WJZD/Biloxi-Gulfport, MS *
OM/MD: Rob Neal
MD: Tabari Daniels
 CHINGY "Right"
 DANI STEVENSON "Yo"
 DEBORAH COX "Part"
 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"
 NOVEL "Peach"
 ROY JONES JR. "Runs"

WIZF/Cincinnati, OH *
PD/MD: Terri Thomas
 9 2PAC F/TRICK DADDY "Ballin"
 8 NELLY "Pimp"
 3 HEATHER HEADLEY "Wish"

WJNN/Dothan, AL
OM/MD: JR Wilson
MD: Jamar Wilson
 5 DANI STEVENSON "Yo"
 5 DEBORAH COX "Part"
 5 DJ KAY SLAY "Much"
 5 JOE BUDDEN "Pump"

KPRS/Kansas City, MO *
APD/MD: Myron Fears
 702 "Sill"
 TALIB KWELI "Get"

WFXM/Macon, GA
OM/MD: Ralph Meachum
 6 CHINGY "Right"
 6 ROY JONES JR. "Runs"

WQUE/New Orleans, LA *
DM: Carla Boatner
PD: Angela Watson
 No Adds

WBTJ/Richmond, VA *
PD: Aaron Maxwell
MD: Mike Street
 No Adds

WFUN/St. Louis, MO *
PD: Mo'Shay
APD: Craig Black
MD: Koa Koa Thai
 29 CHOPPA "Choppa"
 20 KILLER MIKE "A.D.I.D."
 12 TALIB KWELI "Get"
 4 B.G. "Hottest"

KEDG/Alexandria, LA
OM/MD: Jay Stevens
MD: Wade Hampton
 5 CHINGY "Right"
 ROY JONES JR. "Runs"

WBOT/Boston, MA *
PD: Steve Gousby
APD: Lamar Robinson
MD: T. Clark
 14 MR. CHEEKS "Crush"
 12 JOE BUDDEN "Pump"

WENZ/Cleveland, OH *
PD: Kim Johnson
MD: Eddie Bauer
 2 BONECRUSHER "Never"
 1 DJ KAY SLAY "Much"

WZFX/Fayetteville, NC *
PD: Jeff Anderson
APD: Garrett Davis
MD: Taylor Morgan
 3 JOE BUDDEN "Pump"
 3 DJ KAY SLAY "Much"
 2 2PAC F/TRICK DADDY "Ballin"

KIIZ/Killeen-Temple, TX
PD/MD: Mychal Maguire
 11 MR. CHEEKS "Crush"
 10 D'MELLO F/MOBB DEEP "Best"
 10 KILLER MIKE "A.D.I.D."

WIBB/Macon, GA
PD: Chris Williams
APD: Ava Blakk
 5 DJ KAY SLAY "Much"
 2 CHINGY "Right"
 2 NOVEL "Peach"

WBLN/New York, NY *
PD: Vinny Brown
MD: Deneen Wornack
 No Adds

WRHH/Richmond, VA *
PD: J.D. Kunes
MD: Alvin "Big Nat" Smalls
 1 50 CENT "21"
 EMINEM "Moment"

WPHR/Syracuse, NY *
PD: Butch Charles
MD: Kenny Dees
 17 DJ KAY SLAY "Much"
 6 JOE BUDDEN "Pump"

WHTA/Atlanta, GA *
PD: Jerry Smokin' B
APD: Ryan Cameron
MD: Ramona Debraux
 1 JOE BUDDEN "Pump"

WBLK/Buffalo, NY *
PD/MD: Chris Reynolds
 9 DJ KAY SLAY "Much"
 8 BONECRUSHER "Never"
 1 JOE BUDDEN "Pump"
 DEBORAH COX "Part"

WHXT/Columbia, SC *
PD: Chris Connors
APD: Harold Banks
MD: Shanik Mincie
 6 JOE BUDDEN "Pump"
 5 CHINGY "Right"
 1 DJ KAY SLAY "Much"

WTMG/Gainesville-Ocala, FL *
PD/MD: Chris Ryan
 7 DANI STEVENSON "Yo"
 4 JOE BUDDEN "Pump"
 CHINGY "Right"
 DJ KAY SLAY "Much"
 NOVEL "Peach"

KRRQ/Lafayette, LA *
PD/MD: John Kimit
 6 DJ KAY SLAY "Much"
 5 NOVEL "Peach"
 3 CHINGY "Right"
 3 MC LYTE "Ride"
 3 JOE BUDDEN "Pump"
 DANI STEVENSON "Yo"
 PAYBAK "Things"
 QUEEN LATIFAH "Rest"

WHRK/Memphis, TN *
DM/MD: Nate Bell
APD: Eileen Collier
MD: Taylor Morgan
 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"
 PAYBAK "Things"
 RATED R "Here"
 NOVEL "Peach"

WWPR/New York, NY *
PD: Michael Saunders
MD: Mara Melendez
 23 AALIYAH "Come"
 14 JOE BUDDEN "Pump"

WDXK/Rochester, NY *
OM/MD: Andre Marcel
MD: Devin Steel
 6 DEBORAH COX "Part"
 2 JOE BUDDEN "Pump"
 1 DJ KAY SLAY "Much"
 CHINGY "Right"
 D'MELLO F/MOBB DEEP "Best"
 NOVEL "Peach"

WTMP/Tampa, FL
MD: Big Money Ced
 19 FABOLOUS F/LIL' MO "Can't"
 12 CHINGY "Right"
 10 JOE BUDDEN "Pump"
 9 DANI STEVENSON "Yo"

WVEE/Atlanta, GA *
OM/MD: Tony Brown
APD: Tasha Love
 12 JAHEIM "Woman"

WWVZ/Charleston, SC *
OM/MD: Terry Base
MD: Yonni O'Donohue
 5 ROY JONES JR. "Runs"
 4 JOE BUDDEN "Pump"
 1 DJ KAY SLAY "Much"
 1 CHINGY "Right"
 DEBORAH COX "Part"

WVDM/Columbia, SC *
PD/MD: Mike Love
APD: Vernessa Pendegrass
 10 JOE BUDDEN "Pump"
 6 DEBORAH COX "Part"
 5 DJ KAY SLAY "Much"
 3 CHINGY "Right"
 2 NOVEL "Peach"

WIKS/Greenville, NC *
PD/MD: B.K. Kirkland
 2 RON ISLEY F/R. KELLY "What"
 1 FLOETRY "Yes"

WQHH/Lansing, MI *
PD/MD: Brant Johnson
 1 B.G. "Hottest"
 1 JOE BUDDEN "Pump"
 CHICO DEBARGE "Together"
 CHINGY "Right"
 DEBORAH COX "Part"
 DJ KAY SLAY "Much"
 NOVEL "Peach"

WEDR/Miami, FL *
OM/MD: Cedric Hollywood
 3 DJ KAY SLAY "Much"
 HOT BOYS "Section"
 PAYBAK "Things"

WOWI/Norfolk, VA *
DM/MD: Daisy Davis
APD/MD: Michael Mauzone
 15 JOE BUDDEN "Pump"
 6 KELLY PRICE "Proposed"
 3 DJ KAY SLAY "Much"
 1 BONECRUSHER "Never"

WTLZ/Saginaw, MI *
PD: Eugene Brown
 LIL' MO F/FABOLOUS "Ever"

WJUC/Toledo, OH *
PD: Charlie Mack
MD: Nikki G.
 5 DAVID BANNER "Pimp"
 4 MC LYTE "Ride"
 2 JOE BUDDEN "Pump"
 1 DJ KAY SLAY "Much"
 DANI STEVENSON "Yo"
 DEBORAH COX "Part"
 NOVEL "Peach"

WFXA/Augusta, GA *
OM/MD: Ron Thomas
APD: Mojo
 10 GINUWINE "Hall"
 7 SEAN PAUL "Busy"
 6 NAS "Can"

WPEG/Charlotte, NC *
OM/MD: Terri Avery
APD/MD: Nate Quick
 2 KEITH MURRAY "Know"
 1 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"

WFXE/Columbus, GA
PD: Michael Soui
 5 CHINGY "Right"
 5 JOE BUDDEN "Pump"
 5 NOVEL "Peach"
 3 DJ KAY SLAY "Much"

WJMJ/Greenville, SC *
PD/MD: Doug Davis
 NOVEL "Peach"

WBTF/Lexington-Fayette, KY *
PD/MD: Jay Alexander
 5 DJ KAY SLAY "Much"
 2 DEBORAH COX "Part"
 HOT BOYS "Section"
 JOE BUDDEN "Pump"
 MC LYTE "Ride"
 NOVEL "Peach"

WKKV/Milwaukee, WI *
PD: Ronn Scott
MD: Doc Love
 4 CHINGY "Right"
 3 BONECRUSHER "Never"
 2 JOE BUDDEN "Pump"
 JAHEIM "Woman"
 DJ KAY SLAY "Much"

KVSP/Oklahoma City, OK *
OM/MD: Terry Monday
MD: Eddie Brasso
 13 NOVEL "Peach"
 12 JOE BUDDEN "Pump"
 5 DJ KAY SLAY "Much"
 DANI STEVENSON "Yo"
 MC LYTE "Ride"

WEAS/Savannah, GA
PD: Sam Nelson
MD: Jewel Carter
 D'MELLO F/MOBB DEEP "Best"
 KELLY PRICE "Proposed"
 RATED R "Here"

KJMM/Tulsa, OK *
OM: Bryan Robinson
PD: Terry Monday
APD/MD: Aaron Bernard
 18 NOVEL "Peach"
 11 DJ KAY SLAY "Much"
 1 JOE BUDDEN "Pump"
 DANI STEVENSON "Yo"
 MC LYTE "Ride"

WPRW/Augusta, GA *
PD: Tim Snell
MD: Nightrain
 1 JOE BUDDEN "Pump"
 DJ KAY SLAY "Much"
 STAGGA LEE "Roll"
 NOVEL "Peach"

WJTT/Chattanooga, TN *
PD: Keith Landecker
MD: Magic
 12 CHINGY "Right"
 3 DEBORAH COX "Part"
 2 JOE BUDDEN "Pump"
 DANI STEVENSON "Yo"
 DJ KAY SLAY "Much"
 LYRIC "Topsy"
 NOVEL "Peach"
 MC LYTE "Ride"

WCKX/Columbus, OH *
PD: Paul Strong
MD: Warren Stevens
 21 FABOLOUS F/LIL' MO "Can't"

WEUP/Huntsville, AL *
PD/MD: Steve Murry
 No Adds

KIPR/Little Rock, AR *
OM/MD: Joe Booker
 26 ROY JONES JR. "Runs"
 12 NOVEL "Peach"
 8 DEBORAH COX "Part"
 CHINGY "Right"
 DANI STEVENSON "Yo"
 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"
 MC LYTE "Ride"
 NOVEL "Peach"

WBLX/Mobile, AL *
PD/MD: Myronda Reuben
 2 JOE BUDDEN "Pump"
 2 ROY JONES JR. "Runs"

WUSL/Philadelphia, PA *
PD: Glenn Cooper
MD: Coka Lani
AMD: Cosmic Key
 18 JOE BUDDEN "Pump"
 4 B.G. "Hottest"
 4 SYLEENA JOHNSON "What"
 2 DJ KAY SLAY "Much"

KDKS/Shreveport, LA *
PD/MD: Quenn Echols
 16 NOVEL "Peach"
 7 DEBORAH COX "Part"
 DANI STEVENSON "Yo"
 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"

WESE/Tupelo, MS
PD/MD: Pamela Aniese
 FLOETRY "Yes"

WERQ/Baltimore, MD *
APD/MD: Neke Al Night
 26 50 CENT "21"
 20 FABOLOUS F/LIL' MO "Can't"
 6 NELLY "Pimp"

WGGI/Chicago, IL *
OM/MD: Eroy Smith
APD/MD: Tiffany Green
 No Adds

WDTJ/Detroit, MI *
PD: Lance Patton
MD: Spudd
 20 DJ KAY SLAY "Much"
 10 WAYNE WONDER "Letting"
 1 MC LYTE "Ride"

WRJH/Jackson, MS *
PD: Steve Poston
MD: Lil' Homie
 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"

KKBT/Los Angeles, CA *
PD: Rob Scorpio
MD: Dorsey Fuller
 19 DJ KAY SLAY "Much"
 9 2PAC F/TRICK DADDY "Ballin"

WZHT/Montgomery, AL
PD: Darryl Elliott
MD: Michael Long
 33 BONECRUSHER "Never"

WAMO/Pittsburgh, PA *
Interim PD/MD: DJ Boogie
 1 DJ KAY SLAY "Much"
 JOE BUDDEN "Pump"
 MC LYTE "Ride"
 NOVEL "Peach"

* Monitored Reporters
 78 Total Reporters
 67 Total Monitored
 11 Total Indicator



Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
FIELD MOB Sick Of Being Lonely (MCA)	1204
ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	805
JAHEIM Fabulous (Divine Mill/WB)	585
NELLY Air Force Ones (Fo' Reel/Universal)	583
DRU HILL I Should Be... (Def Soul/IDJMG)	542
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	517
MUSIQ Dontchange (Def Soul/IDJMG)	469
LL COOL J Luv U Better (Def Jam/IDJMG)	453
SEAN PAUL Gimme The Light (40/40/VP/Atlantic)	400
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	313
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	309
GINUWINE Stingy (Epic)	298
ASHANTI Baby (Murder Inc./IDJMG)	264
NAPPY ROOTS Po' Folks (Atlantic)	258
N.O.R.E. Nothin' (Def Jam/IDJMG)	253
AALIYAH I Care 4 U (BlackGround)	251
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	250
LUDACRIS Move Bitch (Def Jam South/IDJMG)	248
NELLY Hot In Herre (Fo' Reel/Universal)	239

Indicator

CHINGY Right Thurr (Priority)
D'MELLO F/MOBB DEEP Best Love Story (Warner Bros.)
JOE BUDDEN Pump It Up (Def Jam/IDJMG)
DJ KAY SLAY Too Much For Me (Columbia)
RATED R In Here Ta Nite (2-4-1/Universal)
ROY JR. JONES Who Runs This (Virgin)
NOVEL Peach (Rawkus/MCA)
DANI STEVENSON Yo Yo Yo (Universal)
BONECRUSHER Never Scared (Arista)
FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)
FLOETRY Say Yes (DreamWorks)
KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)
MR. CHEEKS Crush On You (Universal)
LYRIC Hot & Topsy (J)
KELLY PRICE He Proposed (Def Soul/IDJMG)
DEBORAH COX Play Your Part (J)

Most Added

ON THE RECORD

With
Jay Dixon
PD, WBHK/Birmingham



As the war takes the national spotlight, it has also become the focus at WBHK/Birmingham. The music on the station right now is sharing that spotlight with information on the war and listeners' reactions. We're allowing listeners to sound off on the air about their feelings on the war. We've gotten many variations of the same question: "Why?" • Even though the facts have been in the media, it's probably too much for the average person to understand. So, we are supporting the troops and asking listeners to pray for peace. As I signed off today I stated that I am asking God to give me the wisdom to understand what is going on.

50 Cent holds both top spots this week: "In Da Club" (Shady/Aftermath/Interscope) is No. 1, and "21 Questions" (Shady/Aftermath/Interscope) is Most Increased ... **Jay-Z's** "Excuse Me Miss" (Roc-A-Fella/IDJMG) is within striking distance, moving 3-2 ... **Snoop Dogg's** "Beautiful" (Doggy Style/Priority/Capitol) continues to look good, going 7-5 and +332 ... **Lil Kim's** "The Jump Off" (Queen Bee/Atlantic) is movin' on up, from 9-7 ... **Sean Paul's** "Get Busy" (VP/Atlantic) is for real, moving 12-8 and up 386 plays ... **Ginuwine's** "Hell Yeah" (Epic) has a good week, going 16-13 ... **Wayne Wonder's** "No Letting Go" (VP/Atlantic) takes a nice jump, moving 20-16 ... **Floetry's** "Say Yes" (DreamWorks) is on a steady rise, 25-20 ... Hot debuts include **Missy Elliott's** "Pussycat" (Gold Mind/Elektra), at *39; **Mary J. Blige's** "Hooked" (MCA), at *40; **702's** "I Still Love You" (Motown/Universal), at *43; **Talib Kweli's** "Get By" (Rawkus/MCA), at *45; **Kelly Price's** "He Proposed" (Def Soul/IDJMG), at *48; and **Dru Hill's** "I Love You" (Def Soul/IDJMG), at *50 ... **Syleena Johnson's** "Guess What" (Jive) is holding strong at No. 1 at Urban AC ... **Heather Headley's** "I Wish I Wasn't" (RCA/J) is Most Increased, going 21-18 and +143 ... **Ron Isley featuring R. Kelly's** "What Would You Do" (DreamWorks) is headed for the top, going 8-6 ... **Brian McKnight's** "Shoulda, Woulda, Coulda" (Motown/Universal) goes 12-10 ... **Jaheim's** "Put That Woman First" (Divine Mill/Warner Bros.) makes a big jump, going 25-20 ... **India.Arie's** "The Truth" (Motown/Universal) debuts this week at *27.

Urban ON THE RADIO

— Kashon Powell, Urban Editor

PHUNDAMENTALLY phat

ARTIST: **D'Mello**

LABEL: **Warner Bros.**

By **KASHON POWELL** / URBAN EDITOR

D'Mello is the newest talent on the Warner Bros. roster. A true vocalist, she is a breath of fresh air in today's music industry. The 21-year-old singer counts Patti LaBelle, Whitney Houston and Mariah Carey among her musical influences. She says, "When I first heard Mariah's 'Vision of Love,' I just knew that's what I had to do — that was the kind of music I wanted to sing."

D'Mello studied opera and operettas during her high school years, had roles in various high school musicals and was a member of her church choir. She says, "I was drawn to opera because it was different. I like new ways of developing my voice." When she chose to sing professionally, it came as a surprise to no one.

Born and raised in a small, rural province of Trinidad known as Phoenix Park, D'Mello graduated high school early at only 15. Shortly thereafter she left her family and moved to the United States. She settled near New York's Coney Island and began her pursuit of a record deal.

While holding down a part-time job as a retail clerk, D'Mello became a fixture on New York's studio session scene. It was during this time that she met Adeka Stupart, a songwriter on Universal Records. D'Mello says, "The first night we met, we wrote a song together and realized that we had great chemistry."

Although the two eventually lost contact for a couple of years, when they got back in touch it was apparent that the chemistry was still there. After reconnecting, the duo wrote almost 100 songs in less than a year. D'Mello's next step, with the help of music industry veteran Andrew Ramdhanny, was to secure a publishing deal and recording contract with Warner Bros. Records.



That was just the beginning of the realization of D'Mello's dream. She and Adeka then starting working with highly sought-after producers, including Eddie Hustle, who has worked with Usher, Mya and TLC; Rhemarios Webber, whose production credits include Tamia and Missy Elliott; and Jay Daniels, of 3LW fame.

D'Mello's debut album, *Best Love Story*, is a collection of songs similar to a personal diary. She describes the album as being "soulful with a twist." Songs like "Can't Get Over You," "Feel So Complete" and "Not Having It" are just a few examples of the album's romantic feel.

Other standouts include "Fakin' Me," an anthem for women everywhere. D'Mello says, "This song is for all the folks who are trying to get over just to get sex. It's me letting those guys know that I can see through their lies and that I know the game and what they're really about." "Honey Baby" is another standout, and a personal favorite of D'Mello's. She says it's special because "there aren't enough songs that uplift the good guys and good relationships."

Best Love Story proves to be one of the most incredible introductions for a new artist in years.

Urban AC Reporters

Stations and their adds listed alphabetically by market

WWIN/Baltimore, MD * VP/Prog.: Kathy Brown PD: Tim Watts MD: Keith Fisher No Adds	WVAZ/Chicago, IL * PD: Eloy Smith APD: Armando Rivera 3 BUSTA RHIMES/MARIAH "Know" JEFFREY OSBORNE "Rest" SMOKIE NORFUL "Now"	WUKS/Fayetteville, NC * PD/APD: Garrett Davis MD: Calvin Pee LATTIMORE & MOORE "Cry"	WSQL/Jacksonville, FL * PD: Mike Williams APD/MD: K.J. No Adds	WRBV/Macon, GA PD/MD: Lisa Charles No Adds	WYBC/New Haven, CT * OM: Wayne Schmidt PD: Juan Castillo APD: Steven Richardson MD: Doc-P No Adds	WDAS/Philadelphia, PA * Stn. Mgr./PD: Joe Tamburo MD: Joann Gamble No Adds	KMJM/St. Louis, MO * DM/MD: Chuck Atkins No Adds
KQXL/Baton Rouge, LA * OM: Don Gosselin PD/MD: Mya Vernon DEBORAH COX "Part" JAHHEIM "Woman" LATTIMORE & MOORE "Cry"	WZAK/Cleveland, OH * PD: Kim Johnson MD: Bobby Rush No Adds	WZZZ/Flint, MI * PD: Jerold Jackson 1 HEATHER HEADLEY "Wish" BRIAN MCKNIGHT "Woulda"	KMJK/Kansas City, MO * PD: Greg Lowe MD: Trey Michaels LATTIMORE & MOORE "Cry" DEBORAH COX "Part" QUEEN LATIFAH "Rest"	KJMS/Memphis, TN * OM/MD: Nate Bell APD/MD: Eileen Collier JAHHEIM "Woman"	WYLD/New Orleans, LA * OM: Carla Boatner PD/APD/MD: Aaron "A.J." Apple No Adds	WFXC/Raleigh-Durham, NC * OM/MD: Cy Young APD/MD: Jodi Berry 9 RON ISLEY F/R KELLY "What"	WLWH/Savannah, GA PD: Gary Young No Adds
WBHK/Birmingham, AL * PD: Jay Dixon APD/MD: Darryl Johnson No Adds	WLXC/Columbia, SC * Int. PD: Doug Williams MD: Tre Taylor LATTIMORE & MOORE "Cry" DEBORAH COX "Part" QUEEN LATIFAH "Rest"	WFLM/Ft. Pierce, FL * OM: Mike James PD/MD: Tony Bear 14 JODY WATLEY "Skirt" 2 EARTH WIND & FIRE "Way" 1 MESHIA "Kiss" LATTIMORE & MOORE "Cry" LES FALCON "Friends" MONICA "Gone"	KNEK/Lafayette, LA * PD/MD: John Kinnit DEBORAH COX "Part" LATTIMORE & MOORE "Cry"	WHQT/Miami, FL * PD: Derrick Brown APD/MD: Karen Vaughn 6 KINDRED "Far"	WRKS/New York, NY * PD: Toya Beasley MD: Julie Gustines 7 RON ISLEY F/R KELLY "What" 7 BRIAN MCKNIGHT "Woulda"	WKJS/Richmond, VA * PD/MD: Kevin Gardner No Adds	WIMX/Toledo, OH * OM/MD: Rocky Love MD: Denise Brooks DEBORAH COX "Part" JAHHEIM "Woman" LATTIMORE & MOORE "Cry"
WMGL/Charleston, SC * PD: Terry Base APD/MD: Belinda Parker DEBORAH COX "Part" LATTIMORE & MOORE "Cry" QUEEN LATIFAH "Rest"	WAGH/Columbus, GA PD: Rasheeda MD: Ed Lewis O'MELLO F/MOBB DEEP "Best"	WQMG/Greensboro, NC * PD: Alvin Stowe No Adds	KVGS/Las Vegas, NV * PD/MD: Tony Rankin 20 LATTIMORE & MOORE "Cry" 3 BRU HILL "Love"	WJMR/Milwaukee-Racine, WI * PD/MD: Lauri Jones 11 KELLY PRICE "Proposed"	WVBE/Roanoke-Lynchburg, VA * PD: Walt Ford O'MELLO F/MOBB DEEP "Best" DEBORAH COX "Part" LATTIMORE & MOORE "Cry" QUEEN LATIFAH "Rest"	WHUR/Washington, DC * PD/MD: David A. Dickinson 8 DEBORAH COX "Part" 7 LATTIMORE & MOORE "Cry"	WMMJ/Washington, DC * PD: Kathy Brown MD: Mike Chase No Adds
WBAV/Charlotte, NC * DM/MD: Terri Avery LATTIMORE & MOORE "Cry"	KRNB/Dallas-Ft. Worth, TX * DM/MD: Sam Weaver MD: Rudy V JAHHEIM "Woman"	WTLN/Indianapolis, IN * DM/MD: Brian Wallace MD: Garth Adams JAHHEIM "Woman"	KOKY/Little Rock, AR * PD: Mark Cylan MD: Jamal Quarles 10 DEBORAH COX "Part" O'MELLO F/MOBB DEEP "Best" LATTIMORE & MOORE "Cry" QUEEN LATIFAH "Rest"	WMCS/Milwaukee, WI DM: Steve Scott PD/MD: Tyrone Jackson 5 O'MELLO F/MOBB DEEP "Best" 5 DEBORAH COX "Part" 5 LATTIMORE & MOORE "Cry"	WVVK/Norfolk, VA * DM: Don London PD/MD: DC No Adds	WVWL/Norfolk, VA * DM: Don London PD/MD: DC No Adds	*Monitored Reporters 48 Total Reporters
WLOV/Chattanooga, TN * PD/MD: Sam Terry 4 LATTIMORE & MOORE "Cry" O'MELLO F/MOBB DEEP "Best" DEBORAH COX "Part" QUEEN LATIFAH "Rest"	WMXD/Detroit, MI * PD: Jamillah Muhammad APD: Oneil Stevens MD: Sheila Little No Adds	WKXI/Jackson, MS * PD/MD: Stan Branson DEBORAH COX "Part" LATTIMORE & MOORE "Cry"	KJLH/Los Angeles, CA * PD/MD: Andrea Russell KELLY PRICE "Proposed" TOM SCOTT/JANN NESBY "Everything"	WDLT/Mobile, AL * PD: Steve Crumbley MD: Kathy Barlow CHICO DEBARGE "Together" KELLY PRICE "Proposed"	WQOK/Nashville, TN * PD/MD: D.C. No Adds	WCFB/Orlando, FL * DM/MD: Steve Hulbrook MD: Joe Davis No Adds	44 Total Monitored
							4 Total Indicator
							New Monitored Reporter (1): WZZZ/Flint, MI



R&R URBAN AC TOP 30

Powered By



March 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	1 SYLEENA JOHNSON Guess What (Jive)	1122	+33	152089	18	40/0
	2	2 TYRESE How You Gonna Act Like That (J)	1070	+23	152471	19	42/0
	3	3 VIVIAN GREEN Emotional Rollercoaster (Columbia)	1025	+56	147971	20	39/0
	4	4 JAHEIM Fabulous (Divine Mill/WB)	870	-92	134292	22	41/0
	6	5 FLOETRY Say Yes (DreamWorks)	813	+76	115395	8	42/0
	8	6 RON ISLEY F/R. KELLY What Would You Do? (DreamWorks)	749	+40	114199	6	41/2
	5	7 MUSIQ Dontchange (Def Soul/IDJMG)	725	-60	128119	29	40/0
	7	8 GERALD LEVERT Closure (Elektra/EEG)	698	-21	85706	10	40/0
	9	9 ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	663	-5	110836	26	26/0
12	10	10 BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)	545	+7	78797	5	36/2
11	11	11 WHITNEY HOUSTON One Of Those Days (Arista)	530	-21	88018	19	40/0
10	12	12 HEATHER HEADLEY He Is (RCA)	513	-54	58231	24	38/0
13	13	13 K-CI & JOJO This Very Moment (MCA)	457	-51	69622	11	30/0
14	14	14 GERALD LEVERT Funny (Elektra/EEG)	446	+10	86306	33	31/0
16	15	15 KEM Love Calls (Motown/Universal)	361	-2	57493	9	25/1
18	16	16 AALIYAH Miss You (BlackGround/Universal)	359	+71	69143	10	8/0
15	17	17 LUTHER VANDROSS I'd Rather (J)	356	-58	60359	60	30/0
21	18	18 HEATHER HEADLEY I Wish I Wasn't (J)	345	+143	62390	2	32/1
17	19	19 DRU HILL I Should Be... (Def Soul/IDJMG)	306	-14	22599	20	22/0
25	20	20 JAHEIM Put That Woman First (Divine Mill/WB)	285	+95	71686	3	29/6
22	21	21 KINDRED THE FAMILY SOUL Far Away (Epic)	258	+58	38357	3	21/1
19	22	22 JOE F/MR. CHEEKS That Girl (Motown/Universal)	239	+8	36099	7	16/0
23	23	23 R. KELLY Ignition (Jive)	235	+35	41874	5	2/0
20	24	24 TONY TERRY In My Heart (Golden Boy)	221	+15	9016	10	16/0
26	25	25 CHICO DEBARGE Not Together (In The Paint/Koch)	183	+13	17771	3	14/1
28	26	26 KELLY PRICE He Proposed (Def Soul/IDJMG)	178	+46	33753	2	21/3
Debut	27	27 INDIA.ARIE The Truth (Motown)	165	+57	15905	1	19/0
27	28	28 JEFF MAJORS Somebody Bigger (Music One)	162	+4	23695	11	10/0
24	29	29 BLACKSTREET Deep (DreamWorks)	141	-58	18441	14	11/0
30	30	30 KIM WATERS You Know That I Love You (Shanachie)	110	-16	8555	5	16/0

44 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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

New & Active

CRAIG DAVID Personal (Wildstar/Atlantic)
Total Plays: 107, Total Stations: 7, Adds: 0

TOM SCOTT F/ANN NESBY You Are My Everything (Higher Octave)
Total Plays: 97, Total Stations: 12, Adds: 1

WHITNEY HOUSTON F/BOBBY BROWN My Love (Arista)
Total Plays: 78, Total Stations: 7, Adds: 0

ROME Do It (J/J)
Total Plays: 75, Total Stations: 9, Adds: 0

KENNY LATTIMORE/CHANTE' MOORE You Don't Have To Cry (Arista)
Total Plays: 39, Total Stations: 15, Adds: 15

KENNY G F/BRIAN MCKNIGHT All The Way (Arista)
Total Plays: 27, Total Stations: 5, Adds: 0

DEBORAH COX Play Your Part (J)
Total Plays: 19, Total Stations: 11, Adds: 11

QUEEN LATIFAH Better Than The Rest (Hollywood)
Total Plays: 0, Total Stations: 6, Adds: 6

Songs ranked by total plays

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
K. LATTIMORE/C. MOORE You Don't Have To Cry (Arista)	15
DEBORAH COX Play Your Part (J)	11
JAHEIM Put That Woman First (Divine Mill/WB)	6
QUEEN LATIFAH Better Than The Rest (Hollywood)	6
KELLY PRICE He Proposed (Def Soul/IDJMG)	3
D'MELLO F/MOBB DEEP Best Love Story (Warner Bros.)	3
RON ISLEY F/R. KELLY What Would You Do? (DreamWorks)	2
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
HEATHER HEADLEY I Wish I Wasn't (J)	+143
JAHEIM Put That Woman First (Divine Mill/WB)	+95
FLOETRY Say Yes (DreamWorks)	+76
AALIYAH Miss You (BlackGround/Universal)	+71
3LW I Do (Wanna Get Close To You) (Epic)	+70
YOLANDA ADAMS Open My Heart (Elektra/EEG)	+68
KINDRED THE FAMILY SOUL Far Away (Epic)	+58
INDIA.ARIE The Truth (Motown)	+57
VIVIAN GREEN Emotional Rollercoaster (Columbia)	+56
50 CENT In Da Club (Shady/Aftermath/Interscope)	+49

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
RUFF ENDZ Someone To Love You (Epic)	385
LUTHER VANDROSS Take You Out (J)	375
MAXWELL Lifetime (Columbia)	292
INDIA.ARIE Little Things (Motown)	283
AALIYAH I Care 4 U (BlackGround)	280
YOLANDA ADAMS Open My Heart (Elektra/EEG)	254
YOLANDA ADAMS The Battle Is The Lords (Verity)	243
MUSIQ Halfcrazy (Def Soul/IDJMG)	231
MARY MARY In The Morning (Columbia)	227
GERALD LEVERT Made To Love Ya (EastWest/EEG)	206
GINUWINE Differences (Epic)	190
JILL SCOTT The Way (Hidden Beach/Epic)	183
JAHEIM Anything (Divine Mill/WB)	175
DONELL JONES You Know That I Love You (Untouchables/Arista)	169
JAHEIM Just In Case (Divine Mill/WB)	160
MAXWELL This Woman's Work (Columbia)	155
JOE What If A Woman (Jive)	155

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.



IMPACTING THIS JUNE FOR BLACK MUSIC MONTH!!!

For the first time ever in the history of radio — from American Urban Radio Networks come three radio series celebrating Black Music Month.

Each special is market exclusive, provides eight unforgettable hours of the most amazing urban music ever recorded, written and performed, and contains 5 minutes of local commercial time every hour so that your station can share this experience with your best advertisers.

Make your station the music leader in your market and keep your listeners hooked for the month of June.

Hosted by **Chuck D** from **Public Enemy**

Hip Hop features commentary from all the stars that Keep It Real... Tupac, Grand Master Flash, The Sugar Hill Gang, Notorious B.I.G., Dr. Dre, Snoop Dog, Run DMC, Queen Latifah, P-Diddy and more. It is designed to run in (4) two hour segments, every weekend of June.

THE HISTORY OF HIP HOP

Keepin' it Real



Hip Hop host **Chuck D**



Reflections host **John Monds**

REFLECTIONS

A Journey Through America's Soul/R&B Music Scenes

A celebration of memories produced in (4) easy to use two hour segments for every weekend of June. Each segment has its own special theme. Featuring such artists as Chaka Khan, Marvin Gaye, Diana Ross, Gladys Knight, Patti LaBelle, Aretha Franklin, Issac Hayes, Stevie Wonder, Prince, Curtis Mayfield and many more.

Grammy Award-winning gospel artist **Yolanda Adams**

hosts this musical retrospective of Gospel's best loved artists including Mahalia Jackson, Albertina Walker, BeBe and CeCe Winans, Kirk Franklin, Donnie McClurkin and many more. This eight hour special is designed to run in two (4) hour segments each weekend. **Soulful Praise** will uplift music lovers nation-wide and make them tune in and stick with you each weekend.

TO GUARANTEE YOUR MARKET EXCLUSIVITY, CALL...

Glenn Bryant, Senior Vice President of Operations 412.456.4038

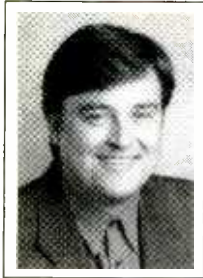
Anita Parker-Brown, Vice President, Entertainment Programming 212.883.2114

Lenore Williams, Manager of Program Operations 412.456.4098



Soulful Praise host **Yolanda Adams**





Is Country Radio Burning Its Bridge To The Dixie Chicks?

Some wonder about irreparable damage to the format and the act

It could be a long, hot summer for The Dixie Chicks and Country radio. Both sides of what has all the makings of a standoff will be forced to come together as the Chicks begin their Top of the World tour in the United States.

Dixie Chicks singer Natalie Maines told a London concert crowd that she was ashamed to be from the same state as President Bush, a comment which drew much criticism stateside. Maines later apologized via a press release, but some stations, including the 42 owned by Cumulus Broadcasting, demanded a public apology before they would agree to play the Dixie Chicks' music again. At press time some stations were still requesting a public apology from Maines.

The Chicks' tour kicks off May 1 in Greenville, SC, but some programmers are wondering exactly what impact the show will have in their markets. If you had asked them just a few weeks ago, the majority of Country PDs would have said the upcoming Dixie Chicks tour was the linchpin of their spring book planning. From ticket giveaways to concert promotions to backstage access, Country radio was ready to crow about its relationship with the band.

Fence-Mending

KASE & KVET/Austin Regional VP/Programming Jason Kane says his two stations would have become "Dixie Chicks Radio" for a period of time. "We were going to use interview snippets, promos, ticket giveaways and increased airplay," he says.

Now he's faced with an entirely different set of circumstances leading up to his May 21 show. "I'm really worried about it," he says. "There are a lot of people in Austin who want to distance themselves. In Texas, the Chicks have a lot of fence-mending to do."

For now, Kane is monitoring the situation and waiting to decide how to handle the tour. "It's tough to gauge," he says. "Frankly, the way I feel about this concert tour right now is going to depend on how the Chicks

and their organization react to this."

He's not the only one sitting back and waiting. "I'll have to wait and see what the sentiment is at the time," says WYCD/Detroit PD **Mac Daniels**, whose market is hosting the Chicks for two shows, June 2 and June 3. "I would handle it differently today than in June. People say they have burned their tickets and are planning not to attend.



Mike O'Malley

It'll be interesting to see how many empty seats there will be."

Others, like WQYK & WYUU/Tampa OM **Mike Culotta**, will keep their stations' plans intact. "We have given tickets away prior to this, and we have promotions to give away tickets closer to the show," Culotta says. "I don't think anything will change.

"It's a major show coming into the area, and we have arranged a lot of things around it. If someone who won tickets chose not to go and wanted tickets for another big show, I would honor that."

Culotta's stations continue to play The Dixie Chicks' music, and he says even those who call in to protest don't object to free concert tickets. "They'll call and say, 'Please don't play their song,'" he says. "We ask them, 'But if I was giving away their concert tickets to thank you for calling with your opinion, would you take them?' They always say yes."

A Turning Point

Consultant **Jaye Albright** believes the tour will be a turning point for The Dixie Chicks' career. "I hear from several markets that there has been no rush to ask for ticket refunds," she says. "Lee Rogers at KUPL/Portland, OR reports that they are encouraging listeners to go to the Chicks' show with picket signs, voicing how they feel about what Natalie said and where she said it.

"How she responds to that exercise of country fans' free speech will

prove the answer. I am optimistic that they will handle it professionally. If they do, once the shooting dies down and some time passes, the audience will once again embrace them for their music, if not their politics."

Albright believes the war will keep radio stations focused on "encouraging people to listen to the messages in the music in hopes it provides the common thread that will help heal the political divisions." She adds, "Hopefully, the Chicks will open their concerts with their awesome version of the national anthem."

There's Your Trouble

Some of the toughest shows for The Dixie Chicks to play will be in their



home state. Kane's stations did not remove the Chicks' music from rotation, because he says he didn't see the sense in "taking a multimillion-selling act and trashing them." He added, "If you put The Dixie Chicks together with George Strait, that's the center of our universe.

"I do not agree at all with Natalie's statement, and I would say it was totally inappropriate, but I still don't believe that you take one of the central artists in our format and blow them up."

Having said that, Kane did reduce the number of times he played The Dixie Chicks each week, and he says he has long-term worries. "I am less concerned by the overt emotional reaction of people who want to burn their Dixie Chicks concert tickets or crush their CDs. I'm more concerned about the permanent damage the Chicks have done to their relationship with the audience. People do feel a bond."

One PD in the Midwest, who

Wartime Music

Finding the balance between patriotism and entertainment

by Angela King

Country radio stations have a distinct musical advantage in times of war, as the format's artists have continually produced the most heartfelt patriotic songs found in any genre.

When the Sept. 11, 2001 terrorist attacks occurred, Country radio stations responded with a return to patriotic songs like Lee Greenwood's "God Bless the U.S.A.," and many have continued to give these songs high priority. WWYZ/Hartford has played the national anthem every day at noon since that time.

WFMS/Indianapolis PD **Bob Richards** says, "Lee Greenwood is a power gold for us."

Patriotic Fervor

Patriotic songs like Darryl Worley's "Have You Forgotten" have climbed the charts, and that was before the war with Iraq even began. Since the war broke out, have Country stations stepped up their patriotic fervor?

"Right now we're starting every 10 in a row with a patriotic song of some sort."

Jay McCarthy

Yes — to some degree. Most PDs report this kind of music was in rotation about once every two hours before the war. Since the war began, patriotic music has been running two or three times an hour in some places. WYCD/Detroit PD **Mac Daniels** says songs in his

Continued on Next Page

asked not to be named for fear of reprisals from organized and angry e-mail campaigners, said, "The Dixie Chicks are the Garth Brooks of the 21st century. Why you would take a core act and destroy them is beyond me. Yeah, the statement was dumb and badly timed, but I don't think that warrants us trying to destroy them, which some other companies are trying to do. That boggles me."

The same programmer believes permanent damage is being done: "The Chicks are wonderful for the format. I'm not saying that excuses them from anything, but why would you jeopardize the long-term future of what they mean to our format over something they have asked forgiveness for?

"I don't think anyone will fully recover from this unless they go out of their way to erase this or address it head-on. Not that they should or they shouldn't, but it will never be the same; there will always be a little bit of a cloud."

Digging A Hole

The Dixie Chicks are not the only ones with a long-term problem, however. Consultant **Mike O'Malley** says, "Stations that have gone out of their way to punish the Chicks will, at some point, have to explain why they have either re-added Chicks music or why they are continuing to refuse to play it years from now.

"Are some fans alienated for life

"Stations that have gone out of their way to punish the Chicks will, at some point, have to explain why they have either re-added Chicks music or why they are continuing to refuse to play it years from now."

Mike O'Malley

because of this? Sure. Is it likely that the majority of stations' cume will be alienated for life? No."

Culotta contends that one of the reasons he never removed the Chicks from the air is because he didn't want to make a rash decision that he would have to reverse later. "We did not want to make an emotional decision," he says.



Will Other Artists Worry About Speaking Out?

Industry leaders ponder long-term implications of the Chicks flap

There are some on Music Row who have joked that Dixie Chicks singer Natalie Maines thinks it's OK for Earl to die, but not Saddam Hussein. Recent events, however, have made even those who joke pause and think about whether radio boycotts of The Dixie Chicks triggered by Maines' comments about President Bush during a British concert will have a chilling effect on other artists' willingness to express themselves.

Lyric Street VP/Promotion Kevin Herring doesn't believe artists will stop expressing their individual viewpoints. "Almost all music makes a statement of some kind, and I think to stop making statements because you're afraid of some adverse reaction is a bad thing," he says.

Capitol/Nashville Exec. VP Bill Catino tries to guide his artists away from certain subjects. "We do try to convince our acts to stay away from this arena," he says. "I never talk about politics and religion to anyone I don't know well, and if the conversation gets too heavy, I change the subject. You can't win; there are too many differences of opinion." But Catino says artists aren't always willing to comply with label wishes. "That's why they call them artists."



Kevin Herring

Warner Bros./Nashville Sr. VP/Promotion David Haley agrees that politics and religion should be avoided. "Everybody needs to remember that we're granted freedom of speech

but not always the freedom of acceptance," he says. "You have to live with any backlash that comes with that."

However, when radio starts banning music because of statements an artist has made, that does raise concerns. "Censorship in any form is always worrisome," says BNA VP/Promotion Tom Baldrice. "Those folks who have taken the time to call the radio stations, stop by protests, e-mail stations — that's how people can speak and make their points."

"To start to censor what you play or don't play is always dangerous territory. It has to be a concern for all of us when you start to censor things we don't all agree with."

Programming Vs. Punishing

Are there some things country artists should be censored for saying? "I don't look at this as censorship," Baldrice says. "This is punishment. And there's a big difference. Nobody was grinding Natalie for being anti-war or pro-war, but she made it personal with the president of the United States. If she would have just expressed her views, that's one thing. It's a whole 'nother thing to be mean-spirited."

WWYZ/Hartford PD Jay McCarthy has concerns about that mind-set. "Who are you, as a programmer, to judge whether they should be punished or not?" he says. "The ultimate form of punishment or protest should come from the listeners. Don't buy their music, don't go to their con-

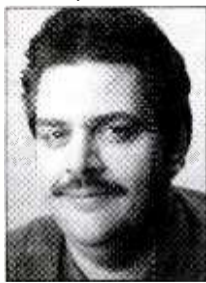
certs, and turn the radio station down when a Chicks song comes on."

Lyric Street VP/Promotion Kevin Herring doesn't believe that programmers are punishing The Dixie Chicks. "Radio is reacting to the listeners' reaction to what Natalie said," he says. "I don't think radio is banning the Chicks for what she said. If listeners weren't reacting so passionately, radio wouldn't be. If a program director feels playing a record or an artist is going to hurt his station, a decision has to be made."

Consultant Mike O'Malley believes some radio stations made the right call in removing The Dixie Chicks from the air. "In those situations where listeners are truly incensed, where stations that have accurately assessed the temperature of their market and feel that this is in the best interest of the station, they are correct to remove the music from the air," he says. "I can understand and support that, as long as the station is looking forward to the earliest possible time to re-add these songs."

McCarthy agrees. "It's different if you're in Norfolk or Jacksonville or any military market," he says. "You have to be sensitive to those needs. But in the 'Rah, rah, let's go to war' controversy with Natalie Maines, we're continuing to play The Dixie Chicks. She took advantage of her position to force her beliefs on other people. I'm not gonna turn around and do the same thing and pull her music and force my beliefs on other people."

O'Malley's main concern is "stations that see 'Chick bashing' as little more than a bandwagon they should jump on, treating this as a hype *du jour* and reacting without taking a true read on their market." He asks, "Are these really your lis-



Tom Baldrice

"To start to censor what you play or don't play is always dangerous territory. It has to be a concern for all of us when you start to censor things we all don't agree with."

Tom Baldrice

Wartime Music

Continued from Page 42

patriotic music category are playing about every 40 minutes. "I don't think you can get too much at this point," he says.

WWYZ/Hartford PD Jay McCarthy says, "Right now we're starting every 10 in a row with a patriotic song of some sort, and we're throwing other music of that type in there each hour for spice. It's about two or three times an hour." McCarthy says he does not expect that to continue as the war does. "We'll probably taper that off as we go on," he explains. "The mood of the country and the people of this area will dictate that."

Richards is also careful to schedule his music in response to current events. "The great thing about our music is that it's filled with patriotism," he says. "Certain songs express that patriotism in certain ways. As the war unfolds, we will pick songs that fit."

Richards classifies some of the patriotic songs as "pulling together" and others as "confrontational." He says, "If, God forbid, there are allied casualties, we'll play the national anthem or 'God Bless the USA' — songs that are less confrontational and more pulling together."

"You don't want to come out of a news report talking about casualties with Toby Keith's 'Courtesy of the Red, White and Blue (The Angry American).' It's a much more somber moment. We'll be trying our best to read the mood of the audience. Information breaks so quickly, and moods change so quickly."

Influx Of New Music

Just 48 hours before the war began, PDs reported that a deluge of new war-themed songs hit their desks. And the people working these records were calling to talk about how timely their new songs were. Most PDs, however, report that they have an inherent skepticism about some of the songs that crop up in times of national strife.

KASE & KVET/Austin Regional VP/Programming Jason Kane says, "I'm gonna play Toby Keith and the other usual suspects. Of the new pieces, I'm looking for the meaningful stuff. The Darryl Worley song came from the heart; it's the more cartoonish type that I'm turned off by. The Toby Keith piece, while it could be considered a chest-beating anthem, still came from the heart. That's what I'm looking for."

McCarthy also hesitates when songs like Pat Garrett's "The Saddam Stomp" cross his desk. "Around the first anniversary of Sept. 11 a lot of songs came out as a tribute to the day, but I'm not a big fan," he says.

"We already had one or two songs like Alan Jackson's 'Where Were You (When the World Stopped Turning?)'. Why try to establish new songs at this point? I'm cautious to make sure that it doesn't look like I'm trying to capitalize on events. I just want to provide an outlet of topical, relatable material that fits the times."

Despite that position, McCarthy is still willing to put new songs on if they can cut through the clutter. "We're playing The Warren Brothers' 'Hey Mr. President.' It's a cool song. It takes a lot for us to play something new right now."

Daniels also uses caution when he receives new "of the moment" songs. "It's like anything else," he says. "You can't throw too much new stuff out there — a bunch of unfamiliar music on your station. People still like to sing along with their favorite songs, and we have to make them feel as comfortable as possible."

teners who are demanding the Chicks' music be removed?"

Haley believes that Country audiences have proven time and again that they can look past the sins of their favorite artists. "Country music fans have proven over the years that this is a forgiving format," he says. He points to stars like George Jones, who overcame negative publicity after a substance-abuse arrest.

Taboo Subjects

Country radio audiences have often told stations that anything that borders on being blue is off limits. But are there other things country artists shouldn't say to their fans? Herring says, "I would say to our artists at Lyric Street to avoid subjects they're not experts on or that they have feelings about that they're not willing to

stand behind and support.

"Aaron Tippin has political views about our country and our troops that he shares by going to the Middle East and playing for the troops. Anyone who is offended by the fact that he would do that certainly has the right to vocalize their dismay."

"I support the Chicks' right to say what they want, and their audience has a right to respond to what they say. It's a big responsibility to have a microphone with millions of ears listening."

Baldrice doesn't think the subject of politics is off limits for country artists. "You always have the right to speak your mind about world events," he says. "I don't think the subject Natalie was talking about was taboo. But you can't turn it personal. There's your trouble."

March 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
4	1	DARRYL WORLEY Have You Forgotten (DreamWorks)	17654	+3471	6153	+1271	5	149/0
1	2	JOE NICHOLS Brokenheartsville (Universal South)	16580	+148	5895	+28	21	149/1
5	3	KENNY CHESNEY Big Star (BNA)	14511	+794	5123	+274	12	149/0
6	4	ALAN JACKSON That'd Be Alright (Arista)	14271	+574	4996	+157	13	149/0
7	5	TIM MCGRAW She's My Kind Of Rain (Curb)	13632	+928	4855	+294	12	149/0
8	6	MARTINA MCBRIDE Concrete Angel (RCA)	12380	+1026	4595	+328	18	148/0
9	7	KEITH URBAN Raining On Sunday (Capitol)	10169	+590	3727	+242	15	148/0
10	8	DIAMOND RIO I Believe (Arista)	9778	+824	3575	+266	16	144/0
12	9	CHRIS CAGLE What A Beautiful Day (Capitol)	9038	+522	3111	+150	18	144/4
13	10	RASCAL FLATTS Love You Out Loud (Lyric Street)	8274	+467	2992	+146	10	145/2
14	11	DEANA CARTER There's No Limit (Arista)	7982	+661	2980	+162	21	142/2
15	12	RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	7978	+1096	2763	+375	15	133/4
11	13	TOBY KEITH Rock You Baby (DreamWorks)	7563	-1374	2667	-447	11	147/0
16	14	PHIL VASSAR This Is God (Arista)	6680	-31	2516	+40	12	140/1
17	15	JEFF BATES The Love Song (RCA)	6379	+405	2423	+186	12	143/2
2	16	DIXIE CHICKS Travelin' Soldier (Monument)	6028	-9235	2088	-3390	23	143/0
18	17	MONTGOMERY GENTRY Speed (Columbia)	5203	+141	1989	+54	12	135/3
19	18	JESSICA ANDREWS There's More To Me Than You (DreamWorks)	5127	+240	1920	+49	12	130/1
21	19	JIMMY WAYNE Stay Gone (DreamWorks)	4944	+765	1700	+277	7	130/8
20	20	JO DEE MESSINA Was That My Life (Curb)	4606	+96	1691	+75	11	129/3
22	21	CRAIG MORGAN Almost Home (Broken Bow)	4510	+469	1950	+200	21	114/7
25	22	LONESTAR My Front Porch Looking In (BNA)	4504	+1199	1502	+371	4	120/18
23	23	TRAVIS TRITT Country Ain't Country (Columbia)	4198	+347	1513	+136	10	118/5
24	24	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	3870	+415	1286	+182	23	68/10
26	25	GARTH BROOKS Why Ain't I Running (Capitol)	3388	+441	1227	+181	5	103/12
29	26	TRACY BYRD The Truth About Men (RCA)	2783	+504	947	+188	3	77/7
27	27	TAMMY COCHRAN Love Won't Let Me (Epic)	2729	+74	1104	+15	11	107/0
28	28	SAMMY KERSHAW I Want My Money Back (Audium)	2382	+29	980	+39	8	82/1
Breaker	29	SARA EVANS Backseat Of A Greyhound Bus (RCA)	2306	+570	867	+163	4	90/7
33	30	BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	2146	+530	714	+220	4	81/9
30	31	AARON TIPPIN F/THEA TIPPIN Love Like There's No Tomorrow (Lyric Street)	2072	+89	826	+17	11	82/4
42	32	BRAD PAISLEY Celebrity (Arista)	1956	+1038	591	+330	2	65/19
49	33	CLINT BLACK Iraq And Roll (Clintblack.com)	1808	+1260	591	+419	2	8/3
31	34	STEVE HOLY Rock-A-Bye Heart (Curb)	1756	-133	730	-48	7	89/1
37	35	DUSTY DRAKE One Last Time (Warner Bros.)	1735	+366	568	+138	3	60/12
40	36	TRACE ADKINS Then They Do (Capitol)	1703	+456	691	+182	3	81/8
35	37	AMY DALLEY Love's Got An Attitude (It...) (Curb)	1623	+158	626	+89	4	85/8
45	38	TOBY KEITH Beer For My Horses (DreamWorks)	1510	+815	439	+301	13	60/56
34	39	ANTHONY SMITH Half A Man (Mercury)	1494	+25	670	+50	8	70/2
39	40	MARK WILLS When You Think Of Me (Mercury)	1462	+208	625	+59	5	64/3
Debut	41	WARREN BROTHERS Hey, Mr. President (BNA)	1364	+1364	460	+460	1	21/21
38	42	BRETT JAMES After All (Arista)	1344	+61	592	+31	6	71/1
41	43	KELLIE COFFEY Whatever It Takes (BNA)	1021	+9	451	+16	5	69/7
43	44	ALISON KRAUSS The Lucky One (Rounder)	883	+90	267	+11	8	24/1
46	45	TERRI CLARK Three Mississippi (Mercury)	862	+220	360	+113	2	47/7
48	46	TANYA TUCKER Old Weakness (Coming On...) (Tuckertime/Capitol)	761	+127	249	+42	3	33/2
44	47	MARK CHESNUTT I'm In Love With A Married... (Columbia)	729	+7	342	+3	5	47/0
Debut	48	VINCE GILL Someday (MCA)	684	+167	219	+71	1	44/5
Debut	49	LEANN RIMES Suddenly (Asylum/Curb)	665	+244	261	+93	1	42/8
47	50	KID ROCK F/ALLISON MOORER Picture (Lava/Universal South)	623	-12	191	-14	3	4/0

149 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 3/16-3/22. Bullets appear on songs gaining in points or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Breaker status is awarded to songs reported by 60% of the panel for the first time. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

Most Added®

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
TOBY KEITH Beer For My Horses (DreamWorks)	56
BRAD MARTIN One Of Those Days (Epic)	22
WARREN BROTHERS Hey, Mr. President (BNA)	21
TRICK PONY A Boy Like You (H2E/WB)	20
BRAD PAISLEY Celebrity (Arista)	19
LONESTAR My Front Porch Looking In (BNA)	18
MCHAYES It Doesn't Mean I Don't... (Universal South)	18
JENNIFER HANSON This Far Gone (Capitol)	17
GARTH BROOKS Why Ain't I Running (Capitol)	12
DUSTY DRAKE One Last Time (Warner Bros.)	12
EMERSON DRIVE Only God (DreamWorks)	11
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	10
GEORGE STRAIT Tell Me Something Bad About... (MCA)	10

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
DARRYL WORLEY Have You Forgotten (DreamWorks)	+3471
TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	+1703
WARREN BROTHERS Hey, Mr. President (BNA)	+1364
CLINT BLACK Iraq And Roll (Clintblack.com)	+1260
LONESTAR My Front Porch Looking In (BNA)	+1199
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	+1096
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	+1041
BRAD PAISLEY Celebrity (Arista)	+1038
MARTINA MCBRIDE Concrete Angel (RCA)	+1026
TIM MCGRAW She's My Kind Of Rain (Curb)	+928

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DARRYL WORLEY Have You Forgotten (DreamWorks)	+1271
TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	+537
WARREN BROTHERS Hey, Mr. President (BNA)	+460
CLINT BLACK Iraq And Roll (Clintblack.com)	+419
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	+375
LONESTAR My Front Porch Looking In (BNA)	+371
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	+330
BRAD PAISLEY Celebrity (Arista)	+330
MARTINA MCBRIDE Concrete Angel (RCA)	+328
TOBY KEITH Beer For My Horses (DreamWorks)	+301

Breakers

SARA EVANS
Backseat Of A Greyhound Bus (RCA)
7 Adds • Moves 32 • 29

Songs ranked by total plays

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

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

R.D. Box 750250 Houston, Texas 77275-0250 • Tel 713/507-4200 Fax 713/507-4295
ri@reefindustries.com www.reefindustries.com



March 28, 2003

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
5	1	DARRYL WORLEY Have You Forgotten (DreamWorks)	3492	+455	2778	+389	3	75/1
2	2	KENNY CHESNEY Big Star (BNA)	3480	+123	2745	+96	11	75/0
1	3	ALAN JACKSON That'd Be Alright (Arista)	3397	+6	2676	-16	14	73/0
3	4	JOE NICHOLS Brokenheartsville (Universal South)	3292	+78	2570	+46	22	73/1
4	5	TIM MCGRAW She's My Kind Of Rain (Curb)	3213	+121	2520	+99	9	75/0
6	6	MARTINA MCBRIDE Concrete Angel (RCA)	3182	+215	2557	+183	17	73/0
8	7	KEITH URBAN Raining On Sunday (Capitol)	3014	+187	2395	+153	16	75/0
11	8	DIAMOND RIO I Believe (Arista)	2581	+218	2051	+163	18	72/0
13	9	RASCAL FLATTS Love You Out Loud (Lyric Street)	2446	+204	1956	+153	9	75/0
12	10	CHRIS CAGLE What A Beautiful Day (Capitol)	2350	+94	1871	+70	17	74/0
16	11	RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	2249	+274	1748	+202	15	73/3
10	12	TOBY KEITH Rock You Baby (DreamWorks)	2231	-553	1754	-450	11	61/0
14	13	PHIL VASSAR This Is God (Arista)	2178	+111	1724	+82	11	74/0
15	14	DEANA CARTER There's No Limit (Arista)	2088	+94	1655	+74	22	71/1
17	15	JEFF BATES The Love Song (RCA)	2031	+142	1620	+121	10	72/2
18	16	MONTGOMERY GENTRY Speed (Columbia)	1842	+150	1459	+144	11	72/0
19	17	JESSICA ANDREWS There's More To Me Than You (DreamWorks)	1833	+154	1467	+125	13	71/1
20	18	JO DEE MESSINA Was That My Life (Curb)	1489	+114	1184	+95	10	63/1
25	19	LONESTAR My Front Porch Looking In (BNA)	1351	+332	1124	+258	3	67/10
22	20	JIMMY WAYNE Stay Gone (DreamWorks)	1348	+185	1111	+151	6	64/3
21	21	TRAVIS TRITT Country Ain't Country (Columbia)	1277	+67	969	+54	10	53/2
26	22	GARTH BROOKS Why Ain't I Running (Capitol)	1197	+235	996	+187	3	57/5
9	23	DIXIE CHICKS Travelin' Soldier (Monument)	1192	-1607	926	-1284	14	34/0
23	24	TAMMY COCHRAN Love Won't Let Me (Epic)	1133	+35	913	+29	11	52/2
24	25	AARON TIPPIN F/THEA TIPPIN Love Like There's No Tomorrow (Lyric Street)	1081	+61	853	+49	11	48/1
29	26	TRACY BYRD The Truth About Men (RCA)	1036	+329	851	+232	2	53/10
30	27	CRAIG MORGAN Almost Home (Broken Bow)	890	+200	698	+157	12	44/11
31	28	SARA EVANS Backseat Of A Greyhound Bus (RCA)	846	+161	655	+126	4	51/5
32	29	TRACE ADKINS Then They Do (Capitol)	832	+261	659	+204	2	51/9
27	30	SAMMY KERSHAW I Want My Money Back (Audium)	806	+22	658	+18	8	41/0
28	31	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	782	+31	613	+36	5	32/1
33	32	MARK WILLS When You Think Of Me (Mercury)	605	+43	503	+37	4	36/0
45	33	BRAD PAISLEY Celebrity (Arista)	589	+373	485	+312	2	42/21
42	34	BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	518	+229	438	+168	2	38/13
34	35	ANTHONY SMITH Half A Man (Mercury)	493	+5	391	-8	7	27/0
35	36	BRETT JAMES After All (Arista)	493	+53	378	+42	5	29/1
37	37	STEVE HOLY Rock-A-Bye Heart (Curb)	418	+33	322	+23	6	28/2
36	38	KELLIE COFFEY Whatever It Takes (BNA)	398	-19	322	-18	4	28/2
Debut	39	TOBY KEITH Beer For My Horses (DreamWorks)	363	+337	314	+292	1	33/31
44	40	DUSTY DRAKE One Last Time (Warner Bros.)	360	+140	297	+118	2	24/6
38	41	MARK CHESNUTT I'm In Love With A Married... (Columbia)	341	+15	274	+14	5	23/0
39	42	TANYA TUCKER Old Weakness (Coming On...) (Tuckertime/Capitol)	321	+5	255	+3	4	23/0
43	43	EMERSON DRIVE Only God (DreamWorks)	306	+77	234	+66	2	19/4
49	44	TRICK PONY A Boy Like You (H2E/WB)	269	+85	226	+64	2	22/5
Debut	45	TERRI CLARK Three Mississippi (Mercury)	237	+61	209	+46	1	19/2
48	46	JILL KING One Mississippi (Blue Diamond)	218	+33	206	+28	2	13/0
46	47	AMY DALLEY Love's Got An Attitude (It...) (Curb)	217	+9	186	+15	2	17/4
40	48	JOHN MICHAEL MONTGOMERY Country Thang (Warner Bros.)	187	-115	160	-93	6	9/0
-	49	ALISON KRAUSS The Lucky One (Rounder)	183	+22	146	+18	15	11/0
47	50	KID ROCK F/ALLISON MOORER Picture (Lava/Universal South)	173	-34	149	-25	4	6/0

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 3/16-Saturday 3/22.
© 2003, R&R Inc.

Most Added®

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
TOBY KEITH Beer For My Horses (DreamWorks)	31
BRAD PAISLEY Celebrity (Arista)	21
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	13
GEORGE STRAIT Tell Me Something Bad About... (MCA)	13
CRAIG MORGAN Almost Home (Broken Bow)	11
LONESTAR My Front Porch Looking In (BNA)	10
TRACY BYRD The Truth About Men (RCA)	10
TRACE ADKINS Then They Do (Capitol)	9
WARREN BROTHERS Hey, Mr. President (BNA)	8
DUSTY DRAKE One Last Time (Warner Bros.)	6
BRAD MARTIN One Of Those Days (Epic)	6
GARTH BROOKS Why Ain't I Running (Capitol)	5
SARA EVANS Backseat Of A Greyhound Bus (RCA)	5
TRICK PONY A Boy Like You (H2E/WB)	5
VINCE GILL Someday (MCA)	5
MCHAYES It Doesn't Mean I Don't... (Universal South)	5
CLINT BLACK Iraq And Roll (Cintblack.com)	5
EMERSON DRIVE Only God (DreamWorks)	4
AMY DALLEY Love's Got An Attitude (It...) (Curb)	4
JENNIFER HANSON This Far Gone (Capitol)	4

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
DARRYL WORLEY Have You Forgotten (DreamWorks)	+455
BRAD PAISLEY Celebrity (Arista)	+373
TOBY KEITH Beer For My Horses (DreamWorks)	+337
LONESTAR My Front Porch Looking In (BNA)	+332
TRACY BYRD The Truth About Men (RCA)	+329
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	+274
TRACE ADKINS Then They Do (Capitol)	+261
GARTH BROOKS Why Ain't I Running (Capitol)	+235
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	+229
DIAMOND RIO I Believe (Arista)	+218

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DARRYL WORLEY Have You Forgotten (DreamWorks)	+389
BRAD PAISLEY Celebrity (Arista)	+312
TOBY KEITH Beer For My Horses (DreamWorks)	+292
LONESTAR My Front Porch Looking In (BNA)	+258
TRACY BYRD The Truth About Men (RCA)	+232
TRACE ADKINS Then They Do (Capitol)	+204
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	+202
GARTH BROOKS Why Ain't I Running (Capitol)	+187
MARTINA MCBRIDE Concrete Angel (RCA)	+183
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	+168
DIAMOND RIO I Believe (Arista)	+163
CRAIG MORGAN Almost Home (Broken Bow)	+157
RASCAL FLATTS Love You Out Loud (Lyric Street)	+153
KEITH URBAN Raining On Sunday (Capitol)	+153
JIMMY WAYNE Stay Gone (DreamWorks)	+151
MONTGOMERY GENTRY Speed (Columbia)	+144
SARA EVANS Backseat Of A Greyhound Bus (RCA)	+126
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	+125
JEFF BATES The Love Song (RCA)	+121
DUSTY DRAKE One Last Time (Warner Bros.)	+118
TIM MCGRAW She's My Kind Of Rain (Curb)	+99
KENNY CHESNEY Big Star (BNA)	+96
JO DEE MESSINA Was That My Life (Curb)	+95
PHIL VASSAR This Is God (Arista)	+82

bobble head
DOLLS



CUSTOM MADE!
As low as
\$3.50
per doll!
HAND PAINTED!
Call for a Quote!

- Fantastic moneymaker!
- Brand Enhancer!
- Attendance Booster!
- Fundraising Tool!

ADOBE
graphics
& design
coyotepromotions.com
TOLL FREE 300-726-9683
300 Northern Blvd. #26 • Great Neck • NY 11021 • 516-487-5696 • fax 516-482-7425

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES March 28, 2003

CalloUT AMERICA® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of March 3-9.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
DIXIE CHICKS Travelin' Soldier (Monument)	56.3%	76.0%	12.9%	96.9%	3.1%	4.9%
JOE NICHOLS Brokenheartsville (Universal South)	37.7%	72.9%	17.1%	98.0%	5.1%	2.9%
ALAN JACKSON That'd Be Alright (Arista)	33.4%	68.9%	18.6%	93.7%	3.7%	2.6%
TIM MCGRAW She's My Kind Of Rain (Curb)	36.0%	62.0%	21.1%	93.7%	6.3%	4.3%
GARY ALLAN Man To Man (MCA)	29.7%	62.0%	20.9%	95.1%	9.1%	3.1%
MARTINA MCBRIDE Concrete Angel (RCA)	26.9%	58.3%	22.0%	94.9%	11.4%	3.1%
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	27.1%	57.1%	21.7%	91.1%	10.6%	1.7%
KENNY CHESNEY Big Star (BNA)	26.9%	57.1%	26.3%	95.7%	8.3%	4.0%
KEITH URBAN Raining On Sunday (Capitol)	24.6%	57.1%	27.1%	94.9%	6.9%	3.7%
DEANA CARTER There's No Limit (Arista)	19.1%	54.3%	26.0%	93.1%	9.1%	3.7%
KID ROCK/SHERYL CROW Picture (Lava / Atlantic)	36.0%	53.7%	17.7%	84.6%	10.9%	2.3%
CRAIG MORGAN Almost Home (Broken Bow)	17.4%	53.7%	27.7%	89.7%	7.4%	0.9%
DIAMOND RIO I Believe (Arista)	22.3%	53.4%	24.9%	90.3%	10.0%	2.0%
MONTGOMERY GENTRY Speed (Columbia)	15.1%	53.4%	28.9%	90.0%	6.3%	1.4%
TDBY KEITH Rock You Baby (DreamWorks)	22.6%	51.7%	30.6%	92.3%	9.1%	0.9%
AARON TIPPIN Love Like There's No Tomorrow (Lyric Street)	16.6%	50.6%	26.3%	86.0%	7.4%	1.7%
DARRYL WDRLEY Have You Forgotten (DreamWorks)	28.3%	50.3%	24.0%	92.6%	14.9%	3.4%
TRAVIS TRITT Country Ain't Country (Columbia)	17.7%	50.0%	29.7%	92.3%	10.3%	2.3%
SAMMY KERSHAW I Want My Money Back (Audiom)	13.4%	47.4%	24.3%	83.7%	10.0%	2.0%
PHIL VASSAR This Is God (Arista)	18.3%	44.6%	25.7%	84.6%	10.3%	4.0%
JIMMY WAYNE Stay Gone (DreamWorks)	9.4%	43.4%	30.6%	83.1%	7.7%	1.4%
JEFF BATES The Love Song (RCA)	11.4%	39.7%	30.6%	83.1%	9.4%	3.4%
GARTH BROOKS Why Ain't I Running (Capitol)	9.4%	38.3%	31.1%	83.7%	11.7%	2.6%
JO DEE MESSINA Was That My Life (Curb)	10.0%	38.0%	30.3%	86.3%	16.3%	1.7%
TRACY BYRD The Truth About Men (RCA)	17.1%	36.0%	14.9%	65.7%	12.0%	2.9%
LONESTAR My Front Porch Looking In (BNA)	7.4%	36.0%	26.9%	79.4%	15.4%	1.1%
ANTHONY SMITH Half A Man (Mercury)	8.0%	34.9%	27.7%	79.7%	16.0%	1.1%
STEVE HOLY Rock-A-Bye Heart (Curb)	9.4%	33.4%	30.6%	75.4%	10.0%	1.4%
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	9.4%	33.4%	27.4%	83.1%	19.7%	2.6%
TAMMY COCHRAN Love Won't Let Me (Epic)	7.4%	33.4%	28.3%	84.9%	21.4%	1.7%
PINMONKEY Drove All Night (BMG)	5.4%	30.6%	32.0%	74.6%	10.0%	2.0%
RASCAL FLATTS Love You Out Loud (Lyric Street)	7.1%	30.0%	24.9%	77.4%	20.3%	2.3%
CHRIS CAGLE What A Beautiful Day (Capitol)	10.9%	29.7%	26.6%	83.7%	25.1%	2.3%
SARA EVANS Backseat Of A Greyhound Bus (RCA)	6.9%	28.9%	32.0%	75.1%	11.7%	2.6%
BRIAN MCCOMAS 99.9% Sure (Lyric Street)	10.3%	27.4%	18.9%	60.6%	10.3%	4.0%

CalloUT AMERICA® HOT SCORES

Password of the Week: Mitchell
Question of the Week: With 1 meaning you strongly disagree and 5 meaning you strongly agree, how do you feel about the following statement? "When listening to my favorite Country station, I sometimes turn the radio off or change stations because there are too many commercials."

Total

Strongly agree: 4%
Agree: 34%
Neutral: 35%
Disagree: 13%
Strongly disagree: 14%

P1

Strongly agree: 3%
Agree: 37%
Neutral: 36%
Disagree: 12%
Strongly disagree: 12%

P2

Strongly agree: 10%
Agree: 31%
Neutral: 33%
Disagree: 14%
Strongly disagree: 12%

Male

Strongly agree: 5%
Agree: 42%
Neutral: 34%
Disagree: 9%
Strongly disagree: 10%

Female

Strongly agree: 3%
Agree: 28%
Neutral: 36%
Disagree: 17%
Strongly disagree: 16%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. **WEST:** Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc.

The March of Dimes and Radio – A Partnership of History and Accomplishment

We salute our Achievement in Radio Awards® winners and finalists, and give thanks to all who entered or will be entering the competition in: Atlanta, Chicago, Cleveland, Houston, Memphis, Miami, Milwaukee, Nashville, New York, Philadelphia, Phoenix, Pittsburgh, San Diego, St. Louis and Washington.

A.I.R. AWARDS



Achievement In Radio
A Broadcast Competition Celebrating
Excellence In Radio to Benefit the
March of Dimes Birth Defects Foundation

With your help, we will see the day when every baby is born healthy.

Sponsored Nationally By: Arbitron, Katz Media Group, Metro Networks
Shadow Broadcast Services/Westwood One and R&R

Co-Sponsored By: API, AT&T Broadband, Bonneville International, CURB Records,
Ford, Interep, Miller Lite, Pittsburgh Radio Organization, Potawatomi Bingo Casino
and Viejas Casino



March
of Dimes
Saving babies, together

For more information, contact the A.I.R. Awards at: eschultz@modimes.org; or call: (312)596-4701.



**America's Best Testing Country Songs 12+
For The Week Ending 3/28/03.**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
DARRYL WORLEY Have You Forgotten (DreamWorks)	4.50	4.46	93%	9%	4.32	91%	12%
GARY ALLAN Man To Man (MCA)	4.34	4.34	97%	20%	4.16	97%	24%
JOE NICHOLS Brokenheartsville (Universal South)	4.30	4.34	97%	18%	4.25	98%	21%
DIAMOND RIO I Believe (Arista)	4.30	4.34	93%	13%	4.22	92%	14%
RANDY TRAVIS Three Wooden Crosses (Word/Curb/WB)	4.27	4.20	85%	10%	4.13	81%	11%
RASCAL FLATTS Love You Out Loud (Lyric Street)	4.19	4.18	92%	9%	4.24	91%	9%
CHRIS CAGLE What A Beautiful Day (Capitol)	4.13	4.17	92%	13%	4.20	91%	12%
CRAIG MORGAN Almost Home (Broken Bow)	4.13	4.21	63%	8%	4.05	61%	10%
TOBY KEITH Rock You Baby (DreamWorks)	4.12	4.14	94%	13%	4.01	91%	14%
MARTINA MCBRIDE Concreta Angel (RCA)	4.11	4.18	97%	27%	4.14	98%	26%
LONESTAR My Front Porch Looking In (BNA)	4.09	-	60%	5%	4.05	56%	6%
KEITH URBAN Raining On Sunday (Capitol)	4.08	4.14	96%	18%	4.04	96%	19%
ALAN JACKSON That'd Be Alright (Arista)	4.05	4.08	97%	20%	3.85	97%	25%
JEFF BATES The Love Song (RCA)	4.01	3.98	74%	9%	3.88	75%	12%
KENNY CHESNEY Big Star (BNA)	3.99	4.06	98%	29%	4.05	97%	28%
BLAKE SHELTON The Baby (Warner Bros.)	3.98	3.94	99%	44%	3.81	98%	47%
MONTGOMERY GENTRY Speed (Columbia)	3.93	3.94	84%	10%	3.95	82%	11%
JIMMY WAYNE Stay Gone (DreamWorks)	3.91	3.97	50%	4%	3.90	53%	6%
TRAVIS TRITT Country Ain't Country (Columbia)	3.90	-	68%	8%	3.84	61%	8%
JENNIFER HANSON Beautiful Goodbye (Capitol)	3.88	3.90	94%	29%	3.69	93%	32%
PHIL VASSAR This Is God (Arista)	3.88	3.77	87%	21%	3.77	87%	21%
TIM MCGRAW She's My Kind Of Rain (Curb)	3.85	3.89	97%	34%	3.88	97%	32%
TRACE ADKINS Chrome (Capitol)	3.81	3.69	98%	33%	3.68	98%	36%
DIXIE CHICKS Travelin' Soldier (Monument)	3.75	4.23	100%	46%	3.73	99%	47%
DEANA CARTER There's No Limit (Arista)	3.73	3.74	88%	21%	3.70	89%	23%
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	3.73	3.93	77%	12%	3.85	80%	12%
JO DEE MESSINA Was That My Life (Curb)	3.73	3.91	71%	11%	3.72	68%	11%
VINCE GILL Next Big Thing (MCA)	3.70	3.61	96%	27%	3.51	95%	31%
SHANIA TWAIN Up! (Mercury)	3.28	3.25	99%	49%	3.27	100%	50%

Total sample size is 607 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

EMERSON DRIVE Only God (DreamWorks)
Total Plays: 174, Total Stations: 37, Adds: 11

TRICK PONY A Boy Like You (H2E/WB)
Total Plays: 132, Total Stations: 21, Adds: 20

CHAD BROCK That Was Us (Broken Bow)
Total Plays: 120, Total Stations: 15, Adds: 0

GEORGE STRAIT Tell Me Something Bad About... (MCA)
Total Plays: 85, Total Stations: 10, Adds: 10

MCHAYES It Doesn't Mean I Don't... (Universal South)
Total Plays: 70, Total Stations: 19, Adds: 18

JENNIFER HANSON This Far Gone (Capitol)
Total Plays: 21, Total Stations: 17, Adds: 17

BRAD MARTIN One Of Those Days (Epic)
Total Plays: 11, Total Stations: 23, Adds: 22

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

Email: mdavis@radioandrecords.com

C · O · U · N · T · R · Y
FLASHBACK

1 YEAR AGO

• No. 1: "Blessed" — Martina McBride (second week)

5 YEARS AGO

• No. 1: "Perfect Love" — Trisha Yearwood

10 YEARS AGO

• No. 1: "When My Ship Comes In" — Clint Black

15 YEARS AGO

• No. 1: "I'll Always Come Back" — K.T. Oslin

20 YEARS AGO

• No. 1: "When I'm Away From You" — Bellamy Brothers

25 YEARS AGO

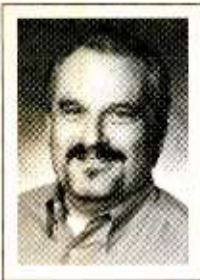
• No. 1: "Ready For The Good Times" — Crystal Gayle

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
GARY ALLAN Man To Man (MCA)	4107
MARK WILLS 19 Somethin' (Mercury)	3953
BLAKE SHELTON The Baby (Warner Bros.)	2981
TERRI CLARK I Just Wanna Be Mad (Mercury)	2890
KEITH URBAN Somebody Like You (Capitol)	2494
RASCAL FLATTS These Days (Lyric Street)	2403
DIAMOND RIO Beautiful Mess (Arista)	2075
TOBY KEITH Who's Your Daddy? (DreamWorks)	2070
EMERSON DRIVE Fall Into Me (DreamWorks)	2064
GEORGE STRAIT She'll Leave You With A Smile (MCA)	2039
AARON LINES You Can't Hide Beautiful (RCA)	1961
TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	1867
SHANIA TWAIN Up! (Mercury)	1743
KENNY CHESNEY The Good Stuff (BNA)	1613
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	1470
JOE NICHOLS The Impossible (Universal South)	1354
GEORGE STRAIT Living And Living Well (MCA)	1074
TRACE ADKINS Chrome (Capitol)	1069
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	1068
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	1064

Table listing country reporters by state, including names and monitored status. States include AK, AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, IA, IL, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, RI, SC, SD, TN, TX, VA, VT, WA, WI, WY.

* Monitored Reporters
COU FORMAT NOTES
224 Total Reporters
149 Total Monitored
75 Total Indicator
72 Current Indicator Playlists
Did Not Report, Playlist Frozen (3):
KBRJ/Anchorage, AK
KJLO/Monroe, LA
WFRG/Utica-Rome, NY



Hot AC: The Mercedes Benz Of Formats

Hot AC may be struggling, but it's definitely worth the investment

Hot ACs are having some of their worst books since the format became hot in the early to mid-'90s. Many companies are even questioning whether to stick with the format. Why is this happening? Because we are in the "Doldrums" cycle of current music.

While CHR, which features many styles of music, has the option to fall back on hip-hop and R&B, Hot AC is dependent on pop rock and pop alternative that's not as strong as it has been in previous years.

In many cases, this has left Hot AC vulnerable to gold-based competitors. First, it was '80s formats, which clipped off numbers that have not returned; then it was adult formats such as Triple A and "Rock AC" that began to draw 25-44 women away from Hot AC.

Every format goes through down cycles, and now it's Hot AC's turn. But it is better to work through this tough period than to change formats and become the second station in another format, which is generally the only option available.

Valuable Properties

Hot ACs are among the most valuable properties any radio company can own. While most formats are the equivalent of a Ford or Chevy, delivering modest returns on investment, Hot ACs are the Mercedes Benz of radio.

Why? Because when there's a hole for this format, the proper strategy can create a customized Hot AC that can consistently perform top five with 25-54 adults. In 2002 Hot AC had the No. 1 power ratio of any format in Miller Kaplan with 1.57, and it's the most popular format for the average media buyer.

Given the same care you'd give a fine Mercedes Benz, Hot AC can generate a healthy return in any market. All radio companies made their mistakes during the first few years of consolidation by cutting budgets to the bone in order to show Wall Street a better return on investment. They limited or completely cut off essential tools like marketing and research and began to reduce staffing.

During 2002, and especially in the fall 2002 Arbitron, many Hot ACs fell



Guy Zapoleon

out of the top 10. The Hot ACs that didn't (stations like KFMB-FM/San Diego and WBMX/Boston) were successful because they invested in the radio station and stuck to a winning formula for the majority of 2002.

KHMX (Mix 98.5)/Houston was the original pop rock-based Hot AC. In 1990 Clancy Woods had the brilliant idea of hiring a local publicity company to tell the city of Houston about this exciting new radio station. Mix 98.5 enjoyed seven years of success before recently falling on hard times.

WBMX team leaders GM Mark Hannon and VP/Programming Greg Strassell hired a cadre of experts, like Coleman and Zapoleon Media Strategies, to work with the station, which continues to exhibit excellence in all aspects of programming and marketing because it receives understanding, support and the proper tools.

The Seven P's

It is really as simple as the three M's: music, mornings and marketing — in theory. But the details are more complex. Legendary programmer Frank Cody, former CEO of Broadcast Architecture and now head of Rendezvous Entertainment, had another name for this winning formula: the five P's, which I have updated to the seven P's:

- Position
- People
- Product
- Promotion
- Production
- Patience
- Profit

If you are missing any one of the seven P's, or you get them out of order, you fail. What follows is the template for a great Hot AC.

Position: There has to be a viable hole in the market to do Hot AC. If you are surrounded by formats that

take a big piece of the Hot AC pie — an '80s specialist, a Clear Channel '80s-'90s mix format or a very adult-leaning CHR specializing in pop alternative and featuring the currents that Hot AC normally plays — your chances for success are a lot slimmer.

People: A strategic team equals the best programmers plus experts. The key in the initial setup is having the best people internally, as well as external experts to develop a research questionnaire, the results of which can be used to create a strategy for success.

Many people believe they have the internal team to properly launch a new station, but the best and most successful launches use consultants and research. Hiring them both is like taking out life insurance.

Every format goes through down cycles, and now it's Hot AC's turn.

Consultants give you an outside perspective and experience in the format and work in tandem with the research company to develop the proper questionnaire. They also work to build the proper strategy and create an action plan. They ensure that your blueprint gets on the air properly and is maintained with excellence.

If you want to create a great brand, you must be listener-driven — great research is the only way to understand your PIs' and come's needs and satisfaction level with your product.

Hire the best air talent for all day-parts. They must be compelling and convincing communicators. Air personalities are not only great salesmen of the positioning and brand created by the strategic team, but also exceptional entertainers who keep listeners coming back daily to your station.

Maintain Top-Of-Mind Awareness

Product: Research every aspect of the target and its needs, and develop

a brand strategy from that information. Then create a product that defines the musical recipe and architecture and an airstaff, production values, positioning and promotion and marketing that do the same.

Your strategic team must assess the core and come appeal of all key aspects of the product continually through brainstorming and additional research and make sure it relates to your strategy.

Promotions and Marketing:

Television: Successful Hot ACs invest hugely in television, both at the start and then every year to maintain top-of-mind awareness. Compelling creative is at least as important as the weight of the buy (which should be at least 300 or more 25-49 female points over six weeks). You must be consistent with your strategic message, but you also need to create new television concepts with exceptional writing and visuals to cut through the clutter.

Database marketing: Frequent-listener programs like the Fairwest Free-loaders achieve amazing awareness in the marketplace and good participation by PIs. These programs allow you to create and build brand loyalty in a very cost-effective manner.

Contesting and event marketing: The key is to make everything you do something special to the audience, like KHMX's weekly Mixers featuring live entertainment and classy exhibits or WBMX's annual Mix Fest and the Mix Multiple Fantasy campaign.

Direct marketing: Telemarketing or direct mail are other great ways to generate TSL movement in a marketplace that databasing may not be able to reach.

Seduce The Listener

Production: It's critical to find an imaging director who can create promos and sweepers that sell your position, marketing and promotion. The concepts must be so strong that they brainwash your listeners with your position and make them believe that you are the best radio station for their music and entertainment needs.

Patience: Patience is your biggest virtue. It's hardest to invest in a product when it's struggling with ratings or revenue, but that's the time when it's most important to continue to support the station. As a product matures and begins to head into the Doldrums, it's crucial to have a team of experts with the wisdom to recognize what time it is in the radio station's life cycle — and what's needed to repair it.

You wouldn't give up on a badly injured athlete if you knew that he or she could make a complete recovery. The same belief in and support of your station must occur during the rough times. It may be a tough time for Hot AC right now, but a Mercedes Benz remains a Mercedes Benz if it's given the TLC it needs to remain a beautiful and lasting asset.

Profit: If you have a viable position, hire the right people to create the blueprint, execute the details and breathe life into your radio station every day, you will maximize its potential and get the kind of ratings you should.

Then a great sales force can sell with pride and generate the kind of profit that a Hot AC gets with its always strong power ratio.

The Biggest Mistake

Maintenance: The single biggest mistake people make after investing in a big launch is cutting the budget and, subsequently, cheapening the product. Many think that, after the initial investment, perceptual research, consulting and marketing can be cut, and the radio station can just coast.

Why do you need to continue investing at the same high levels after the launch? Because when you have a successful launch and initially get some good ratings, you generally wake up an angry hornet's nest of competitors who were probably not aware of the opportunity you just took advantage of.

With the same care and support you'd give a fine Mercedes Benz, Hot AC can generate a healthy return in any market.

Your competitors then do their own research, shore up their weaknesses and scratch and claw to get back their listeners through intensive marketing.

As the competitive environment changes, some of the weaknesses you took advantage of initially are no longer weaknesses — and may be strengths. Often the competitors' research shows weaknesses in your product. They can then counterattack on-air and with outside marketing.

A big budget is essential for launching a successful, long-term station — especially a Hot AC.

Insure Hot AC Like A Mercedes

You have a Mercedes Benz in your Hot AC — if it's been launched properly. It's your choice to invest in proper care and insurance to protect the beautiful long-term investment that is your station.

Don't let it sit out in the sun, get scratched and cease to operate like the shiny, well-oiled machine it once was. It will end up on the scrapheap, like so many other Hot ACs over the past few years.

Yes, the music cycle is in the Doldrums and may be having an adverse effect on Hot AC, but if you are patient and take care of your Mercedes Benz during this down cycle, you will have a monster radio station delivering beaucoup bucks when we leave the Doldrums and the format rebounds.

Comments? E-mail consultant Guy Zapoleon at gzapoleon@aol.com.



© March 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
4	1	CHRISTINA AGUILERA Beautiful (RCA)	2380	+125	314832	14	106/1
2	2	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2269	-68	308029	24	108/0
3	3	PHIL COLLINS Can't Stop Loving You (Atlantic)	2136	-160	272747	25	114/0
5	4	FAITH HILL Cry (Warner Bros.)	2080	-88	254264	28	112/0
6	5	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	2047	+65	253132	46	111/0
7	6	DARYL HALL & JOHN OATES Forever For You (U-Watch)	1571	-140	159460	20	99/1
11	7	NORAH JONES Don't Know Why (Blue Note/Virgin)	1523	+222	223764	24	95/2
8	8	CELINE DION I Drove All Night (Epic)	1420	-22	217606	10	98/2
1	9	DIXIE CHICKS Landslide (Monument/Columbia)	1419	-1154	198766	19	117/1
9	10	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1395	-5	181894	44	101/1
10	11	JOSH GROBAN You're Still You (143/Reprise)	1227	-157	119264	9	97/0
12	12	KELLY CLARKSON A Moment Like This (RCA)	1197	-82	140077	27	94/0
13	13	WHITNEY HOUSTON Try It On My Own (Arista)	1150	+74	151946	6	96/1
16	14	SIXPENCE NONE THE RICHER Don't Dream... (Squint/Curb/Reprise)	869	+128	94420	5	83/1
23	15	FLEETWOOD MAC Peacekeeper (Reprise)	769	+333	79445	2	87/5
14	16	ROD STEWART These Foolish Things (J)	714	-256	82262	17	83/0
15	17	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury/IDJMG)	668	-130	80521	19	72/0
17	18	DANA GLOVER Thinking Over (DreamWorks)	667	-62	65639	9	84/0
20	19	REGIE HAMM Babies (Refugee/Universal South)	634	+5	65084	11	68/1
18	20	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	633	-13	99019	16	40/3
19	21	PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)	631	-3	101267	3	72/11
21	22	AVRIL LAVIGNE I'm With You (Arista)	577	+43	93848	8	32/0
22	23	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	474	+9	85652	9	26/1
26	24	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	394	+106	103396	4	26/6
25	25	JAMES TAYLOR September Grass (Columbia)	371	+54	71392	4	51/1
24	26	HOOTIE & THE BLOWFISH Innocence (Atlantic)	337	+18	29875	5	49/3
27	27	BONNIE RAITT Time Of Our Lives (Capitol)	317	+29	41280	3	47/2
28	28	NATALIE GRANT No Sign Of It (Curb)	285	+31	23706	3	50/5
29	29	VONDA SHEPARD Rainy Days (Jacket)	226	-13	17917	6	40/0
Debut	30	BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	207	+40	16899	1	40/3

119 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs between No. 11 and No. 15 are moved to recurrent after 50 weeks. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

New & Active

CHRIS EMERSON Broken Heart (Monomoy)
Total Plays: 173, Total Stations: 39, Adds: 2

BEN GREEN Without You (ASRC)
Total Plays: 122, Total Stations: 22, Adds: 1

RIC SANDLER I'll Let Ya Know (Rich ID)
Total Plays: 90, Total Stations: 22, Adds: 3

DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
Total Plays: 62, Total Stations: 27, Adds: 15

Songs ranked by total plays

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	15
PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)	11
CATHERINE ZETA-JONES And All That Jazz (Epic)	7
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	6
FAITH HILL One (Warner Bros.)	6
FLEETWOOD MAC Peacekeeper (Reprise)	5
NATALIE GRANT No Sign Of It (Curb)	5
MERCY ME I Can Only Imagine (INO)	5
HOOTIE & THE BLOWFISH Innocence (Atlantic)	3
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	3
RIC SANDLER I'll Let Ya Know (Rich ID)	3
ABENAA Rain (Nkunim)	3

DANIEL BEDINGFIELD
"IF YOU'RE NOT THE ONE"
#1 MOST ADDED at AC Radio
19* -16* at Top 40 Mainstream Monitor AIRPOWER!
22 - 10 at R&R CHR/Pop
New at: WNOU/Indianapolis, KOSI/Denver,
WWLI/Providence & KQXT/San Antonio
On over 180 stations combined!
THE ISLAND DEF JAM MUSIC GROUP • A UNIVERSAL MUSIC COMPANY

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FLEETWOOD MAC Peacekeeper (Reprise)	+333
NORAH JONES Don't Know Why (Blue Note/Virgin)	+222
SIXPENCE NONE THE RICHER Don't Dream... (Squint/Curb/Reprise)	+128
CELINE DION God Bless America (Epic/Columbia)	+128
DIAMOND RIO One More Day (Arista)	+126
CHRISTINA AGUILERA Beautiful (RCA)	+125
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	+106
WHITNEY HOUSTON Try It On My Own (Arista)	+74
SCOTT MATHEWS We Will Stand With You (Independent)	+73
JO DEE MESSINA Bring On The Rain (Curb)	+72

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

CHARLES MCPHEE IS THE DREAM DOCTOR



Targeting AC and Hot AC Stations / Live 7-11PM ET / Fed 7PM-2AM ET
CONTACT: PAUL DOUGLAS, COX RADIO SYNDICATION
CALL: 404.962.2078 E-MAIL: dougat1@earthlink.net

THE ANSWER TO EVERY PD'S DREAM

the
dream
DOCTOR
show

making nighttime radio relevant again

www.coxradiosyndication.com and www.dreamdoctor.com

AWAKENING RESULTS B98.5-FM/Atlanta; WFLC 97.3-The Coast/Miami; KSMG-Magic 105.3/San Antonio; KRAV-MIX 96.5/Tulsa

ON THE RECORD

With
Bill Michaels
PD, KRUZ/Santa Barbara, CA



Last fall we looked at what we were doing on KRUZ/Santa Barbara, CA and decided we needed to be a little more recurrent and '90s-based. We also made a concentrated effort to make the station sound more upbeat. Our playlist straddles both the mainstream AC and Hot AC charts, so we're on the new Celine Dion song, "I Drove All Night," as well as Avril Lavigne's "I'm With You." It's a great mix for Santa Barbara: upbeat, plugged in and fun to listen to. The audience is responding incredibly well, and we had a great fall book. The station sounds great! • Songs that are working well for us are Christina Aguilera's "Beautiful," Sixpence None The Richer's "Don't Dream It's Over" and Santana featuring Michelle Branch on "Game of Love," which is still doing well in our callout. Songs we're watching are Matchbox Twenty's "Unwell," John Mayer's "Why Georgia" and No Doubt's "Running." • We've built an incredible team here in the last six months. We're having a great time on the radio and playing some incredible music that mirrors what the market is all about: sun, fun and songs that sound best with the top down.

The most notable chart action this week affects **The Dixie Chicks**. The trio's single "Landslide" (Monument/Columbia) drops 3-9 at Hot AC and 1-9 at AC as a number of stations cut back dramatically on Chicks airplay due to the recent controversy ... Things are "Beautiful" for **Christina Aguilera** (RCA), who moves 4-1* at AC ... Post-Grammy spins continue for **Norah Jones** as "Don't Know Why" (Blue Note/Virgin) moves 11-7* ... **Fleetwood Mac** surge 23-15* at AC and 31-22* at Hot AC with "Peacekeeper" (Reprise) ... Speaking of Hot AC, **Evanescence** grab Most Added honors with "Bring Me to Life" (Wind-up) and move 37-28* ... **Maroon 5** vault 39-32* with "Harder to Breathe" (Octone/J) ... The race for the next No. 1 should be interesting. **3 Doors Down** move 6-3* with "When I'm Gone" (Republic/Universal), but **Matchbox Twenty** look healthy with "Unwell" (Melisma/Anti), which goes 7-4* ... And don't count out **Uncle Kracker's** "Drift Away" (Lava), which moves 10-6*. Could it go to No. 1 nearly 30 years after **Dobie Gray's** original?



— Anthony Acampora, Director/Charts

artist activity

ARTIST: **Fleetwood Mac**

LABEL: **Reprise**

By **MIKE TRIAS**/ASSISTANT EDITOR



Fleetwood Mac are one of the most successful bands ever. Their well-documented history has enough ups and downs for a full-fledged soap opera — multiple lineup changes, romance, over-indulgence in the rock 'n' roll lifestyle and, of course, lots and lots of drama. Now the band have come together to start a new season in their storied career with *Say You Will*, their forthcoming album on Reprise Records.

For those of you who are just tuning in to the saga of Fleetwood Mac, here's a very brief recap to get you up to speed. Originally formed in the late '60s as a British blues band, by the late '70s the Mac had evolved into a pop-rock powerhouse unlike any the world had ever seen. This evolution started in 1975, when the group's most popular cast of players to date (Mick Fleetwood, John McVie, Christine McVie, Lindsey Buckingham and Stevie Nicks) came together. The band's fame reached epic proportions, and even with constant lineup changes and internal drama, they persevered. The five key players were briefly reunited when they performed at President Bill Clinton's inauguration in 1993, but a full-fledged reunion never materialized.

This leads us to the present and the highly anticipated album *Say You Will*. It is the first to include both Buckingham and Nicks since 1987's *Tango in the Night*. *Say You Will* is due in stores April 15, and the Mac will be featured in some way, shape or form on NBC's *Today* show every day of that week. The coverage culminates on April 18 with a performance on *Today* and a profile segment on *Dateline*.

"Peacekeeper" is the first single from *Say You Will*, although it debuted on NBC's *Third Watch* earlier this year. The song was Most Added at AC and Hot AC for two weeks in a row and is currently racing up R&R's AC, Hot AC and Triple A charts. "Peacekeeper" is filled with harmonies that give the midtempo song an almost happy tone, despite its lyrics. With a title that also refers to the ICBM (intercontinental ballistic missile) by the same name, the song contains lyrics that are relevant to the times we live in: "We make all of our suns the same/Everyone will suffer the fire we've made/They all explode just the same/And there's no going back on the plans we've made."

The chorus continues, "Peacekeeper, take your time/Wait for the dark of night/Soon all the suns will rise/Peacekeeper, don't tell why/Don't be afraid to fight/Love is the sweet surprise."

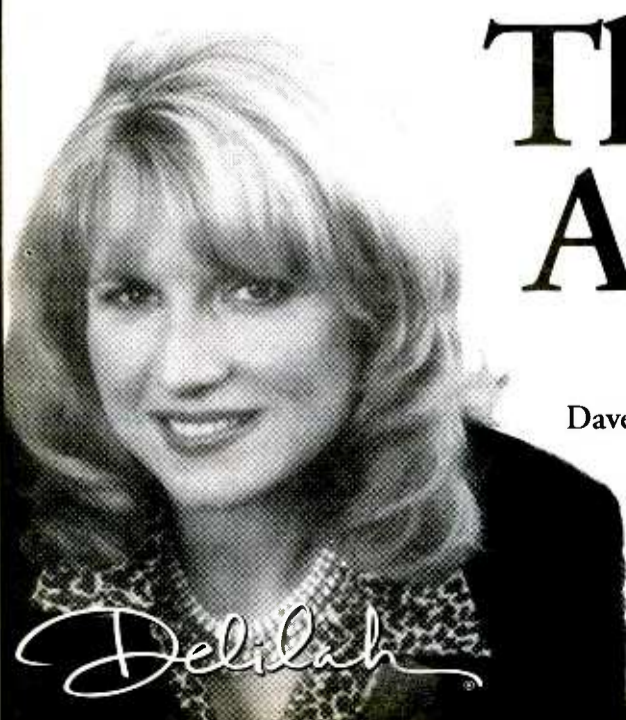
Up next in the saga of Fleetwood Mac is a North American tour — their first since an extremely successful '97 outing. Shows start May 7 in Columbus, OH, and continue through the summer. Christine McVie, who left the group a few years ago, will not be touring with the band. However, she does make a guest appearance on *Say You Will*. The rest of the core group — Fleetwood, John McVie, Buckingham and Nicks — have returned for both the album and the tour.

The Sound of AC at Night

Delilah dominates with seven years of #1 ratings.
Dave Wingert follows perfectly with proven music and personality
from midnight to morning drive.

Together they are AC radio at night.

Daypart Personalities 24 Hour Formats News & Talk Music Programming & Consulting Research & Prep
JONES RADIO NETWORKS
Seattle 800.426.9082



R&R HOT AC TOP 40

March 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	AVRIL LAVIGNE I'm With You (Arista)	3598	+31	363988	17	87/1
2	2	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	3218	-47	301020	18	85/0
6	3	3 DOORS DOWN When I'm Gone (Republic/Universal)	2784	+307	246819	16	74/0
7	4	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	2579	+282	273944	7	86/0
4	5	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2571	-40	265295	31	74/0
10	6	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	2379	+232	243157	10	73/3
5	7	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2335	-148	237465	25	78/0
9	8	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	2306	+151	239425	16	79/0
3	9	DIXIE CHICKS Landslide (Monument/Columbia)	2162	-1060	167677	20	76/0
12	10	NORAH JONES Don't Know Why (Blue Note/Virgin)	2038	+27	221697	38	59/0
8	11	NO DOUBT F/LADY SAW Underneath It All (Interscope)	2018	-166	210064	25	75/0
14	12	COLDPLAY Clocks (Capitol)	1948	+88	226997	11	74/2
11	13	SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	1884	-172	173221	9	84/0
13	14	CHRISTINA AGUILERA Beautiful (RCA)	1812	-182	177238	14	54/0
15	15	UNCLE KRACKER In A Little While (Lava)	1571	-119	135203	30	62/0
16	16	BON JOVI Misunderstood (Island/IDJMG)	1563	+9	155066	13	61/0
17	17	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	1534	+263	168856	6	76/5
18	18	JOHN MAYER Why Georgia (Aware/Columbia)	1392	+148	158619	9	64/3
19	19	GOO GOO DOLLS Sympathy (Warner Bros.)	1144	+190	127868	5	63/4
20	20	NO DOUBT Running (Interscope)	791	+46	80488	6	49/0
21	21	MACY GRAY When I See You (Epic)	679	-30	66093	7	41/0
31	22	FLEETWOOD MAC Peacekeeper (Reprise)	664	+250	79412	2	54/11
22	23	LUCY WOODWARD Dumb Girls (Atlantic)	597	-52	70776	10	39/0
24	24	LISA MARIE PRESLEY Lights Out (Capitol)	580	+20	68815	5	44/1
23	25	CELINE DION I Drove All Night (Epic)	577	-26	41063	8	29/0
25	26	CHANTAL KREVIASZUK In This Life (Columbia)	572	+77	50732	4	37/2
30	27	NORAH JONES Come Away With Me (Blue Note/Virgin)	503	+84	69791	2	32/2
37	28	EVANESCENCE Bring Me To Life (Wind-up)	477	+149	37074	2	32/21
28	29	HOOTIE & THE BLOWFISH Innocence (Atlantic)	468	+42	50867	4	37/2
27	30	SISTER HAZEL Your Mistake (Sixth Man)	468	+41	52574	6	23/1
34	31	ROBBIE WILLIAMS Feel (Virgin)	398	+48	37624	3	27/0
39	32	MAROON 5 Harder To Breathe (Octone/J)	393	+102	43057	2	30/6
32	33	DAVID GRAY Be Mine (ATO/RCA)	387	+1	32740	4	29/0
38	34	FEEL Got Your Name On It (Curb)	350	+53	22312	2	26/2
33	35	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	332	-47	29560	11	7/0
26	36	PAY THE GIRL Freeze (TVT)	301	-163	24044	12	27/0
35	37	DAVE MATTHEWS BAND Grey Street (RCA)	286	-60	33526	17	17/0
Debut	38	LIFEHOUSE Take Me Away (DreamWorks)	273	+72	19623	1	23/3
40	39	LUCE Good Day (Nettwerk)	263	-22	33071	3	14/1
Debut	40	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	256	+47	16862	1	20/2

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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
EVANESCENCE Bring Me To Life (Wind-up)	21
FLEETWOOD MAC Peacekeeper (Reprise)	11
DANA GLOVER Rain (DreamWorks)	11
FRANKY PEREZ Something Crazy (Lava)	9
MAROON 5 Harder To Breathe (Octone/J)	6
JOSH KELLEY Amazing (Hollywood)	6
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	5
MADONNA American Life (Maverick/WB)	5
GOO GOO DOLLS Sympathy (Warner Bros.)	4
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	4

Bon Jovi "MISUNDERSTOOD"

16 at R&R Hot AC
15* at Top 40 AC Monitor
19* at Modern AC Monitor
Now over 1400 Hot AC Spins!

THE ISLAND DEF JAM MUSIC GROUP
A UNIVERSAL MUSIC COMPANY



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
3 DOORS DOWN When I'm Gone (Republic/Universal)	+307
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	+282
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	+263
FLEETWOOD MAC Peacekeeper (Reprise)	+250
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	+232
GOO GOO DOLLS Sympathy (Warner Bros.)	+190
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	+151
EVANESCENCE Bring Me To Life (Wind-up)	+149
JOHN MAYER Why Georgia (Aware/Columbia)	+148
MAROON 5 Harder To Breathe (Octone/J)	+102
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	+102

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

"At Zimmer Radio group, Powergold has made our Program Directors' lives so much easier in regards to achieving the balance and flow we want in our music product, on-air. Powergold's features are flexible, user-friendly and the product support is awesome! I'm glad that Powergold is in our programming arsenal of weapons!"

— Tony Richards, Regional Director Of Operations/Zimmer Radio Group

Powergold 2002



Designed For Microsoft
Windows 95/98/ME/NT/2000/XP

THE LEADERS IN ADVANCED MUSIC SCHEDULING SOFTWARE FOR WINDOWS

Call us and we'll make it **EASY** for you to switch.

Sales: 1-800-870-0033 • Support: 501-821-1123

Download a free trial version at www.powergold.com • email: info@powergold.com



America's Best Testing Hot AC Songs 12+
For The Week Ending 3/28/03.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
MATCHBOX TWENTY Unwell (Atlantic)	4.18	4.23	79%	8%	4.22	81%	9%
GOO GOO DOLLS Sympathy (Warner Bros.)	4.18	4.10	58%	4%	4.23	56%	4%
3 DOORS DOWN When I'm Gone (Republic/Universal)	4.09	4.06	93%	24%	4.09	94%	27%
SISTER HAZEL Your Mistake (Croakin' Poets/Sixthman)	4.03		41%	6%	4.17	40%	4%
STEREO FUSE Everything (EO/Wind-up)	3.96	3.88	61%	8%	4.11	64%	7%
COLDPLAY Clocks (Capitol)	3.92	3.83	78%	15%	3.85	79%	17%
JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	3.90	3.88	77%	18%	3.97	79%	16%
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	3.90	3.73	38%	4%	4.02	38%	3%
JOHN MAYER Why Georgia (Aware/Columbia)	3.81	3.81	75%	15%	3.80	76%	16%
AVRIL LAVIGNE I'm With You (Arista)	3.76	3.77	96%	43%	3.84	98%	44%
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3.72	3.72	98%	48%	3.82	99%	49%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3.71	3.75	98%	47%	3.62	99%	52%
PAY THE GIRL Freeze (TVT7)	3.71	3.72	38%	5%	3.71	38%	4%
COUNTING CROWS F/IVANESSA CARLTON Big Yellow Taxi (Geffen/Interscope)	3.70	3.62	83%	20%	3.69	83%	20%
HOOTIE & THE BLOWFISH Innocence (Atlantic)	3.69		36%	4%	3.50	29%	4%
CHANTAL KREVIUZUK In This Life (Columbia)	3.68		25%	3%	3.60	24%	3%
SIXPENCE NONE THE RICHER Don't Dream It's Over (Word/Curb/Reprise)	3.67	3.62	77%	17%	3.59	78%	18%
BON JOVI Misunderstood (Island/IDJMG)	3.60	3.60	84%	21%	3.67	87%	20%
NO DOUBT Running (Interscope)	3.60	3.53	71%	15%	3.55	70%	17%
UNCLE KRACKER Drift Away (Lava)	3.57	3.61	71%	17%	3.57	68%	15%
KID ROCK F/SHERYL CROW Picture (Atlantic)	3.51	3.47	95%	42%	3.51	98%	44%
LUCY WOODWARD Dumb Girls (Atlantic)	3.51	3.41	55%	12%	3.46	52%	14%
DIXIE CHICKS F/SHERYL CROW Landslide (Monument/Columbia)	3.49	3.58	95%	47%	3.47	97%	51%
NORAH JONES Don't Know Why (Blue Note/Virgin)	3.46	3.54	95%	50%	3.45	98%	50%
UNCLE KRACKER In A Little While (Lava)	3.41	3.41	88%	40%	3.42	89%	41%
NO DOUBT Underneath It All (Interscope)	3.37	3.35	98%	59%	3.35	99%	64%
CHRISTINA AGUILERA Beautiful (RCA)	3.37	3.26	94%	53%	3.43	97%	54%
CELINE DION I Drove All Night (Epic)	3.11	3.11	79%	30%	3.16	82%	31%
LISA MARIE PRESLEY Lights Out (Capitol)	2.94	2.99	45%	13%	2.88	49%	16%
MACY GRAY When I See You (Epic)	2.90	2.80	51%	18%	2.85	47%	17%

Total sample size is 582 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.

Indicator

Most Added

- FLEETWOOD MAC Peacekeeper (Reprise)
- COLDPLAY Clocks (Capitol)
- JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
- GOO GOO DOLLS Sympathy (Warner Bros.)
- DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
- FEEL Got Your Name On It (Curb)
- JOHN GREGORY Ride Of Your Life (Atlantic)
- WALLFLOWERS How Good It Can Get (Interscope)
- WAYNE WONDER No Letting Go (VP/Atlantic)

New & Active

- KELLIE COFFEY When You Lie Next To Me (BNA)
Total Plays: 229, Total Stations: 18, Adds: 2
- DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
Total Plays: 177, Total Stations: 11, Adds: 2
- JOSH KELLEY Amazing (Hollywood)
Total Plays: 140, Total Stations: 21, Adds: 6
- RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)
Total Plays: 131, Total Stations: 8, Adds: 0
- TLC Damaged (Arista)
Total Plays: 121, Total Stations: 10, Adds: 3
- TORI AMOS Taxi Ride (Epic)
Total Plays: 114, Total Stations: 11, Adds: 2
- DANA GLOVER Rain (DreamWorks)
Total Plays: 107, Total Stations: 20, Adds: 11
- FRANKY PEREZ Something Crazy (Lava)
Total Plays: 74, Total Stations: 16, Adds: 9
- RACHEL FARRIS I'm Not The Girl (Big3)
Total Plays: 68, Total Stations: 9, Adds: 1

Songs ranked by total plays

Reporters

<p>WKDD/Akron, OH * PD: Keith Kennedy MD/Promo Dir. Lynn Kelly No Adds</p> <p>WRVE/Albany, NY * PD: Randy McCarty MD: Fred Hulse OSH KELLEY "Amazing" THEORY OF A DEADMAN "Male"</p> <p>KPEK/Albuquerque, NM * OM: Bill May PD: Mike Parsons MD: Deeya APD: Jaimey Barrera 15 EVANESCENCE "Life" 7 ALL-AMERICAN REJECTS "Swing"</p> <p>KMXS/Anchorage, AK PD: Roxey Lannox MD: Monika Thomas No Adds</p> <p>KAMX/Austin, TX * PD: Scooter B. Stevens MD: Clay Cutler 29 EVANESCENCE "Life" FLEETWOOD MAC "Peace" MAROON 5 "Breathe"</p> <p>KLLY/Bakersfield, CA * PD/MD: E.J. Tyler APD: Erik Fox No Adds</p> <p>WWMX/Baltimore, MD * VP/Prog: Bill Pasha PD: Steve Moran MD: Ryan Sampson LUCE "Good"</p> <p>WMLJ/Birmingham, AL * PD/MD: Tom Hanrahan WHITNEY HOUSTON "Omn"</p> <p>WBMX/Boston, MA * VP/Prog: Greg Strassell MD: Mike Mulaney MADONNA "American"</p> <p>WTSS/Buttalo, NY * PD: Sue O'Neil MD: Rob Lucas DANA GLOVER "Rain" FLEETWOOD MAC "Peace"</p> <p>WCOO/Cape Cod, MA OM: Gregg MD: Cheryl Park No Adds</p>	<p>WALC/Charleston, SC * PD: Brent McKay FLEETWOOD MAC "Peace"</p> <p>WLNK/Charlotte, NC * OM: Tom Jackson PD: Neal Sharpe APD: Chris Allen MD: Derek James 1 CHANTAL KREVIUZUK "Life" DANA GLOVER "Rain" FLEETWOOD MAC "Peace"</p> <p>WTMX/Chicago, IL * PD: Mary Ellen Kachinski Station Mgr.: Barry James MD: Derek James 19 THIRD EYE BLIND "Blinded" NORAH JONES "Come"</p> <p>WKRC/Cincinnati, OH * OM: Chuck Finney PD: Tommy Frank APD: Grover Collins MD: Brian Douglas 3 CATHERINE ZETA-JONES "Jazz" JOHN MAYER "Georgia" MADONNA "American"</p> <p>WVMX/Cincinnati, OH * PD: Steve Bender MD: Storm Bennett 2 JOHN MAYER "Georgia"</p> <p>WWMX/Cleveland, OH * PD: Dave Popovich MD: Jay Hudson No Adds</p> <p>WQAL/Cleveland, OH * PD: Allan Fee MD: Rebecca Wilde No Adds</p> <p>KVUU/Colorado Springs, CO * APD/MD: Andy Carlisle 27 EVANESCENCE "Life" DANA GLOVER "Rain"</p> <p>WBNS/Columbus, OH * PD: Jeff Balentine MD: Robin Cole 17 EVANESCENCE "Life"</p> <p>KKPN/Corpus Christi, TX * PD: Jason Hillery MD: Derek Lee EVANESCENCE "Life" KELLIE COFFEY "Life" RACHEL FARRIS "Girl"</p>	<p>KDMX/Dallas-Ft. Worth, TX * PD: Pat McMahon MD: Lisa Thomas EVANESCENCE "Life"</p> <p>WDAQ/Danbury, CT PD: Neil Sharpe MD: Sharon Kelly 28 FLEETWOOD MAC "Peace" 25 COLDPLAY "Clocks" 10 WAYNE WONDER "Letting"</p> <p>WMMX/Dayton, OH * PD: Jeff Stevens MD: Shaun Vincent No Adds</p> <p>KALC/Denver-Boulder, CO * OM: Mike Sloan Interim PD: Mark Edwards APD/MD: Kozman 3 FRANKY PEREZ "Something" 2 GOO GOO DOLLS "Sympathy"</p> <p>KIMN/Denver-Boulder, CO * PD: Ron Hamell APD/MD: Michael Gifford No Adds</p> <p>KSTZ/Des Moines, IA * OM/MD: Jim Schaefer MD: Jimmy Wright JASON MRAZ "Remedy" MAROON 5 "Breathe"</p> <p>WQVD/Detroit, MI * Interim PD: Alex Tear APD: Rob Hazzleton MD: Ann Deltai No Adds</p> <p>WTKC/Hartford, CT * PD: Steve Salfany APD/MD: Jeanine Jersey No Adds</p> <p>WTKM/Dothan, AL OM/MD: Phil Thomas 8 FLEETWOOD MAC "Peace"</p> <p>KSHI/E Paso, TX * OM/MD: Christine Nelson MD: Chris Elliott 3 JUSTIN TIMBERLAKE "Body" 2 CHRISTINA AGUILERA "Fighter" 2 UNCLE KRACKER "Drift" 1 MAROON 5 "Breathe"</p> <p>WINK/Fl. Myers, FL * OM/MD: Bob Grissinger APD: Dana Marshall BUTCH WALKER "Sobers" FAITH HILL "One" THEORY OF A DEADMAN "Male" TORI AMOS "Ride"</p>	<p>WMEE/Fl. Wayne, IN * PD: John O'Rourke MD: Chris Cega No Adds</p> <p>KALZ/Fresno, CA * OM/MD: E. Curtis Johnson APD: Laurie West MD: Chris Blood 15 EVANESCENCE "Life" 2 LUCIA "Clever" 1 MAROON 5 "Breathe"</p> <p>WVTI/Grand Rapids, MI * PD: John Patrick APD: Ken Evans FLEETWOOD MAC "Peace"</p> <p>WZWN/Greensboro, NC * PD: Steve Williams MD: Eric Gray 6 FEEL "Name" GOO GOO DOLLS "Sympathy" JASON MRAZ "Remedy" NORAH JONES "Come"</p> <p>WIKZ/Hagerstown, MD PD: Rick Alexander MD: Jeff Roteman GOO GOO DOLLS "Sympathy" JASON MRAZ "Remedy"</p> <p>WNNK/Harrisburg, PA * PD: John O'Dea MD: Denny Logan FLEETWOOD MAC "Peace"</p> <p>WTKT/Hartford, CT * PD: Steve Salfany APD/MD: Jeanine Jersey No Adds</p> <p>KHNY/Houston-Galveston, TX * 1 GOO GOO DOLLS "Sympathy" EVANESCENCE "Life"</p> <p>WENS/Indianapolis, IN * OM/MD: Greg Dunkin MD: Jim Carone 1 JASON MRAZ "Remedy" STACIE ORRICO "Stack"</p> <p>WZPL/Indianapolis, IN * PD: Scott Sands MD: Dave Decker EVANESCENCE "Life"</p>	<p>KMXB/Las Vegas, NV * OM: Cat Thomas PD/MD: Charese Fruge 6 LIFEHOUSE "Away" 4 CATHERINE ZETA-JONES "Jazz" MADONNA "American"</p> <p>WNLX/Lexington-Fayette, KY * PD: Jill Meyer FRANKY PEREZ "Something"</p> <p>KURB/Little Rock, AR * PD: Randy Cain APD: Aaron Anthony DANA GLOVER "Rain" FRANKY PEREZ "Something"</p> <p>KYSR/Los Angeles, CA * VP/Prog: John Ivey APD/MD: Chris Patten 1 AVRIL LAVIGNE "Lossing"</p> <p>WMAJ/Madison, WI * PD: Mike Ferris MD: Laura Ford COLDPLAY "Clocks" UNCLE KRACKER "Drift"</p> <p>WMBZ/Memphis, TN * OM: Jerry Dean PD/MD: Kramer MAROON 5 "Breathe"</p> <p>WMC/Memphis, TN * PD: Chris Taylor MD: Toni St. James FEEL "Name" FRANKY PEREZ "Something"</p> <p>WTKI/Milwaukee, WI * OM: Rick Belcher PD: Bob Walker 13 STONE SOUR "Bother" 4 COLDPLAY "Clocks"</p> <p>WMYX/Milwaukee, WI * PD: Tom Gierdum APD/MD: Mark Richards 2 EVANESCENCE "Life" JASON MRAZ "Remedy"</p> <p>KSTP/Minneapolis, MN * MD: Jill Roen 18 HOOTIE "Innocence"</p> <p>KOSO/Modesto, CA * PD: Max Miller MD: Donna Miller 16 EVANESCENCE "Life" DANA GLOVER "Rain"</p>	<p>WJLK/Monmouth-Ocean, NJ * OM/MD: Mike Skot APD/MD: Lou Russo MD: Debbie Matzella DANA GLOVER "Rain"</p> <p>KCDU/Monterey-Salinas, CA * PD: Mike Skot MD: Daniel Bedingfield "One"</p> <p>WKZN/New Orleans, LA * OM/MD: John Roberts APD: Duncan James MD: Stevie G No Adds</p> <p>WPLJ/New York, NY * VP/Prog: Tom Cuddy PD: Scott Shannon APD/MD: Tony Maccaro No Adds</p> <p>WPTE/Norfolk, VA * PD: Steve McKay LIFEHOUSE "Away"</p> <p>KYIS/Oklahoma City, OK * OM: Chris Baker PD/MD: Ray Kalusa No Adds</p> <p>KSRZ/Omaha, NE * PD: Erik Johnson No Adds</p> <p>WOMX/Oriando, FL * PD/MD: Jeff Cushman MD: Laura Francis FLEETWOOD MAC "Peace"</p> <p>KBBY/Oxnard-Ventura, CA * MD: Darren McPeake DANIEL BEDINGFIELD "One" FLEETWOOD MAC "Peace"</p> <p>WJLQ/Pensacola, FL * OM: Jim Mahaney APD/MD: Blake @ Night FLEETWOOD MAC "Peace" SISTER HAZEL "Mistake"</p> <p>WNNW/Philadelphia, PA * OM/MD: Gerry DeFrancesco APD/MD: Joe Proke No Adds</p> <p>KNXP/Phoenix, AZ * PD: Ron Price EVANESCENCE "Life"</p>	<p>WZPT/Pittsburgh, PA * PD: Keith Clark APD/MD: Jonny Hartwell 10 JASON MRAZ "Remedy" 3 FLEETWOOD MAC "Peace"</p> <p>WMMX/Portland, ME APD/MD: Ethan Minton 10 JOHN GREGORY "Life" WALLFLOWERS "Good"</p> <p>KRSK/Portland, OR * PD: Dan Persigehl MD: Sheryl Stewart 24 FRANKY PEREZ "Something" 11 DANA GLOVER "Rain" 9 TLC "Damaged" 4 THIRD EYE BLIND "Blinded" 1 EVANESCENCE "Life" 1 KELLIE COFFEY "Life"</p> <p>WRFY/Reading, PA * PD/MD: Al Burke EVANESCENCE "Life" MAROON 5 "Breathe"</p> <p>WSNE/Providence, RI * PD: Bill Hess MD: Gary Trust JOHN MAYER "Georgia"</p> <p>KLCA/Reno, NV * PD: Beaj MD: Corina Wray 18 EVANESCENCE "Life" JOSH KELLEY "Amazing" SOFIA LOLELL "Utopia"</p> <p>KNVQ/Reno, NV * MD: Heather Combs BUTCH WALKER "Sobers" FRANKY PEREZ "Something" TLC "Damaged"</p> <p>WMBX/Richmond, VA * PD: Tim Bakwin MD: Mike Prosser 5 JOSH KELLEY "Amazing"</p> <p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci FLEETWOOD MAC "Peace"</p> <p>KZZO/Sacramento, CA * Dir./Prog.: Mark Evans PD: Ed Lambert APD/MD: Jim Matthews 7 GOO GOO DOLLS "Sympathy"</p>	<p>KYKY/St. Louis, MO * PD: Smokey Rivers APD/MD: Greg Hewitt CATHERINE ZETA-JONES "Jazz" LISA MARIE PRESLEY "Lights"</p> <p>WVRV/St. Louis, MO * PD: Marty Linck MD: Jill Devine LIFEHOUSE "Away"</p> <p>KQMB/Salt Lake City, UT * OM: Alan Hague PD: Mike Nelson APD/MD: J.J. Riley EVANESCENCE "Life" FRANKY PEREZ "Something" 9 TLC "Damaged" 1 JOSH KELLEY "Amazing"</p> <p>KFMB/San Diego, CA * VP/MD: Tracy Johnson APD: Jen Sewell No Adds</p> <p>KHYI/San Diego, CA * PD: Dan Kirschbaum MD: Randy Kirschbaum APD/MD: Mei McKay No Adds</p> <p>KJOL/San Francisco, CA * PD: Michael Baker MD: James Martin No Adds</p> <p>KLLC/San Francisco, CA * PD: John Peake MD: Derek Macdon 7 EVANESCENCE "Life" MADONNA "American" UNCLE KRACKER "Drift"</p> <p>KEZR/San Jose, CA * PD: Jim Murphy APD/MD: Michael Martinez 12 DANA GLOVER "Rain" 2 ALL-AMERICAN REJECTS "Swing" MADONNA "American" THIRD EYE BLIND "Blinded" TLC "Damaged"</p> <p>KMHX/Santa Rosa, CA * PD: Mark Thomas MD: John Gregory "Life" SOFIA LOLELL "Utopia" THIRD EYE BLIND "Blinded" TLC "Damaged"</p> <p>KPLZ/Seattle-Tacoma, WA * PD: Kent Phillips MD: Alisha Heselmoto No Adds</p>	<p>WRQX/Washington, DC * Dir./Ops: Steve Kosbau OM/MD: Kenny King MD: Carol Parker 4 HOOTIE "Innocence"</p> <p>WWZZ/Washington, DC * PD: Russ Morley MD: Sunny Wyde 4 EVANESCENCE "Life"</p> <p>WRMF/West Palm Beach, FL * PD: Russ Morley MD: Sunny Wyde CHANTAL KREVIUZUK "Life"</p> <p>KFBZ/Wichita, KS * PD: Barry McKay MD: Sunny Wyde 13 EVANESCENCE "Life" 9 AVRIL LAVIGNE "With"</p> <p>WXLQ/Worcester, MA * APD/MD: Becky Nichols DANA GLOVER "Rain" FRANKY PEREZ "Something" TORI AMOS "Ride"</p> <p>WMMY/Youngstown-Warren, OH * OM/MD: Dan Rivers MD: Mark Franch JOSH KELLEY "Amazing"</p>
---	---	---	---	---	---	--	---	---

*** Monitored Reporters**

99 Total Reporters

89 Total Monitored

10 Total Indicator

7 Current Indicator Playlists

Did Not Report, Playlist Frozen (3):
WMT/Cedar Rapids, IA
WNKI/Emira-Corning, NY
KRUZ/Santa Barbara, CA





PART ONE OF A TWO-PART SERIES

Vocals: The Sound Of One Hand Clapping

For most stations, questions abound about which songs fit

The one thing that can be said with absolute certainty about Smooth Jazz vocals is that they are vital to a station's identity and ratings success. Beyond that, opinions and approaches to programming vocals vary widely, depending on whom you ask.

The quest to identify the correct vocals for one's Smooth Jazz station nevertheless continues. Today Smooth Jazz programmers dig deeper for answers to elusive questions about what fits. We tackle some of these questions and answers this week in the second part of our discussion, although the subject is worthy of a weekly column of its own.

Following Broadcast Architecture's first Smooth Jazz Mix-Master music test at WNUA/Chicago in the mid-'90s, crossover hit vocals replaced "format vocals." Until that time programmers had eschewed crossovers in favor of format vocals to remain true to Smooth Jazz's mission, a tactic that pleased P1s but excluded most other listeners.

cume dramatically and transformed Smooth Jazz from a niche format to a mainstream ratings success.

Contrast And Context



Mike Fischer

But uncovering exactly the right vocals remains an ongoing challenge in Smooth Jazz. As KJCD/Denver PD Mike Fischer observes, "If you believe you're playing the right music but don't take the time to freshen it, although these songs test consistently well, sooner or later the audience will age with them, and you'll miss the lower end.

"So, you try to cultivate new titles. But 90% of our vocals don't make it into the library, so we end up playing the same crème de la crème.

"Coleman's Chris Ackerman told me about a branding expert at Dartmouth who says there are two ways to establish a brand: with points of parity and points of difference. Parity gets you into the game in a field with similar products, but differentiation sets you apart.

"In terms of music, smooth jazz gets us into the softer, relaxing arena with formats like AC and Classical, but how do we differentiate our product? Music creates the contrast.

"Songs like Steve Oliver's 'High Noon' on the flamenco tip; Mindi Abair's 'Lucy's,' which is rock; or J. Thompson's 'Tell Me the Truth' on the New Age front are all phone-response records, because they create contrast. But how do you create contrast with vocals and still maintain your integrity?"

Know The Nuances

Fischer just completed research at KJCD that shows that he can play Peter Gabriel's "In Your Eyes." He says, "If I play the song backed with The Grateful Dead, it could be Triple A

KBCO or [Triple A-leaning Classic Rocker] KQMT (The Mountain). If it's backed with Celine Dion, it would be KOSI, an AC.

"But, if I play it back-to-back with a hip instrumental, like a Paul Hardcastle track, it's distinctly our radio station. I hand-schedule all of my vocals, because they require unique balance. The computer can't handle the subtlety, because a vocal's context is like a Rubik's Cube.

"If I play Norah Jones, should I play a soft Bonnie Raitt, Dido or an Eric Clapton vocal in the same hour? Or do you mix it up with Al Green, Steely Dan and Diana Krall? They represent different genres of vocals, but the glue that holds them together is the instrumentals. We have to look at individual titles that are market-specific and figure out how they come up in the flow to manage the sound of the radio station.

"Some research companies test for format fit; others believe that if a song tests well, you can use judgment about playing it. I tested Michelle Branch and Santana, and its score was very high; but when we looked at fit, it didn't test well. If I hadn't had that score as a reference, it would have been open to interpretation.

"Programmers have to know their market's nuances when they ask whether a real jazz flavor or a vocal flavor is a sound they want to hear on the station."

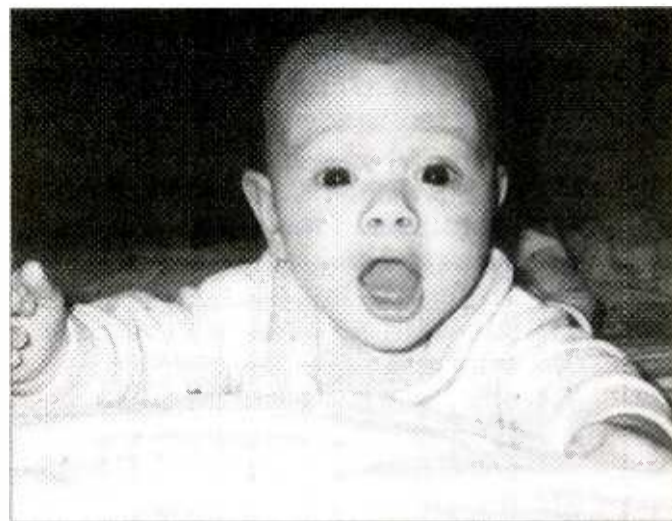
Fischer notes that, in addition to "In Your Eyes," he found that such unique vocals as The Police's "Wrapped Around Your Finger" and Etta James' "At Last" work at KJCD.

"These are three genres of music that somehow work," he says. "The cool part is that I didn't rack my brain to find them; I picked a body of music to test and certain titles rose to the top.

"The three styles that surfaced in research were acid jazz, which I would have never pegged; New Age-y/nuevo flamenco sounds, like those from Mark Antoine and Paul Hardcastle; and adult rock vocals.

Points Of Agreement

For KWJZ/Seattle PD Carol Handley, vocals continue to be an important part of the format. But, she says,



CAN YOU SAY "PRECIOSO"? - This beautiful child is Alejandro Antoine Vouilloux, son of Rendezvous Entertainment artist guitarist Marc Antoine and his wife, Rebecca, the former Miss Spain.

they can be frustrating, because the station is trying to find vocals that P1s and P2s agree on.

"Sometimes we let vocals go too soon," she says. "Alicia Keys is a good example. We played and then tested 'Fallin' and it went away. But when the rest of the world picked up on it, the song came back strongly, because it was familiar.

"Sometimes there are vocals that aren't going to be hits, but they won't hurt you, and they add texture."

Carol Handley

"We all took a chance on Norah Jones, and now she has tested phenomenally! After winning those Grammys, our across-the-board top night song is 'Don't Know Why,' and 'Come Away With Me' is in our top 100. As a result, we've also been able to add two Diana Krall tracks that we didn't play before, because, texturally, sparse piano vocals have more of a place in the format now.

"I also tested Tony Bennett's 'Steppin' Out With My Baby,' and it didn't work, although there were cells that popped. I'm not done looking at that song. Sometimes there are vocals that aren't going to be hits, but they won't hurt you, and they add texture. I'm always looking for new texture and a way to freshen things.

Musical Matters

"We're lucky in some ways, such as being able to play a lot of Sting in this market," Handley continues. "We're able to play Steely Dan's 'Jack of Speed,' 'Hey Nineteen' and 'Peg.' In-

cidental, I tested 'FM,' and it tested well with others, but not P1s. Boz Scaggs' 'Miss Riddle' has done really well for us.

"It's interesting that there are artists like Stevie Wonder who test well and then, on the next test, get booted right back out. That may be because, in theory at least, those artists create an 'oh, wow' factor in a test and then don't hold up on the air.

"As they do at a lot of stations, Anita Baker and Sade do very well here. In fact, I play 17 Sade tunes. There are single songs from other artists, like Natalie Cole's 'Unforgettable,' that are strong too. Boz's 'Lowdown' is another we can stick with.

"We're also able to play 'Oye Como Va,' 'Evil Ways' and 'Black Magic Woman' from Santana, although I doubt WNUA could get away with them. We play a couple of Bonnie Raitt tunes. Michael McDonald — and his Doobie Brothers-era material — is another of those artists who crosses over. Thankfully, we're able to play some newer stuff from him as well. This is a pretty white market."

Digging Into Heritage

For Handley, the Catch-22 in which Smooth Jazz will always find itself is trying to cultivate high TSL. She says, "This is why we're giving away a vacation a day, but my list and my rotations are as tight as they've ever been, so listeners who are living with KWJZ are really feeling it.

"If your TSL is 14 hours a week, as ours is in different cells, that's huge! That is three or four hours a day of listening, which is significant."

In conclusion, Handley says she's not afraid to play heritage Smooth Jazz artists. "I'm always rooting for those artists who come from the early history of our format, like Randy Crawford and Al Jarreau," she says.

"I listen very hard and dig very deep into albums from our artists, because I want to be able to find songs the entire audience will agree on and that will still allow us to own some of those people who laid the foundation for Norah Jones and plenty of others."

"In terms of music, smooth jazz gets us into the softer, relaxing arena with formats like AC and Classical, but how do we differentiate our product?"

Mike Fischer

The research revealed that crossover vocals are not only tolerated by P1s, they are essential to the comfort of P2s, P3s and P4s. Hence, they enable a station to convert those listeners into P1s. The strategy boosted

® March 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	MINDI ABAIR Lucy's (GRP/VMG)	778	+20	121681	10	42/0
1	2	BONEY JAMES Grand Central (Warner Bros.)	764	-68	106651	22	39/0
4	3	DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)	725	+15	106083	17	39/0
2	4	STEVE COLE Off Broadway (Warner Bros.)	723	-43	100726	26	38/0
6	5	KENNY G Paradise (Arista)	671	+79	117025	19	32/0
5	6	MICHAEL LINGTON Still Thinking Of You (3 Keys)	616	+12	88007	18	37/0
7	7	BOB BALDWIN The Way She Looked At Me (Narada)	614	+40	90368	13	39/1
8	8	KIM WATERS Waterfall (Shanachie)	566	+29	90801	9	40/1
14	9	JOAN OSBORNE I'll Be Around (Compendia)	472	+34	44025	22	34/1
13	10	DIANA KRALL Just The Way You Are (Verve/VMG)	453	+12	62082	21	32/0
15	11	SPYRO GYRA Getaway (Heads Up)	440	+30	63361	7	36/0
17	12	GREG ADAMS 'Sup With That (Ripa/Blue Note)	432	+51	49778	12	34/1
9	13	PETER WHITE Who's That Lady? (Columbia)	429	-82	64027	26	25/0
11	14	STEVE OLIVER High Noon (Native Language)	428	-62	62439	28	23/0
18	15	EUGE GROOVE Rewind (Warner Bros.)	426	+60	59654	4	35/1
16	16	NORAH JONES Come Away With Me (Blue Note/Virgin)	397	+3	37631	11	30/2
20	17	CRUSADERS Viva De Funk (Verve/VMG)	374	+38	45248	4	36/3
22	18	NATALIE COLE F/ DIANA KRALL Better Than Anything (GRP/VMG)	363	+41	33849	5	27/2
19	19	CHIELI MINUCCI Kickin' It Hard (Shanachie)	358	+14	43252	8	30/3
21	20	GREGG KARUKAS Your Sweet Smile (N-Coded)	313	-19	31385	16	23/0
25	21	PIECES OF A DREAM Loves Silhouette (Heads Up)	284	+31	33192	6	22/1
26	22	NESTOR TORRES Watermelon Man (Shanachie)	256	+14	35913	10	20/0
24	23	N. BROWN & M. MCDONALD I Still Believe (Warner Bros.)	236	-26	19267	20	17/0
29	24	J. THOMPSON Tell Me The Truth (AMH)	207	+42	28971	2	16/2
Debut	25	JEFF LORBER Gigabyte (Narada)	198	+63	24183	1	24/4
28	26	PAUL HARDCASTLE Desire (Trippin' 'n Rhythm)	197	+31	47562	3	14/0
27	27	JONATHAN BUTLER Pata Pata (Warner Bros.)	187	+1	21470	9	17/1
23	28	CRAIG CHAQUICO Afterglow (Higher Octave)	182	-88	7123	19	18/0
-	29	AL JARREAU Random Act Of Love (GRP/VMG)	163	+13	15223	8	12/1
30	30	FOURPLAY Ju-Ju (Bluebird/RCA Victor)	161	-3	26199	2	16/1

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

New & Active

DAVID LANZ Romantica (Decca)

Total Plays: 155, Total Stations: 12, Adds: 0

BLAKE AARON One Moment With You (Innervision)

Total Plays: 129, Total Stations: 12, Adds: 1

NELSON RANGELL Look Again (A440 Music Group)

Total Plays: 126, Total Stations: 13, Adds: 1

RICK DERRINGER Hot And Cool (Big3)

Total Plays: 123, Total Stations: 12, Adds: 2

GERALD ALBRIGHT Old School Jam (GRP/VMG)

Total Plays: 118, Total Stations: 11, Adds: 1

MICHAEL MANSON Keys To My Heart (A440 Music Group)

Total Plays: 85, Total Stations: 8, Adds: 0

WALTER BEASLEY Precious Moments (N-Coded)

Total Plays: 81, Total Stations: 12, Adds: 3

LARRY CARLTON Put It Where You Want It (Warner Bros.)

Total Plays: 75, Total Stations: 9, Adds: 2

NORMAN BROWN The Feeling I Get (Warner Bros.)

Total Plays: 62, Total Stations: 9, Adds: 3

BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)

Total Plays: 57, Total Stations: 7, Adds: 3

Songs ranked by total plays

Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
JEFF LORBER Gigabyte (Narada)	4
RICHARD ELLIOT Corner Pocket (GRP/VMG)	4
CRUSADERS Viva De Funk (Verve/VMG)	3
CHIELI MINUCCI Kickin' It Hard (Shanachie)	3
WALTER BEASLEY Precious Moments (N-Coded)	3
NORMAN BROWN The Feeling I Get (Warner Bros.)	3
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)	3
NORAH JONES Come Away With Me (Blue Note/Virgin)	2
N. COLE F/D. KRALL Better Than Anything (GRP/VMG)	2
J. THOMPSON Tell Me The Truth (AMH)	2
RICK DERRINGER Hot And Cool (Big3)	2
LARRY CARLTON Put It Where You Want It (Warner Bros.)	2
AL JARREAU Secrets Of Love (GRP/VMG)	2
MAYSA Simple Life (N-Coded)	2
CHRIS BOTTI Miami Overnight (Columbia)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KENNY G Paradise (Arista)	+79
JEFF LORBER Gigabyte (Narada)	+63
EUGE GROOVE Rewind (Warner Bros.)	+60
RICK DERRINGER Hot And Cool (Big3)	+54
GREG ADAMS 'Sup With That (Ripa/Blue Note)	+51
NORMAN BROWN The Feeling I Get (Warner Bros.)	+48
LARRY CARLTON Put It Where You Want It (Warner Bros.)	+43
J. THOMPSON Tell Me The Truth (AMH)	+42
N. COLE F/D. KRALL Better Than Anything (GRP/VMG)	+41
BOB BALDWIN The Way She Looked At Me (Narada)	+40

Most Played Recurrents

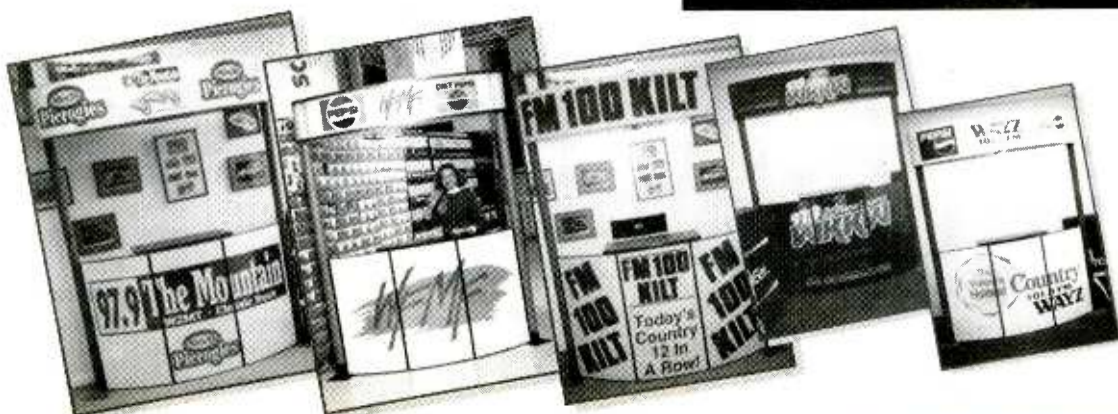
ARTIST TITLE LABEL(S)	TOTAL PLAYS
BOB JAMES Morning, Noon & Night (Warner Bros.)	418
BWB Groovin' (Warner Bros.)	376
MARION MEADOWS Tales Of A Gypsy (Heads Up)	326
JEFF GOLUB Cold Duck Time (GRP/VMG)	185
NORAH JONES Don't Know Why (Blue Note/Virgin)	165
NATALIE COLE Tell Me All About It (GRP/VMG)	151
RICHARD ELLIOT O.T. (GRP/VMG)	109
FOURPLAY Rollin' (Bluebird/RCA Victor)	97
NORMAN BROWN Just Chillin' (Warner Bros.)	94
MICHAEL MANSON Outer Drive (A440 Music Group)	89
KENNY G F/CHANTE MOORE One More Time (Arista)	89
CHUCK LOEB Sarao (Shanachie)	77
EUGE GROOVE Slam Dunk (Warner Bros.)	68
SPECIAL EFX Cruise Control (Shanachie)	63
GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	46
CRAIG CHAQUICO Luminosa (Higher Octave)	45

ProSet™

PORTABLE DISPLAYS

- HIGH-IMPACT GRAPHICS
- DURABLE CONSTRUCTION
- MAXIMUM PORTABILITY
- 10-MINUTE SET-UP

INVENTORY REDUCTION SALE
SAVE \$600



BROADCAST PRODUCTS INCORPORATED

6528 CONSTITUTION DRIVE
FORT WAYNE, IN 46804 • USA

(260) 459-1286

1-800-433-8460

ON THE RECORD

With
Greg Morgan
Asst. PD/MD, KHJZ/Houston



Greetings from the Bayou City! KHJZ continues to make daily strides in building cume and bringing Houston to the party. We're barely out of the starting gate, and PD Maxine Todd continues to bring vision and clarity. She has raised the standard and coordinated our incredible staff through first the disintegration of the space shuttle *Columbia* in the Texas skies and now the war. • We just started Trip-a-Day, with FunJet Vacations giving away all-inclusive trips for two to Montego Bay, Jamaica. Our concert series gets rolling next month with a sold-out show featuring Boney James. In the following months we'll present Michael Franks, The Rippingtons and, in July, Guitars and Saxes. We christened our first live broadcast with our Sunday Jazz Brunch and had an incredible turnout. I'm always amazed how grateful our listeners are. • Releases feeling some love from KHJZ include Greg Adams and Euge Groove. We're considering Paul Taylor, Kim Waters, Walter Beasley, Nelson Rangell and Houstonian Joe Sample. Doc will certainly see some format action. Many are beginning to realize why Larry Carlton calls his CD *Deep Into It*. Also, two words: Mindi Abair! For a fun listen, check out her cover of Eagle Eye Cherry's "Save Tonight." After the glow of Norah Jones, Joan Osborne has a gem with her cover of "I'll Be Around." • A loyal KHJZ listener contributed this Thought of the Day: "We could all learn a lot from crayons. Some are sharp, some are pretty, some have different names, and all are different colors. But they all exist very nicely in the same box."

This week I was reminded of music's almost mystical power to comfort a troubled heart. Like almost everyone, I followed the invasion of Iraq pretty closely. But whenever the news became too much for my head, I turned to music to help me keep it together ... Here are some personal favorites among the music I listened to over the last few days: **The Blind Boys Of Alabama's** album *The Blind Boys*, especially the tunes "Run on for a Long Time" and an imaginative arrangement of "Amazing Grace" that replaces the song's traditional melody line with "House of the Rising Sun" ... I grooved to **Ruben Blades'** outstanding *Mundo*. **Percy Sledge's** *Don't Give up on Me* is straight-up one of the best soul records I've ever heard. I saw Sledge open for the Stones last year, and even under the weight of 300 pounds he sounded better than he did 30 years ago ... *Verve Remixed* transformed me from a worrywart into a certifiable dancin' fool, particularly **Willie Bobo's** "Spanish Grease" and **Rae & Christian's** remix of Dinah Washington's "Is You Is or Is You Ain't My Baby," which sounds so cool on Buick's TV spot. Man, I'd add both for nighttime airplay in a heartbeat!



— Carol Archer, Smooth Jazz Editor

Reporters

WZMR/Albany, NY
PD/MD: Tim Durkee
CRUSADERS "Viva"
KIM WATERS "Waterfall"

KAJZ/Albuquerque, NM
PD: Paul Lavoie
MD: Jeff Young
No Adds

KNIK/Anchorage, AK
OM/PD: Aaron Wallender
CRUSADERS "Viva"
JOAN OSBORNE "Around"

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

KSMJ/Bakersfield, CA
PD/MD: Chris Townshend
J THOMPSON "Truth"

WNVA/Chicago, IL
OM: Bob Kaake
PD: Steve Stiles
RICHARD ELLIOT "Corner"

WNWV/Cleveland, OH
PD/MD: Bernie Kimble
9 CRAIG CHADUICO "Luminosa"

WJZA/Columbus, OH
OM/PD/MD: Bill Harman
APD: Gary Wolter
BRIAN MCKNIGHT "Wouda"

KOAI/Dallas-Ft. Worth, TX
OM/PD: Kurt Johnson
APD/MD: Bret Michael
No Adds

KVJZ/Des Moines, IA
PD: Mike Blakemore
MD: Becky Taylor
No Adds

WVMV/Detroit, MI
PD: Tom Sleeker
MD: Sandy Kovach
CRUSADERS "Viva"
WHITNEY HOUSTON "Dwn"

KUJZ/Eugene, OR
PD: Chris Crowley
GERALD ALBRIGHT "School"
BRIAN MCKNIGHT "Wouda"

KEZL/Fresno, CA
OM: Scott Kelth
PD/MD: J. Weidenheimer
No Adds

WYJZ/Indianapolis, IN
PD/MD: Carl Frye
No Adds

KCIY/Kansas City, MO
PD: Mark Edwards
MD: Michelle Chase
LARRY CARLTON "Walt"

KOAS/Las Vegas, NV
OM: Vic Clemons
PD/MD: Erik Foxx
RICHARD ELLIOT "Corner"
RICK DERRINGER "Cool"
WALTER BEASLEY "Moments"

KTWV/Los Angeles, CA
PD: Paul Goldstein
APD/MD: Ralph Stewart
No Adds

WJZN/Memphis, TN
PD: Norm Miller
1 LARRY CARLTON "Walt"
1 NORMAN BROWN "Feeling"
CHRIS BOTTI "Miami"
MAYSA "Life"

WLVE/Miami, FL
PD: Rich McMillan
CHIELI MINUCCI "Kickin"
WALTER BEASLEY "Moments"

WJZI/Milwaukee, WI
OM/PD: Steve Scott
5 NELSON RANGELL "Look"

KSBR/Mission Viejo, CA
OM/PD: Terry Wedel
MD: Susan Koshbay
1 RICHARD ELLIOT "Corner"
1 FORTUNE WINSON CRUISE "Lane"
1 LUIS VILLEGAS "Bivd"

KRVR/Modesto, CA
PD: Jim Bryan
MD: Doug Wulff
No Adds

WQCD/New York, NY
OM: John Mullen
PD/MD: Charley Connolly
NORAH JONES "Come"

WJCD/Norfolk, VA
OM: Daisy Davis
APD/MD: Larry Hollowell
2 GREG ADAMS "Walt"
2 JEFF LORBER "Gigabyte"
2 COLE FRKALL "Better"

WLOQ/Orlando, FL
PD: Brian Morgan
MD: Patricia James
4 PAXTON FCARLTON "Stroll"
BLAKE AARON "Moment"
J THOMPSON "Truth"
MAYSA "Life"
NORMAN BROWN "Feeling"
RICK DERRINGER "Cool"

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

KYOT/Phoenix, AZ
PD: Shaun Holly
APD/MD: Angie Handa
NORAH JONES "Come"
PIECES OF A DREAM "Silhouette"
WALTER BEASLEY "Moments"

KJZS/Reno, NV
Acting PD: Harry Reynolds
MD: Doug Thomas
JEFF LORBER "Gigabyte"
RICHARD ELLIOT "Corner"

WJZV/Richmond, VA
PD: Reid Snider
No Adds

KSSJ/Sacramento, CA
PD: Lee Hanson
APD: Ken Jones
CHIELI MINUCCI "Kickin"
SANTANA FBRANCA "Game"

WSSM/St. Louis, MO
PD: David Myers
12 MICHAEL BUBLE "Toot"
11 AL JARREAU "Secrets"
6 BOB BALDWIN "Looked"
1 CDC CITY "1257"
1 FOURPLAY "Ju"

KBZN/Salt Lake City, UT
PD/MD: Rob Riesen
JEFF LORBER "Gigabyte"

KIFM/San Diego, CA
PD: Mike Vasquez
APD/MD: Kelly Cole
No Adds

KKSF/San Francisco, CA
PD: Steve Williams
STANLEY CLARKE "Crusing"

KMGQ/Santa Barbara, CA
PD: Mark De Anda
APD/MD: Steve Bauer
BRIAN MCKNIGHT "Wouda"
JEFF LORBER "Gigabyte"

KJZY/Santa Rosa, CA
PD: Gordon Zlot
APD/MD: Rob Singleton
3 CHIELI MINUCCI "Kickin"
3 EUGE GROOVE "Rewind"

KWJZ/Seattle-Tacoma, WA
PD: Carol Handley
MD: Dianna Rose
No Adds

WEIB/Springfield, MA
PD: Ben Casey
MD: Darrel Cutting
13 AL JARREAU "Random"

WSJT/Tampa, FL
OM/PD: Ross Block
MD: Kathy Curtis
JONATHAN BUTLER "Pata"
COLE FRKALL "Better"
NORMAN BROWN "Feeling"

WJZW/Washington, DC
OM: Kenny King
PD: Carl Anderson
No Adds

JRN/(Jones NAC)/National
PD: Steve Hibbard
MD: Cheri Marquart
3 AL JARREAU "Secrets"
2 CHRIS BOTTI "Miami"
BOBBY LYLE "Spankin"
GEORGE DUKE "Guess"

42 Total Reporters

41 Current Playlists

Did Not Report, Playlist Frozen (1):
KJCD/Denver-Boulder, CO

R&R Packages The Reach & Frequency You Need!

Complete



Classified Advertising

R&R Today:

The leading management daily fax

radioandrecords.com

Radio's Premiere Web Site

R&R:

The Industry's Newspaper with the largest help wanted section

Contact LISA LINARES at llinares@radioandrecords.com or 310.788.1622 for information.

R&R ACTIVE ROCK DEBUT **50** in only one week!!! ANOTHER MOST ADDED WEEK AT ACTIVE ROCK

New At:

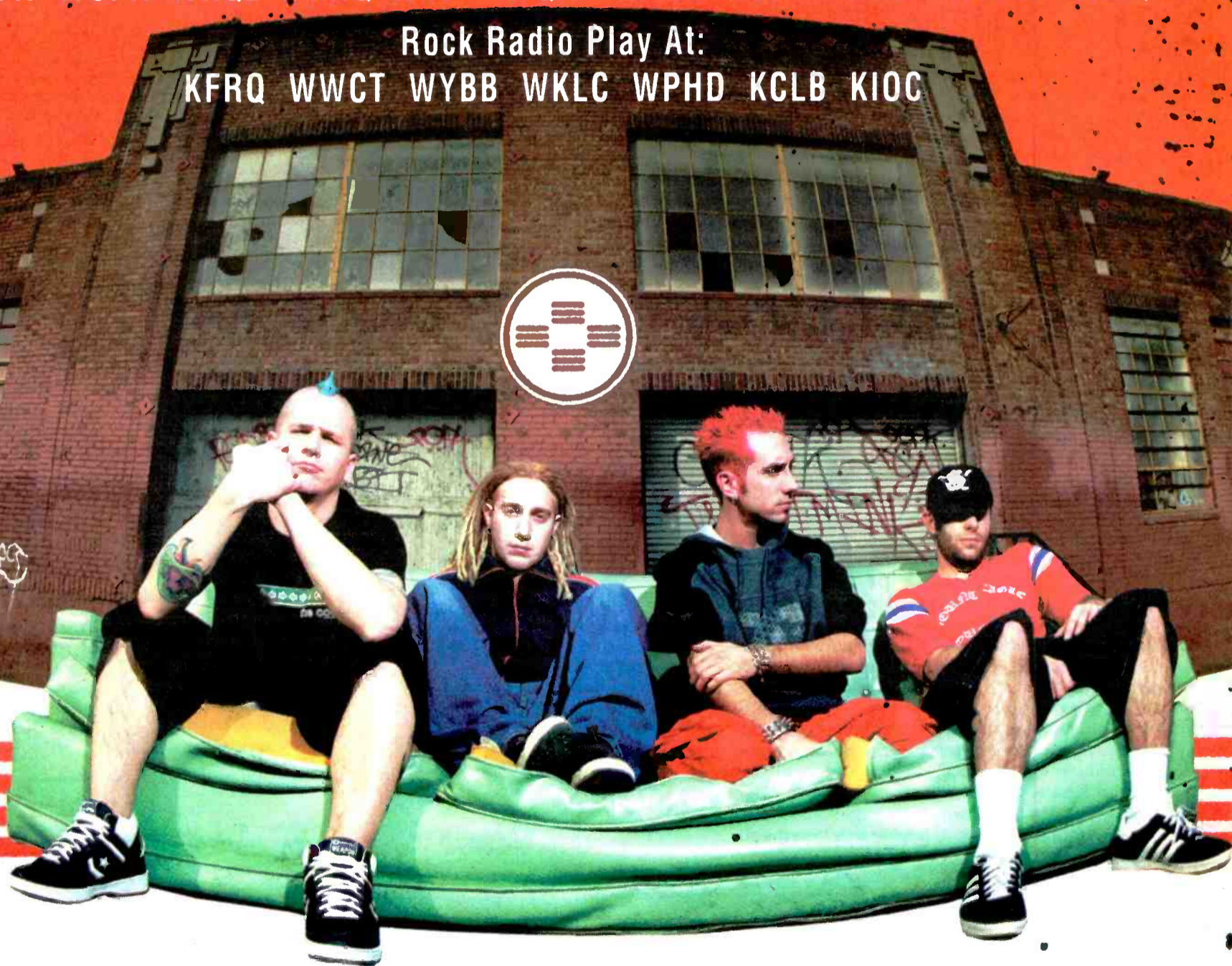
WXTB WRIF KISS WRUF WKLO WJJO WCCC WNVE WGIR WAMX KRQR

Already On & Spinning At:

KXXR WAAF KRXQ KHTQ WQBK WRTT KPOI WLZX WRXR WTPT WXQR
WTFX WCPR WKQZ KMRQ WIIL WQLZ KFMX WZBH KIBZ WIXO WKZQ

Rock Radio Play At:

KFRQ WWCT WYBB WKLC WPHD KCLB KIOC



PRESENCE

FEATURING **TONZ OF FUN**
FROM THE FORTHCOMING ALBUM **RISE**

"Finally the evolution of Rap Rock is here, it's called PRESENCE. Fred Durst may want to take notes. Presence 'Tonz of Fun' has been our most requested song for the last month. The phones just won't stop. Our audience can't get enough of it and neither can our staff, up and down the halls you can hear the jocks singing Go Go get outta my bed and find your way home—too funny." — *Meathead, Music Director/APD/Morning X Host - X101.5*

CURB
RECORDS
curb.com

Produced and Engineered by Paul Ebersold
Mixed by Michael Barbiero
Salie Management Group - In De Goot Entertainment

WWW.PRESENCEMUSIC.NET





CYNDEE MAXWELL
 cmaxwell@radioandrecords.com

Insight Into New-Music Leaders

Continued from Page 1

promoting new music, demonstrating a willingness to add new artists appropriate to the format and taking steps to teach and inform their audience about the music.

The results of this position include increased record sales in their markets, loyal and active audiences that are responsive to the stations, early indications of new artists' viability and strong local concert scenes. Oh, yeah, and they're all leaders among men 18-34, according to Arbitron.

Razor Sharp

We start out with WAAF/Boston and new PD Keith Hastings. We've wanted to talk to Hastings ever since he arrived in Beantown last August but had to give him time to learn his way around the station.

WAAF has been in the format for over 30 years. It's among a handful of stations that have decided to target the younger side of the demo

"We greatly value our relationships with labels, managers and artists."

rather than age with the audience. With Hastings joining the outlet from a station that's not as musically aggressive, the industry waited to see if he would make significant



Keith Hastings

changes. Aside from minor adjustments, however, WAAF continues to enjoy a reputation as a new-music leader.

"It's an interesting position for any radio station, because it requires us to absolutely be on top of our game at any time," Hastings says. "We have to be razor sharp in our focus on the expectations of our listeners and at all times have a very good idea of what music will resonate with them and what won't.

"There's a thin line between meeting our audience's expectation of adventure and violating their trust. If we don't read that thin line correctly, we're not going to achieve our ratings and revenue goals.

"As far as the competitive advan-

tage over other stations in the market, it goes without saying that if you're taking the leadership position with a song or act, you have the ability to exploit that leadership position to your station's benefit."

Mutual Benefit

Working together with the music industry is important, but it's another fine line to walk. In terms of trying to coordinate the station's strategy with a label's strategy, Hastings says WAAF's audience comes first. "We owe it to them to do what's best for them and for the radio station," he says. "If an add date severely conflicts with that prime directive, a problem exists with the label's strategy.

"That said, we greatly value our relationships with labels, managers and artists and work very hard to make sure that their plans and ours overlap as much as possible, resulting in a mutual benefit."

New-music leaders are often recognized for adding records early. When is this likely to occur at WAAF? Hastings explains that the station's weekly music meeting is open to all employees, along with a guest or two from a label or management firm.

"In that environment, it's easy to get a vibe that we're hearing something special," he says. "A lot of times, [interim MD] Mistress Carrie and I will look at each other and say, 'Oh, yeah,' and instinctively we know that we've got a winner on our hands.

"From there, as we nurture the new-music leadership position we covet both with listeners and within the industry, we'll push the politics to the side and just play the damn thing. That's a characteristic that both this radio station and I have displayed since long before I came aboard here, and it will continue. It's served us well and helped some amazing bands come to the forefront of popular music."

Conversely, Hastings reveals what will prevent him from adding a record: "At the end of the day I have to be the one who pushes all the right buttons for this station to be successful. And while I have an amazing team that I could not push those buttons without, the buck has to stop at my desk.

"If I don't think the record fits the expectations of the station's audience, it doesn't go on. Those expectations are simple: It's got to be a hit for the listeners, and it's got to fit in the lane of the listener highway that I want the station to occupy."

Local Passion

Local unsigned music is an important part of WAAF. "On Sundays we have a very well produced local music show, *Bay State Rock*, that is extremely comprehensive," Hastings says. "I also have an airstaff that is very active in seeking out acts that matter to the audience. The station's history is very rich in that regard."

And WAAF takes the local flair a step further. Hastings says, "Not a music meeting goes by that we don't listen to some unsigned recordings. If it's something we're passionate about as a group, we go after it and get it heard by any number of record companies. It is a passion with us, one that makes us unique in the market and the format."

Hastings cites two bands in particular that owe a debt to WAAF for giving them an important boost. "WAAF played both Godsmack and Ra as unsigned bands, and the station's support was instrumental in getting them signed and launched," he says. "3 Doors Down is a band that I supported extremely early during my time at WLZR/Milwaukee, and WAAF was there too. I also added Creed's 'My Own Prison' when they were unsigned.

"In each case, the process was as simple as hearing a song that my team and I agreed would connect with the audience's taste and their expectations of the radio station. It needn't ever be any more difficult than that."

It wouldn't be the music industry if there weren't some failures along the way, though, despite everyone's best intentions. Which baby bands that Hastings support-

ed went nowhere? "Two examples come to mind," he says. "Prime STH's 'I'm Stupid' and Greenwheel's 'Breathe.' Both of those songs are hooky as hell, well written lyrically and have the ability to



make an emotional connection with listeners, in my opinion, but, for whatever reasons, they never caught fire."

Open Your Eyes And Ears

A long career need not mean that a programmer has lost touch. Hastings tells how he continues to relate to the audience. "The most important thing you can do is close your mouth and open your eyes and ears," he says. "Read everything you can about the lifestyle of your target audience, listen carefully to what they say, and, more important, watch what they do.

"More specifically, staff your radio station with people who are in the target and live the lifestyle. It's also important to adjust your thinking to include actions and opinions that may conflict with your own personal comfort zones. It's a balancing act."

"The most important thing you can do is close your mouth and open your eyes and ears."

Another problem for anyone in a lifelong career is the potential to become jaded and take it all for granted. Hastings prevents this by focusing on the listeners. "While 25 years in the biz might make me take an artist's autograph or handshake for granted, all I have to do is watch and listen to a listener's reaction when he meets an artist and gets an autograph or wins free tickets, and I've got a perfect reminder of how special this all is.

"I'm a radio fan and I'm a music fan, and the day I get truly jaded about it is the day I quit."

In conclusion, which artist is Hastings personally cheering for this quarter? "The Revis album has depth and the ability to strike some emotional chords with the audience. I also think Theory Of A Deadman are just getting started."



SEND THE PAIN BELOW Chevelle visited with WAAF/Boston on a swing through the region. Shown here (l-r) are Chevelle's Sam and Pete Loeffler, WAAF interim MD/middayer Mistress Carrie, the band's Joe Loeffler and Epic's Mike Nazzaro.

Passion For Audience Keeps Jeffries On His Toes

KUPD flies the Rock flag high in Arizona

KUPD/Phoenix has been rocking Valley of the Sun residents in one form or another since it flipped from Big Band in 1971. It had an album rock format until 1980, and for the last 23 years has been effectively targeting the younger, male demographic.

Since its unlikely beginnings in a trailer in Guadalupe, AZ, the station has had only five PDs, and JJ Jeffries has been at the helm since 1995. For a while "Big Red Radio" was competing against Rock KDKB, then it had to learn to live with the station in the Sandusky cluster. Recently, its main rival has been Alternative KEDJ (The Edge).

Jeffries acknowledges there was a time when his station did not have a reputation as a new-music leader. "When Alternative was the format du jour, we got no recognition or props for championing bands," he says. "That's changed a lot, especially in the last year, since the Alternative format is evolving again.

"Labels that did not step up be-



JJ Jeffries

A Numbers Game

Jeffries says label impact dates are in the back of his mind as he considers his weekly adds, but he admits that it's rare that KUPD stays within those parameters. "If you have a lot of holes in your playlist that you need to fill, you can't wait for that on-air add date," he says. "You keep it in mind, but at the same time you have to keep your playlist numbers right, and it's a numbers game.

"If it happens to land on a going for adds date, it's great for everyone. However, if there's a big add date, we'll seldom shoot something that's working just to meet it. It's all about KUPD."

A label's history with KUPD will also determine what happens. Jeffries says, "There are a couple of labels in my mind that have never

stepped up for KUPD and have always taken care of the Alternative competition, so they're always going to get last consideration when it comes to add dates. Those that have stepped up get the first shot."

Records will also get on early when they're hits. "A hit's a hit, and everybody knows that," says Jeffries. "If it's a hit, you have to play it. And if you are a prophet and know far ahead of time that it's a hit, then, by God, you better add it and start playing it.

"We look at each band and each record with different criteria. It comes down to numbers once again, but it also has to fit the station. It has to give us something to stand on as a Rock station. What does it mean to KUPD to play the record? Is it just filling a slot, or is it something we can champion, that we can carry the flag for and down the road be rewarded for that by the label?"

"All the different criteria for adding a record — our past history, what the competition has done with the band, etc. — play into whether we play a song or not. Whether we play it early or not usually comes down to if we need a song and if it's good and it fits; then we just put it in."

Two Factors For No Airplay

Jeffries cites "being overhyped" as one reason for his staying off a record. He explains, "During the music meeting people will come in and say, 'Here's a record that we're going for adds on in four weeks. We're working it to Alternative right now. It's No. 15 with a bullet on the Alternative chart, and we're hoping we can get some help from you guys.

"It's got MTV airplay, we can do a flyaway, and it's going to be the biggest thing since sliced bread. We think you guys should be playing it, or you're really going to miss out. We hate to say it, but the Alternative stations have been supporting this act, and they do festivals.' That will immediately cause the meeting to end."

Another reason KUPD won't add a record is if someone utilizes the strong-arm technique of using one band to sell another. Jeffries says, "At some point every label has been guilty of it: There's a major band you're anxious to get, but you have to play ball with their baby band that isn't so good — or maybe even sucks — to be considered for anything promotionally for the major band. Those are the two biggest fac-

tors that'll keep me off a record."

Local bands get an occasional shot on the air at KUPD. "Currently, we're playing a local unsigned band that came into the music meeting in February and played a couple of songs for us that were very well produced, had great hooks and a great sound," Jeffries says.

"The guys who came in also had a great attitude. It's a very good song, and I think it has great potential. The band is Signal To Noise. It's a couple of guys from Trik Turner who spun off and are doing a rock thing."

The station's local-music *Local 98* show, hosted by longtime KUPD employee Larry Mac, was pulled when it was decided that there wasn't enough quality music to keep it going. "Larry does another underground show where he plays deep tracks — *Red Radio Underground* — so we combined that and *Local 98* into one show," Jeffries says.

"We did a pay-for-play charity event at Christmas around local bands and raised a lot of money. There are some decent bands out there, and it was a good talent search for our upcoming festival."

Making Music A Top Priority

The KUPD audience was treated early on to the sounds of Godsmack, Disturbed and Staind. "We were there from single one, first album," says Jeffries. "There are probably more, but those are the ones that immediately come to mind."

Hearing the hits early requires that Jeffries stay in touch with the tastes of the audience. "The most important thing for me is to not get too far away from the product and the music," he says. "A lot of programmers get nailed with quarterly reports, monthly reports, anything and everything for corporate and meetings.

"You have to make a concerted effort; you can't be passive about knowing the music. You have to set aside time in the week to listen to music. If I don't make time to listen and really spend time with it, I can go three or four weeks without hearing music.

"Then I find myself in the music meeting with MD Larry McFeelie — who, thank God, listens to music all

the time — and he's saying, 'But we listened to that record two or three weeks ago.' I won't remember it, and we'll have to play it again. That becomes a common occurrence unless you really sit down and make the time.

"And it certainly doesn't hurt to have a young MD. Larry is a great Music Director. He does a good job of bringing the good stuff to the table, but at the same time we listen

"If you have a lot of holes in your playlist that you need to fill, you can't wait for that on-air add date."

to it all. You've got to hear it and feel the trends coming."

2003 has been a turning point for Jeffries and McFeelie. "At the beginning of the year Larry said, 'J., this is the year we're going to be the nice station.' I said, 'Larry, what's gotten into you? What's wrong?' He answered, 'I've always been nice, J. You're not.'

"We got into this long philosophical discussion that lasted about three days, in which I explained that I'm not mean, I'm just doing what's right for the radio station. It has nothing to do with personal gain, because I don't get anything out of it. In fact, I make enemies for it. But I absolutely, positively, 100% believe that what is right for KUPD is what we should do.

"Larry is the good cop, and he cracks the whip every once in a while and says, 'J., that wasn't nice. Call them back, damn it.' We're Oscar and Felix."

Jeffries concludes with the artist that he's personally cheering for this quarter: "Cold. They've worked hard. I sat down with Ron Cerrito and heard most of the album. They got the mix right. They brought the vocals out, and the mix is clearer. They have a good record, a good work ethic, and it would be great to see them make it."



fore have now stepped up in a big way on behalf of KUPD, whether it's been keeping a band off an Edge show or giving KUPD the presents on an artist who would have been neutral a couple of years ago. We're feeling the love again. Warner, Reprise, Atlantic and Universal, in particular, have stepped up. Some labels still largely favor Alternative, but the biggies are coming around."



LEADERS OF BIG RED KUPD/Phoenix MD Larry McFeelie (l) and PD JJ Jeffries embrace in front of one of the station's urban assault vehicles.



GOOD COP, BAD COP KUPD/Phoenix MD Larry McFeelie (l) pitches new tunes to PD JJ Jeffries.

A.F.I. "Girl's Not Grey"

R&R ALTERNATIVE: **13**

R&R ACTIVE ROCK: **36**

BDS MODERN ROCK: 13*- 8*

BDS ACTIVE ROCK: 38*- 36*

TOTAL AUDIENCE OVER 13.5 MILLION!

NEW THIS WEEK:

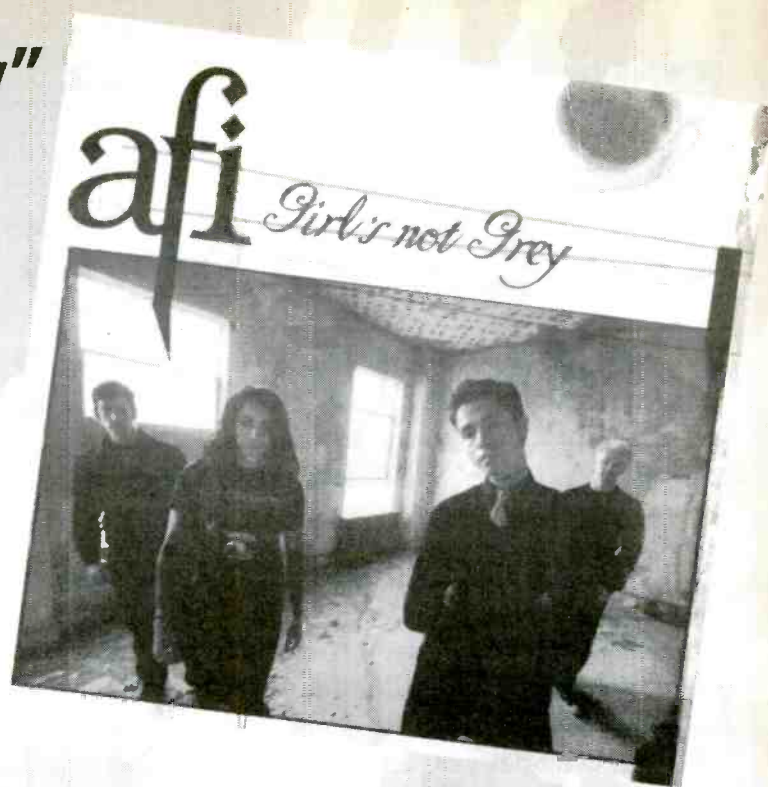
KEGL, WLRS, KATT, WPLA, WLZX, WRBR

PHONES AT:

KROQ, LIVE 105, KXXR, WFNX, KXTE,
KEDJ, WBRU, WEDG and many more...



The following contains a breaking new artist you'll need to know on a first name basis. May prove unsuitable for unadventurous viewers.

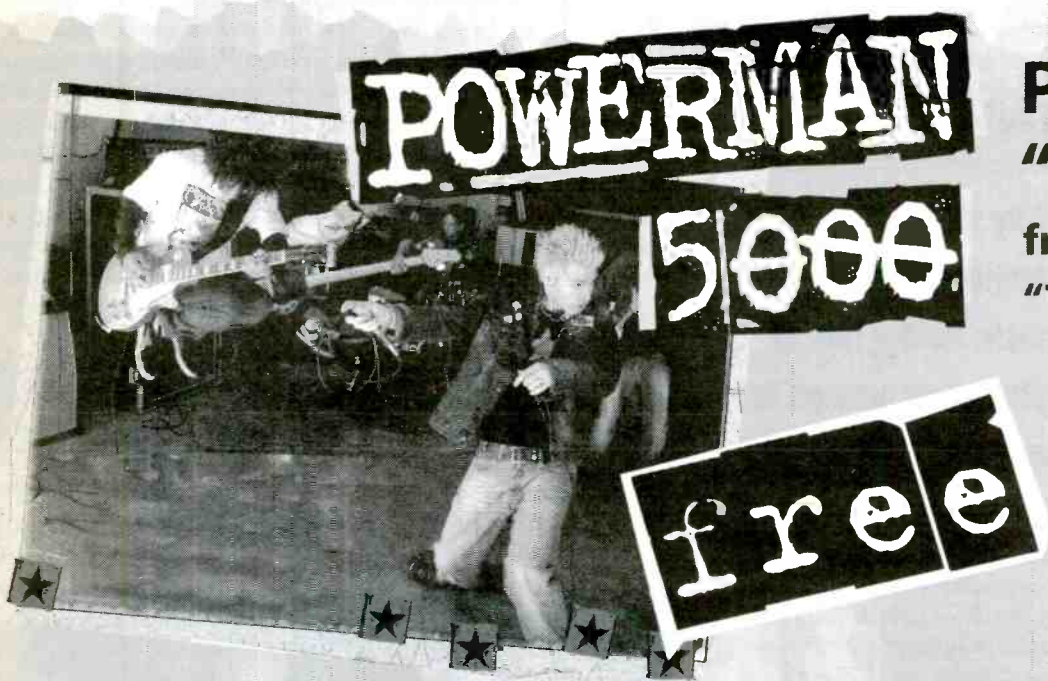


SING THE SORROW IN STORES NOW!
OVER 140,000 SOLD IN 2 WEEKS!

HEADLINE CLUB TOUR
SELLING OUT ALL OVER AMERICA!

PRODUCED BY JERRY FINN AND BUTCH VIG • MIXED BY JERRY FINN

Management: Gas ©2003 SKG Music L.L.C. A&R: LUKE WOOD www.afireinside.net



POWERMAN 5000

"Free"

from the forthcoming DreamWorks album
"TRANSFORM"

**MOST ADDED AT
ACTIVE ROCK AND
ALTERNATIVE RADIO!**

OUT OF THE BOX!

WRIF(11x), KXTE(24x), KBPI(22x), KXXR(13x),
KROX(14x), WNOR(24x), WHJY(12x), WEDG(14x),
WAAF, WZZN, KEGL, WZTA, KTBZ, KUPD, WLZR,
WJRR, WCCC, WIIL, KFNK, KISW, WXTB, WXDX, WPBZ,
KBER, KUFO, WBUZ, WRXL, WKRL, WJJO, KRQC, WJXQ,
WNVE, KMBY, WQBK, KFMA and many, many more...

R&R ACTIVE ROCK: DEBUT **37**

BDS ACTIVE ROCK: DEBUT 40*

ON TOUR WITH STONE SOUR IN APRIL AND MAY

TRANSFORM IN STORES MAY 20TH



www.powerman5000.com www.dreamworksrecords.com
Produced by Joe Barresi & Powerman 5000
Mixed by Chris Lord-Alge Management: The Firm A&R: Ron Handler

High Rotations Critical For Success

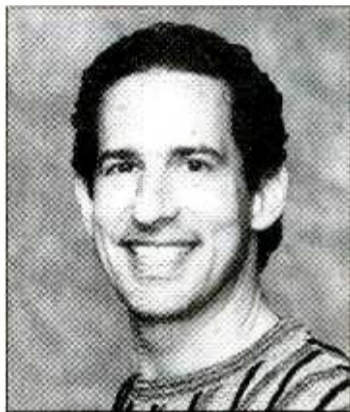
Kojan admits: 'It's not the size; it's the frequency'

D Harvey Kojan has been at the helm of Saga Active Rocker WNOR (FM99)/Norfolk for 10 years. In 1999 'NOR celebrated its 30th birthday, but rather than brag about being older than most of its audience, the station promoted its birthday and frequency in tandem with the calendar year and made it "The Year of '99."

WNOR made a conscious effort to divide and conquer the market after Saga acquired WAFX (The Fox). The Fox covered the Classic Rock and Oldies angles, and FM99 took charge of the younger men in the market with a strong new-music position. Many industry executives hail WNOR for its proactive musical stance.

"It's gratifying that WNOR has earned a reputation for helping promote and break new bands," Kojan says. "We've actually been a pretty aggressive Active Rocker for several years, but it took some time for word to get around and perceptions to change.

"The most obvious result is that labels are now far more likely to use



Harvey Kojan

rotations. It's about having the balls to play a song by an unknown band several hundred times, but it's also about ratings. Too often stations are praised for being musically aggressive when their ratings blow. That's not leadership; that's foolishness. You've got to do what's right based on the competitive situation.

"It's also about not always following the label game plan, particularly with regard to followup tracks. The No. 1 mistake stations have made the past couple of years is to put songs into recurrent too early simply because the label is pushing a followup. When you've identified a true hit, you need to maximize it."

One thing that can trigger an argument between a programmer and a promotion exec is when a label tries to get a station to add a song in a certain week because of the label's marketing plans. Kojan, however, tries to adhere to labels' add timetables whenever possible. "Frankly, it's pretty easy to do so," he says. "Several years ago we created an overnight-only category, which provides flexibility.

"We've always been completely upfront with the labels about the process. They know most songs start in overnights, and they're perfectly OK with that. It sure beats the 'paper add' bullshit that used to go on before monitoring. At least now when you see a station add a song, you know it's being played.

"Still, with so many stations using overnights like that, the add itself has been devalued. It's all about rotations, which is as it should be.

Any station considered a new-music leader has to spin songs enough to be heard."

Early Adds

One of the hallmarks of being a new-music leader is adding a record early. When does that happen at 'NOR? "When a particular song grabs us, we won't hesitate to add it, even if it's before the official add date," says Kojan. "Many labels used to discourage that, but these days there seems to be far less emphasis on playing the Most Added game. In fact, we're often specifically asked to add something early to help a label make a statement."

The other end of the spectrum deals with records that a new-music leader won't add. "An overnight-only add is pretty risk-free, so if we refuse to add a song at all, it's either because the song is completely incompatible or somebody really pissed us off," Kojan says.

"We have good relationships with just about everybody, so the latter rarely occurs. There are times of particularly heavy traffic where we just don't have room on the playlist, but eventually we can accommodate most add requests."

"Any station considered a new-music leader has to spin songs enough to be heard."

Local unsigned artists are not likely to get a chance on WNOR, however. "We don't have a local music show, and I've been reticent to start one up," Kojan says. "There's not enough quality material, and who, aside from the local musicians themselves, wants to hear it?"

"However, with the technology available, there's so much more material accessible now than ever before, so I'm strongly considering it, if for no other reason than image."

Kojan recalls some of the baby bands that FM99 played early that went on to greatness. "Creed, Incubus and Papa Roach come immediately to mind. Chevelle and Mudvayne are more recent examples of bands we championed who seem poised to take the next step."

Conversely, Kojan dryly notes

WNOR's Top 20

Here are the top 20 current songs, excluding recurrences, played at WNOR for the airplay week of March 16-22.

Plays ARTIST Title

32	LINKIN PARK	Somewhere I Belong
31	EVANESCENCE	Bring Me To Life
30	MUDVAYNE	Not Falling
30	DISTURBED	Prayer
29	TRAPT	Headstrong
22	POWERMAN 5000	Free
22	AUDIOSLAVE	Like A Stone
20	GODSMACK	Straight Out Of Line
20	SALIVA	Rest In Pieces
20	(HED) PLANET EARTH	Blackout
19	TAPROOT	Poem
18	SOCIALBURN	Down
18	FOO FIGHTERS	Times Like These
18	CHEVELLE	Send The Pain Below
16	STONE SOUR	Inhale
15	DISTURBED	Remember
14	BREAKING BENJAMIN	Skin
13	3 DOORS DOWN	When I'm Gone
13	PACIFIER	Bullitproof
12	THEORY OF A DEADMAN	Make Up Your Mind

that the baby bands the station played early that went nowhere are "too numerous to mention."

Freedom And Autonomy

We all age beyond the demo. What does Kojan do to stay in touch with the tastes of his audience? "I've been out of the demo for so long, there's no hope," he jokes. "Luckily, I have access to a tremendous amount of research, and Jacobs Media does a tremendous job of providing me with timely information and insight. Most important, I get at least one new tattoo or piercing every quarter."

Despite many of the negatives in radio today, Kojan is not concerned about becoming jaded. "That's not an issue," he says. "I just celebrated my 10th anniversary at WNOR, and I still enjoy coming to work every day.

"I've heard and read the horror

stories of many of my peers, but I'm lucky enough to work for the best company in the biz and a truly outstanding GM [Dave Paulus]. I have tremendous freedom and autonomy. Each day is an adventure."

Kojan concludes with the artist he is personally cheering for this quarter. "Evanescence, because we took a big leap of faith and put it right into heavy," he says. "We never do that with a new artist, and it understandably caused several of our peers to question our sanity, especially given this particular song. I mean, a female singer on an Active Rock station? Blasphemy!"

"But the first batch of research just arrived, and 'Bring Me to Life' debuted at No. 3 overall and No. 1 with WNOR P1s. And we don't even test women. So it looks like we got one right for a change."



SPECIAL SELECT Industry luminaries gathered recently to celebrate PD Harvey Kojan's 10th anniversary at WNOR — or was it just an excuse to consume gallons of liquid grapes? Pictured here are (front, l-r) Columbia's Joe Guzik, Kojan, DreamWorks' Mike Basham, Wind-up's TJ Bryan, (back, l-r) DreamWorks' Jeff Gillis, WNOR's Tim Parker, RCA's Bill Burrs and Jared Siegel and Atlantic's Mark Fritzsche.

FM 99 WNOR

our call letters and personal quotes in their marketing campaigns. Plus, we get invited to participate in articles like this!"

The Game Plan

Kojan defines what it means to be a new-music leader: "It's not the size; it's the frequency. It's not about having the longest playlist; it's about

"It's not about having the longest playlist; it's about rotations. It's about having the balls to play a song by an unknown band several hundred times, but it's also about ratings."

smile empty soul

bottom of a bottle

Produced by John Lewis Parker

***Impacting
3/31!***

***The first single from their debut album
In Stores May 27th***

On Tour with Seether & Trapt in May!

www.smileemptysoul.com



Moir Borman Entertainment: Steve Moir, Gary Borman & Leslie Gerard

© 2003 Lava Records LLC for the United States and WEA International for the world outside the United States

THE FALL of Bob & Tom

#1 or #2 in 70 Markets Across America

STATION/MARKET	ARBITRON BOOK	MEN 25-54 SHARE	RANK
KSHE/St. Louis	Fall '02	13.4	#1
WOFX/Cincinnati	Fall '02	12.5	#1
KBER/Salt Lake City	Fall '02	10.3	#1
WFBQ/Indianapolis	Fall '02	28.8	#1
WBUZ/Nashville	Fall '02	12.3	#1
WKGR/West Palm Beach	Fall '02	11.5	#1
WQMF/Louisville	Fall '02	12.3	#2
WTUE/Dayton	Fall '02	21	#1
WARO/Ft. Myers	Fall '02	12.7	#2
KJFX/Fresno	Fall '02	12.6	#1
WIOT/Toledo	Fall '02	14.5	#1
KHKK/Stockton	Fall '02	14.6	#1
WRFQ/Charleston, SC	Fall '02	9.9	#2
WKQQ/Lexington	Fall '02	14.8	#1
WFWI/Ft. Wayne	Fall '02	14.2	#1
WNCD/Youngstown	Fall '02	17	#1t
WJXQ/Lansing	Fall '02	21.6	#1
KKGL/Boise	Fall '02	12	#1
KHKK/Modesto	Fall '02	23	#1
WILZ-WYLZ/Saginaw	Fall '02	14.1	#1
KIOC/Beaumont	Fall '02	16	#1
WOZZ/Appleton	Fall '02	27.2	#1
WMGM/Atlantic City	Fall '02	13.1	#1
WGLO/Peoria	Fall '02	27.3	#1
KXUS/Springfield	Fall '02	16.2	#1
KFLY/Eugene	Fall '02	12.8	#1t
WXRX/Rockford	Fall '02	22	#1
WGBF/Evansville	Fall '02	12.8	#2
WOUR/Utica-Rome	Fall '02	12.6	#2
WQHZ/Erie	Fall '02	21.8	#1
WRBR/South Bend	Fall '02	18.2	#1
KTGL/Lincoln	Fall '02	12.6	#1
WKLC/Charleston, WV	Fall '02	21.2	#1
KFMX/Lubbock	Fall '02	15.7	#1
WFAT/Kalamazoo	Fall '02	13.9	#2
WQKK/Johnstown	Fall '02	18.5	#1
KFZX/Odessa	Fall '02	26.3	#1
WOZZ/Green Bay	Fall '02	13.4	#1
WGFM-WGFN/NW Michigan	Fall '02	25.6	#1
KZRK/Amarillo	Fall '02	18.1	#1
KFMF/Chico	Fall '02	17.1	#1
WWVR/Terre Haute	Fall '02	26.3	#1
KRBR/Duluth	Fall '02	20	#1
WZZP/Clarksville	Fall '02	14.5	#2
WCVS/Springfield	Fall '02	9.7	#2t
KDFO/Bakersfield	Fall '02	9	#1
WIBA/Madison	Fall '02	16.5	#1
KKRQ/Cedar Rapids	Fall '02	20.9	#1



WHAT ARE YOU WAITING FOR?

KTHK/Tri-Cities	Fall '02	16.2	#1
KRZZ/Wichita	Fall '02	12.4	#2
KBOY/Medford	Fall '02	16.9	#1
WNGZ/Elmira Corning	Fall '02	9.9	#1
WGKC/Champaign	Fall '02	20	#1
KZMZ/Alexandria	Fall '02	19.1	#1
KRRX/Redding	Fall '02	16.5	#2
KRCH/Rochester	Fall '02	20.3	#1
KXGE/Dubuque	Fall '02	21.4	#1
WSHP/Lafayette	Fall '02	23.2	#1
KCRR/Waterloo	Fall '02	23.6	#1
WZRX/Lima	Fall '02	15.3	#1
WHBR/Parkersburg	Fall '02	28.9	#1
WMEQ/Eau Claire	Fall '02	16.7	#1
KCMQ/Columbia	Fall '02	22.9	#1
KMHK/Billings	Fall '02	14.5	#2
WCXR/WZXR/Williamsport	Fall '02	15.7	#2
KXLP/Mankato	Fall '02	12.3	#2
KFXS/Rapid City	Fall '02	25	#1
WOTT/Watertown	Fall '02	29.8	#1
KBYZ/Bismarck	Fall '02	25	#1
KLKK/Mason City	Fall '02	18.9	#1



Mornings

Source: Arbitron Fall '02, Men 25-54, AQH Share, Exact Times

PREMIERE
RADIO NETWORKS

Call 317.972.7395

Zeal For Solid Rock Sets WJJO Apart

Loud and hard typify the tempo

At 6 years old, WJJO/Madison is a toddler in the industry, but from the get-go it earned a respected position as a new-music leader with its wholehearted willingness to embrace new artists, giving the most aggressive music high rotation on its playlist. Located in a thriving college town, 'JJO caters to the 18-34 male demographic and, after a fierce battle, drove Alternative competitor WMAD out of the format.

Randy Hawke won the programming reins to the station a year ago, when OM Glen Gardner was promoted within Midwest Family and moved to Springfield, IL as GM of the company's station cluster there. Asst. PD/MD Blake Patton has also been on board since the station's inception and is a die-hard fan of the music and the station.

Hawke explains that the goal for WJJO from the beginning was to be the new-music leader and the concert leader. "Prior to me getting here,

for what the music industry needs to do to solve their problems, but holding us down with them isn't necessarily good for us.

"Some of their marketing strategies, such as releasing music to AOL before us, is something that I really don't care to go along with. I understand it's an issue with the bands too. I don't want to make enemies with the bands by putting their songs on too soon, but if there are marketing plans for AOL or MTV.com, or if the fan clubs have it, then it's part of our job, as the new-music leader, to have it too.

"We can't say we're the new-music leader after these other five sources get it. Labels asking us to hold off would be the equivalent of if, when electricity was invented, the candle makers said, 'No, that's bad. Candles are good; it's just a fad. Stay here with us.' It's getting to be something that I want to cooperate with less and less.

"But it is a double-edged sword. Sometimes I miss the setup days. Letting us know in advance, doing setup, etc., are important. Some labels are making bands more important on their second album than they may really be by dropping it from the sky. I know the other side is that they have to keep it close to the vest so it doesn't leak all over the world."

Tempo Is Critical

It's simple for a record to go on early at 'JJO. "If we like it, and Blake and I are both strong on it, we'll add it right away," Hawke says. "Another reason is if our audience demands it. We were playing 'Driven' by Seether five or six weeks before they went for adds, and I had forgotten we were so early until I saw your Going for Adds e-mail.

"But they've played two completely sold-out club shows here. The first song was huge, and we were in front on that one, so we got ahead of the radio marketing plan. When we were ready for the next single, Wind-up, fortunately, already knew which track was next,

but we're still ahead of the national game."

Hawke tells why he is most likely to stay off a record: "Obviously, if a band was playing a competitor's Christmas party, I wouldn't play them — unless the audience demanded it. I won't intentionally deprive my audience of something they want to hear, because they'll go somewhere else to get it.



Randy Hawke

"And tempo will definitely keep me off a record. We didn't play 'Hero' because we already had too many slow records working and we just couldn't put on another ballad 30 times a week — it would change the tempo of the station completely.

"Right now, Unloco and the new Saliva are slower songs for us. If we're moving out Disturbed and Mudvayne, we can't add Default and Theory Of A Deadman. We have our big stars whom we want to be present at all times. There have to be marquee names, and 'JJO's marquee names don't necessarily go along with the rest of the country's. We need to make sure we have a Korn or Mudvayne or Disturbed anchoring the station."

Local Flavor

Local artists get a helping hand from 'JJO too. "We do as much as we can with local bands," Hawke says. "One of the bands on the Amp Music Circuit, Hum Machine, is from here. We always put a local band in

the opening slot of our shows or festivals. We put out a local-band CD once a year; we have a local-music show.

"Currently, we don't have any local bands in rotation, but we do give the local bands attention based on their merit and draw. Three or four bands in the city draw very well, but they haven't necessarily come up with that song or put it on a CD with the sound they want. If they did, we'd play it."

In terms of taking the lead with new acts, Hawke says, "WJJO was a leader with Disturbed and has always been a champion of that band. We really hang our hats on that around here — the same with Sevendust. We've been a nationwide leader on a lot of up-and-coming bands. Some, like Non-point, still sell out shows here. Their CDs sell here; their music tests amazing here. They haven't crossed that line elsewhere, but they're big here, so we're still there for them."

The flip side to being aggressive with music is that there are many projects that don't happen. "Some of the bands aren't together or aren't on a label anymore," Hawke says. "We were on Headstrong early. We hit both singles, and they did great for us. By the time the show came around, they weren't on the label anymore, but they still played the free show for us. Billy Burrs had a lot to do with making that happen, and they were awesome.

"We hope they'll get a chance with another label, because their songs work for us and the audience loves them. They played Taste of Madison, where we had 10 bands in two days, and they were one of the most talked-about bands of that event."

Observe And Question

Hawke credits Patton with helping him keep in touch with the demo. "I'm lucky, because Blake is better at staying in touch with the audience than anybody," he says. "One of his points of pride is that he's only missed two shows since 'JJO has been in the format. That's what it's about. You have to have your eyes and ears open. When you're at a show, look at what makes the people move. Walk closer to the stage. If it's one of those club shows with several bands, what caught their attention suddenly?"

"Taste of Madison is the perfect place to do that. In the middle of the day, when you've only got 400 people around the stage, what causes everybody to stop what they are doing and look at the stage? That tells me they're reacting."

Observation is only one part of the equation though. "You have to ask questions too," Hawke says. "I was at the Unloco show recently and asked a couple of guys I see at a lot of our shows about AFI, because I'm

"You have to have your eyes and ears open. When you're at a show, look at what makes the people move. Walk closer to the stage."

trying to figure out the street buzz on them. They immediately yelled, 'Love them! They're the best!'

"A girl I know works at Hot Topic, a clothing store, so I asked her if they have AFI stuff there, and she says, 'Oh, God, yes!' The stores near campus sell to this demo, so I pay attention to what's going on there, what sells and what people react to."

Not Jaded

Hawke is glad to be working for the Midwest Family group. "It'd be very hard for me to become jaded about radio, because I'm in a situation that's unlike the industry overall," he says. "I don't work for a giant Wall Street company; I work for a good company based in Madison. They allow me to do what they hired me to do, and they give me the tools to do it. That's why I came here."

He concludes by sharing which artist he's cheering on for this quarter: "(Hed) Planet Earth have an amazing live show and have been poised to take over the planet earth for years. I have been watching and waiting. I think this is finally the song and CD that bring everything together."



Glen and Blake's concentration on those positions and our continued concentration on them is what we credit for eliminating WMAD," he says. "We did that by picking our battles, then fighting to win."

Fighting For Position

Hawke is frustrated with labels that insist on keeping him off records while leaking them to other media. "When listeners are calling and asking if you want to hear the new Godsmack, for example, it starts to make us seem irrelevant," he says. "I don't have the answers

"Some of the record industry's marketing strategies, such as releasing music to AOL before us, is something that I really don't care to go along with."



Amalgamation Of Listeners Defines KISS

Hard and heavy is the musical heritage for this outlet with a Texas attitude

KISS has been rocking San Antonio since 1970. After the tactical error by Adams Broadcasting of moving the format to Oldies in 1990, KISS returned to rock 18 months later, when Rusk took over through an LMA. If you rebuild it they will come! Fifteen months, five days and nine hours after KISS's return, direct competitor KSAQ (96-Rock) left the format.

Over the last four years KISS has been on an extended run as a consistent ratings and revenue market leader, and it's clearly here to stay. OM Virgil Thompson helped bring KISS back to its glory as a hard rocker. He hired Kevin Vargas for nights in 1993, promoted him to Asst. PD in 1995, then to PD in 1997.

Vargas says that KISS's reputation as a new-music leader is a result of its objective. "The goal is to be San Antonio's Rock station," he explains. "To find the biggest and best songs and the favorite artists that San Antonio defines as San Antonio's rock 'n' roll. We're not necessarily worried about add dates; we're worried about getting the best music on to fulfill the expectations of the listeners as often as possible."

"The combination of heritage and history has created the ongoing expectation that KISS is going to give you what rocks, which appeals strongly to our heavily Hispanic population."

Great Expectations

Vargas says KISS will hit a record early when it's "the right sound that inspires instant reaction or an eagerly anticipated 'next' song from a core band."

If a song is not right for the radio station, Vargas won't add it. "The expectation is, 99.5 KISS rocks San Antonio," he says. "Songs of a slower nature, sometimes even the good cross-cume ones, don't necessarily

have a long shelf life. What works is a song that reaches out and grabs you. A lyrical hook, a memorable melody, driving guitars and a pumping rhythm — that's what the KISS audience likes."

Vargas cites Tool's "Schism," Godsmack's "Keep Away," Disturbed's "Stupify" and Chevelle's "The Red" as prime examples of listener favorites. "Active Rock is still all about the guitar," he says. "We want to hear a song that'll jump off the radio and inspire the listener to say, 'What was that?'"

"It's slightly subjective, but that's where the ears of our little internal panel come into play. We know S.A., and we know when our listeners are going to react. It's one of the intangible keys of the format. Good Active Rock stations know when something is going to work for them. That's what these new-music-leader stations do: They can feel when a song is going to make an emotional connection."

Texas Traxx, Mondays at midnight, is where local artists get their shot. "We consistently put local bands on our big and small events," says Vargas. "We also provide an on-air service Monday through Saturday called Critical Party Information, featuring twice nightly updates on where San Antonio rock and alternative bands are playing locally. It keeps them on the audience's radar."

But while Vargas has sent various projects off to labels, he says no one has seen the potential of San Antonio talent outside of Union Underground. He says, "San Antonio has had some excellent bands, like Lo-Key, Meek and, especially, Pit Bull Daycare, who've been on the cusp for a while but just haven't gotten their big break yet."

Loud Stuff Works

When it comes to early shots on baby bands, Vargas says, "We're right there with the usual suspects. Like most of the music leaders in Active Rock, we were banging Disturbed, Godsmack, Rob Zombie and White Zombie.

"Rammstein's 'Du Hast' was a

noisy song that jumped off the radio; it could not exist as background music. Epic will testify that we were the first station to put Korn in power rotation. We were out in front on Mudvayne and Slipknot. The loud stuff works for us.

"KISS was one of only a dozen or so stations playing Everclear's 'Heroin Girl,' but any song about pierced nipples, tattoos and Mexican brew works for us. By the end of that breakthrough album they were selling out our 5,500-capacity theater.



Kevin Vargas

"Also, from the first time I heard it, I knew Savatage had something special with 'Sarajevo 12/24.' We powered it that first Christmas, and it was an instant No. 1 phone record. Trans-Siberian Orchestra were already an institution here before they evolved into a national phenomenon.

"The combination of heritage and history has created the ongoing expectation that KISS is going to give you what rocks, which appeals strongly to our heavily Hispanic population. Pantera is one of our most valuable artists, especially to Southsiders — a community that is predominantly Hispanic. Ozzy is still an icon here. Hispanics have great loyalty. Once you are familia, it's for life."

Vargas tutors us on the ethnic makeup of the Lone Star State: "We have a strong service industry and large manual labor work force. There are significantly more assimilated Hispanics than Spanish-first-language Hispanics. We've got a lot of good ol' boy Texans, as well as a strong Germanic ancestry. Plus, there are the typical American melting-pot additions.

"Thrown together, they all have one thing in common: San Antonio digs noise. Texans tend to be boisterous, with a 'bigger and better' attitude, and it's reflected in their musical tastes."

Evolve Or Die

There's also a huge loyalty factor in the market. "That's one reason why KISS has been able to survive as a Rock station since 1970," Vargas says. "Plus, we've elected not to age with the demo, but rather to help keep the demo young and hip. As Virgil always says, 'You're getting better or you're getting worse.' It's 'evolve or die' as a radio station."

Time marches on, but programmers have to keep in touch with their audience. Vargas says it's important to keep an open mind and read everything. "I'm constantly picking up new magazines that are targeted younger," he says. "Get out of your own little world and your own peer group. A key for any good radio talent is to have to have natural curiosity. You have to have an awareness of both hard news and pop culture."

Keeping in touch also gives Vargas a continually fresh perspective on radio. "I hang out with real people and pay attention to them," he says. "We do an Icehouse Tour as part of our Weekend-Starter party series. I'll gladly go out to a little mom-and-pop bar on the south side or west end, places that can't often afford traditional advertising. It's where blue-collar people go after a hard day's work. It's a familia bar. They'll tell you what they like and what they don't like.

"Same with going to concerts: Talk to people; find out what they want. If you're in a record store or bookstore and they're holding something featuring your product, introduce yourself and ask what they like and why they're into it."

Deep Impact

Vargas explains how bands can

impact him. "I always cheer for bands that are cool and cooperative," he says. "When you meet a band that honestly and sincerely

appreciates your support, you really want to champion their cause and help them develop.

"I would love to see Trapt break through to the next level and not be just a one-song band. They have great, quality songs and very strong marketing from Warner Bros. 'Headstrong' was a great anthem for the Winter X Games.

"Any song about pierced nipples, tattoos and Mexican brew works for us."

"Everclear has meant a lot to this radio station, and I love 'Volvo Driving Soccer Mom.' It's a great song with a sense of humor that pokes fun at a part of San Antonio that our own audience pokes fun at: 'Where do all the porn stars go? They become Volvo driving soccer moms.' Plus, we walk that 'Active Alternative' line. Everclear is a band that's meant something to Rock, Alternative and Pop. It's a band worth reclaiming when it rocks, and this rocks.

"I also like AFI. They have slightly tweaked their sound without compromising anything, and the hook on 'Girl's Not Grey' stays with you."



ROCK AND GOLFSMACK Godsmack's Sully Erna, KISS/San Antonio listener Brian Moon and KISS PD Kevin Vargas teamed up to not win the 2002 KISS Dog Leg Golf Classic. Seen here (l-r) are Erna, Moon and Vargas.



(həd)
PLANET EARTH

BLACKOUT

R&R Active Rock: **20 - 19**

Monitor Active Rock: **20-19***

R&R Alternative: **30**

AMAZING SALES STORY!

Over 33,000 Albums Sold This Week

**Top 25 Debut on the Top 200!
The Highest Debut on the Chart!**

Currently co-headlining the Jagermeister Music Tour with Saliva

WXRK/NY
In Rotation this week!

- Massive Sales and Phones!
- Outstanding Early Callout with Huge Potential!
- Spectacular Live Show and Colossal Merch Sales!
- A Band your Audience can actually pick out of a Lineup!



BLACKOUT featured on new EA GAMES MVP BASEBALL 2003 in stores now

Rick Sales & Kristen Mulderig for Sanctuary Artist Management produced by Machine

AUDIOSLAVE
"Like A Stone"

R&R Rock: **2**
R&R Active Rock: **4**
Mainstream Rock Monitor: **2***
Active Rock Monitor: **3***

Certified Platinum!



Research based Power rotations:
KXXR, KISS, KUFO, KEGL, WAAF, WHJY, WIYY
Co-Headlining Lollapalooza this Summer!

MUDVAYNE
"Not Falling"

Active Rock Monitor: **7***
Mainstream Rock Monitor: **11***

Research based Power rotations:
KBPI, 93X, WXTB, WNOR, KRZR, KCAL, WBZX, KUFO
Top 10 Mediabase/Clear Channel research in all Active Rock cells!
Top 10 RateTheMusic.com reserach in all Rock cells!
Over 320,000 scanned to date!

On Linkin Park tour in April and Summer Sanitarium beginning July 4!



CHEVELLE
"Send The Pain Below"

R&R Rock: **12**
R&R Active Rock: **14**
Active Rock Monitor: **14***
Mainstream Rock Monitor: **14***

Following "The Red" in research already!
*KILO #3 with 76% familiarity and high passion scores!
Over 650,000 scanned to date!

On tour with Disturbed now and Main Stage Ozzfest this Summer!



CRANKIN'

MEDIUM

REVIS
"Caught In The Rain"

18 R&R Rock
22 R&R Active Rock
20* Mainstream Rock Monitor
22* Active Rock Monitor

New closeouts at
KISS, KILO, KRFR, KDJE

On over 80 Active and Mainstream Rock stations! 24 Majors!
Leading the pack:

WAAF 28x
WCCC 21x
WXQR 27x
KRQC 18x

KUPD 21x
WKLQ 28x
WRTT 24x
KPOI 25x

KQRC 21x
WGIR 18x
KZRO 26x
WRXR 25x

On tour with Evanescence in April!

March 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADOS
1	1	GODSMACK Straight Out Of Line (Republic/Universal)	1897	+77	160559	8	58/0
2	2	LINKIN PARK Somewhere I Belong (Warner Bros.)	1812	+16	155308	4	56/0
4	3	TRAPT Headstrong (Warner Bros.)	1601	+11	131145	24	55/0
5	4	AUDIOSLAVE Like A Stone (Interscope/Epic)	1596	+112	129976	11	57/1
3	5	SEETHER Fine Again (Wind-up)	1534	-70	129377	36	55/0
6	6	DISTURBED Remember (Reprise)	1491	+11	135534	17	57/0
7	7	MUDVAYNE Not Falling (Epic)	1358	-28	118259	24	58/0
11	8	SOCIALBURN Down (Elektra/EEG)	1164	-39	98696	18	57/0
13	9	FOO FIGHTERS Times Like These (Roswell/RCA)	1149	-5	102420	11	57/2
8	10	SALIVA Always (Island/IDJMG)	1130	-185	105275	26	58/0
12	11	CHEVELLE The Red (Epic)	1096	-87	86232	37	56/0
9	12	3 DOORS DOWN When I'm Gone (Republic/Universal)	1083	-154	96601	25	56/0
10	13	QUEENS OF THE STONE AGE No One Knows (Interscope)	1043	-169	85622	25	51/0
16	14	CHEVELLE Send The Pain Below (Epic)	939	+33	76773	10	54/0
14	15	DISTURBED Prayer (Reprise)	857	-61	80734	32	55/0
15	16	TAPROOT Poem (Velvet Hammer/Atlantic)	799	-110	74796	29	48/0
17	17	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	741	-36	56381	10	48/0
18	18	FOO FIGHTERS All My Life (Roswell/RCA)	729	-37	70453	28	48/0
20	19	(HED) PLANET EARTH Blackout (Volcano/Jive)	728	+22	61161	10	52/0
19	20	STONE SOUR Inhale (Roadrunner/IDJMG)	706	-13	56648	9	51/0
22	21	SALIVA Rest In Pieces (Island/IDJMG)	705	+102	57223	5	51/2
23	22	REVIS Caught In The Rain (Epic)	647	+75	49638	6	52/4
21	23	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	553	-62	43811	15	34/0
28	24	EVANESCENCE Bring Me To Life (Wind-up)	531	+101	31519	8	29/2
25	25	COLD Stupid Girl (Flip/Geffen/Interscope)	493	+12	47258	5	46/6
26	26	BLINDSIDE Sleepwalking (Elektra/EEG)	476	+4	37133	11	48/0
24	27	OLEANDER Hands Off The Wheel (Sanctuary/SRG)	476	-25	35260	10	36/0
27	28	BREAKING BENJAMIN Skin (Hollywood)	450	+11	33239	6	44/1
39	29	3 DOORS DOWN The Road I'm On (Republic/Universal)	426	+235	35772	3	44/13
33	30	SEETHER Driven Under (Wind-up)	385	+47	32421	8	41/3
30	31	FINCH What It Is To Burn (Drive-Thru/MCA)	378	+4	32006	10	32/0
35	32	TAPROOT Mine (Velvet Hammer/Atlantic)	376	+64	27883	3	44/4
29	33	STEREOMUD Breathing (Columbia)	375	-52	27569	13	33/0
32	34	PROJECT 86 Hollow Again (Atlantic)	340	-15	23493	10	33/0
34	35	UNLOCO Failure (Maverick/Reprise)	322	+5	21689	4	39/2
36	36	AFI Girl's Not Grey (DreamWorks)	283	+1	25371	7	30/3
48	37	POWERMAN 5000 Free (DreamWorks)	258	+143	22847	2	39/14
37	38	HOT ACTION COP Fever For The Flava (Lava)	251	+11	16058	5	19/0
38	39	DOUBLEDRIVE Imprint (Roadrunner/IDJMG)	250	+41	19760	3	28/3
31	40	OUTSPOKEN Farther (Lava)	222	-146	17327	13	27/0
45	41	GRADE 8 Brick By Brick (Lava)	189	+53	13941	2	20/3
43	42	FROM ZERO Sorry (Arista)	180	+31	12461	2	21/6
41	43	LIMP BIZKIT Just Drop Dead (Flip/Interscope)	155	-14	9445	5	2/0
Debut	44	SYSTEMATIC Leaving Only Scars (Elektra/EEG)	135	+73	12205	1	25/5
Debut	45	SHINEDOWN Fly From The Inside (Atlantic)	129	+81	15894	1	21/10
40	46	SYSTEM OF A DOWN Inner Vision (American/Columbia)	124	-47	10516	19	12/0
Debut	47	BLACK LABEL SOCIETY Stillborn (Spitfire)	114	+96	16951	1	19/15
47	48	DROWNING POOL FROB ZOMBIE The Man Without Fear (Wind-up)	111	-15	9699	7	4/0
Debut	49	MUSIC Take The Long Road And Walk It (Capitol)	106	+35	12244	1	12/1
Debut	50	PRESENCE Tonz Of Fun (Curb)	101	+74	6622	1	24/9

58 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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BLACK LABEL SOCIETY Stillborn (Spitfire)	15
POWERMAN 5000 Free (DreamWorks)	14
3 DOORS DOWN The Road I'm On (Republic/Universal)	13
SHINEDOWN Fly From The Inside (Atlantic)	10
PRESENCE Tonz Of Fun (Curb)	9
COLD Stupid Girl (Flip/Geffen/Interscope)	6
FROM ZERO Sorry (Arista)	6
SYSTEMATIC Leaving Only Scars (Elektra/EEG)	5
ACROMA Sun Rises Down (Republic/Universal)	5
REVIS Caught In The Rain (Epic)	4
TAPROOT Mine (Velvet Hammer/Atlantic)	4
SLUR Who I Am (Tarpit)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
3 DOORS DOWN The Road I'm On (Republic/Universal)	+235
POWERMAN 5000 Free (DreamWorks)	+143
AUDIOSLAVE Like A Stone (Interscope/Epic)	+112
SALIVA Rest In Pieces (Island/IDJMG)	+102
EVANESCENCE Bring Me To Life (Wind-up)	+101
BLACK LABEL SOCIETY Stillborn (Spitfire)	+96
SHINEDOWN Fly From The Inside (Atlantic)	+81
GODSMACK Straight Out Of Line (Republic/Universal)	+77
REVIS Caught In The Rain (Epic)	+75
PRESENCE Tonz Of Fun (Curb)	+74

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SYSTEM OF A DOWN Aerials (American/Columbia)	718
RA Do You Call My Name (Republic/Universal)	562
STONE SOUR Bother (Roadrunner/IDJMG)	519
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	481
STAIN'D For You (Flip/Elektra/EEG)	424
GODSMACK I Stand Alone (Republic/Universal)	410
SYSTEM OF A DOWN Toxicity (American/Columbia)	405
KORN Here To Stay (Immortal/Epic)	390
AUDIOSLAVE Cochise (Interscope/Epic)	377
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	376
NIRVANA You Know You're Right (Geffen/Interscope)	369
PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	362
NICKELBACK Never Again (Roadrunner/IDJMG)	361
TOOL Schism (Volcano)	352
DISTURBED Down With The Sickness (Giant/Reprise)	323
P.O.D. Youth Of The Nation (Atlantic)	320
KORN Thoughtless (Immortal/Epic)	317
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	312
P.O.D. Alive (Atlantic)	299
DROWNING POOL Bodies (Wind-up)	295

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

ZAKK WYLDE'S BLACK LABEL SOCIETY

"STILLBORN"

Featuring Special Guest Vocalist:

From the New album
"THE BLESSED HELLRIDE"

BLACK LABEL SOCIETY



THE BLESSED HELLRIDE

#1 Most Added Mainstream Rock!
#1 Most Added Active Rock!
R&R Active Rock Debut 47

New This Week:

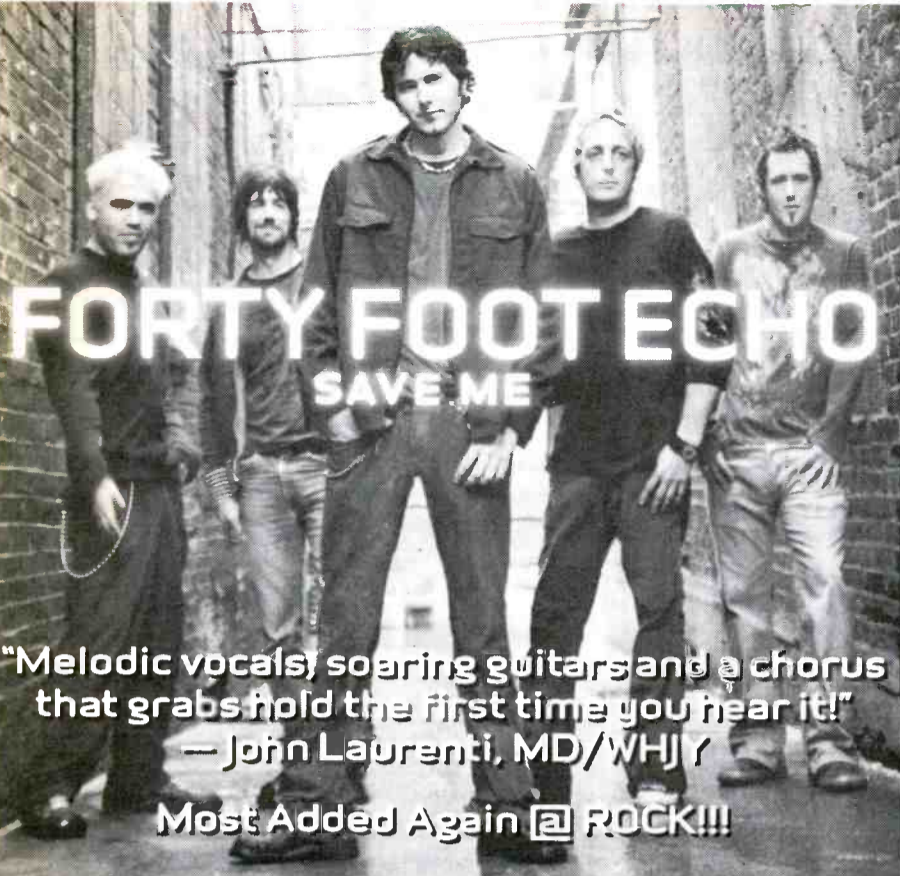
WRIF WNOR KOMP WTPT WKLQ
WLZX WXQR KRAB KILO WJJO
WJXQ WWBN WKQZ WCPR KORB

Already On:
WAAF KXXR KQRC WCC

GUITAR

2003 Readers Poll
Most Valuable Player

Contact: Smitty 212-354-1101
www.spitfirerecords.com



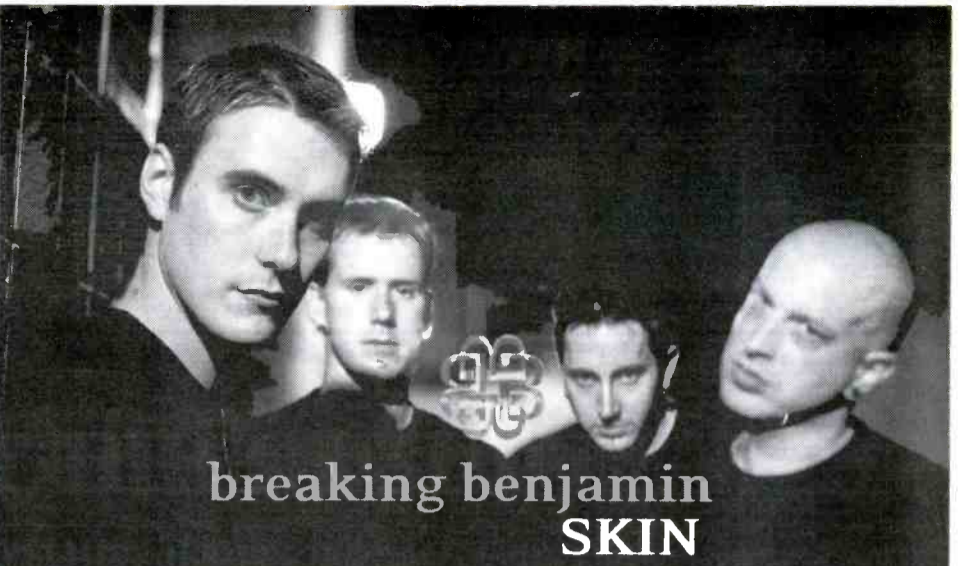
"Melodic vocals, soaring guitars and a chorus that grabs hold the first time you hear it!"
 — John Laurenti, MD/WHYY

Most Added Again @ ROCK!!!

Huge 2nd week: WMMR, KQRC, WHYY, KLBJ
 WROV, WNCD, WHEB

On: KLOL, WCCC, WCMF, WTPT, KFRQ, WQBK
 KMOD, WZZO, WYBB, WRIT, WJJO, WDHA
 KTUX, WCPR, KIOC, WKKB, WIL, WGIR

www.flashtracking.com/ffe
 PRODUCED BY JIM WIRT MIXED BY TOM LORG-ALBE HOLLYWOOD RECORDS
 MANAGEMENT: BOYLE ENTERTAINMENT & IN DE GOOT ENTERTAINMENT



On Tour with GODSMACK Beginning 5/1!!!

Top 10 Call-out KPNT!!!
 Mediabase Active Rock: 27*
 Close out: KQRC, KMOD, KZRQ!!

Majors: WRIF, WAAF, WMMR, KIOZ,
 KUPD, KXXR, KISS, WIYY, WXTB
 KBPI, WMMS, WEBN, WNOR, WCCC,
 WBZX, WNVE

Over 150,000 sold!!!
 JAGERMERISTER tour with SALIVA & (HED) PE !!

www.hyfntrack.com/breakingbenjamin/hollywoodrecords
 www.breakingbenjamin.com
 Produced and Engineered by Ulrich Wild. Mixed by Chris Lord-Alge
 Management: Larry Mazer/Tamra Feldman for Entertainment Services Unlimited ©2003 HOLLYWOODRECORDS.COM

HOLLYWOOD RECORDS

WHAT DO YOU
 NEED...
 A LEASH?!?

➔ **COLD "Stupid Girl"**

ACTIVE BDS 25-23*
 ACTIVE R+R 30-25*
 MODERN BDS 40-33*
 MAIN BDS 27-23*

OVER 130 TOTAL STATIONS!!

REQUESTING #1 PHONES @ KILO, KRQC,
 #3 PHONES @ WYSP, TOP 5 PHONES @ WCCC,
 WJJO, WNOR, WQBK, WGIR, WURL, WXDX, TOP 10
 PHONES @ WEDG, WXEG, WKRL

ADDED TO MTV'S ROCK SHOW
 "Year Of The Spider" IN STORES MAY 13TH
 HEADLINE TOUR STARTS APRIL 13TH • SUPPORTIN STAINED MAY 26TH

➔ **QOTSA "Go With The Flow"**

IMPACTING APRIL 8TH

ROCK -17 EARLY ADDS: KXXR, WMMR, WCCC, WGIR,
 KRQR, WHEB, WDHA, KORB, WRRX, KRTQ, WNOR
 MODERN- 30 EARLY ADDS

625,300+ SOLD CERTIFIED GOLD!

BREAK THROUGH ON MTV!!

TOURING WITH RHCPC MAY 1-20TH • LOLLAPALOOZA IN SUMMER



SASHA
 "The Promo Dog"





**America's Best Testing Active Rock Songs 12+
 For The Week Ending 3/28/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
DISTURBED Remember (Reprise)	4.23	4.22	92%	16%	4.25	95%	17%
DISTURBED Prayer (Reprise)	4.17	4.18	96%	29%	4.14	99%	33%
EVANESCENCE Bring Me To Life (Wind-up)	4.12		68%	11%	4.13	72%	11%
MUDVAYNE Not Falling Epic (4.11)	4.13	86.00	19%	4.11	91.00	19%	5
GODSMACK Straight Out Of Line (Republic/Universal)	4.06	4.01	89%	13%	4.13	94%	11%
AUDIOSLAVE Like A Stone (Interscope/Epic)	4.03	3.97	90%	17%	4.14	96%	18%
CHEVELLE The Red (Epic)	4.01	4.06	94%	40%	3.99	97%	44%
TRAPT Headstrong (Warner Bros.)	4.01	4.10	87%	19%	3.99	89%	21%
CHEVELLE Send The Pain Below (Epic)	4.00	4.02	77%	10%	3.96	82%	13%
STONE SOUR Inhale (Roadrunner/IDJMG)	3.98	4.04	70%	9%	3.92	76%	12%
SEETHER Fine Again (Wind-up)	3.93	4.04	90%	28%	3.89	92%	32%
RA Do You Call My Name (Republic/Universal)	3.93	3.99	71%	18%	3.98	73%	20%
SOCIAL BURN Down (Elektra/EEG)	3.91	3.89	78%	15%	3.83	79%	19%
SALIVA Always (Island/IDJMG)	3.89	3.92	96%	40%	3.76	98%	47%
LINKIN PARK Somewhere I Belong (Warner Bros.)	3.86	3.92	92%	18%	3.81	95%	19%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.83	3.79	99%	41%	3.78	100%	45%
STEREOMUD Breathing (Columbia)	3.79	3.96	53%	8%	3.76	55%	9%
FOO FIGHTERS All My Life (Roswell/RCA)	3.78	3.80	95%	40%	3.86	97%	40%
BLINDSIDE Sleepwalking (Elektra/EEG)	3.77	3.73	43%	6%	3.74	47%	7%
(HED) PLANET EARTH Blackout (Volcano/Jive)	3.71	3.62	62%	9%	3.60	67%	11%
SALIVA Rest In Pieces (Island/IDJMG)	3.70	3.77	68%	12%	3.57	70%	14%
QUEENS OF THE STONE AGE No One Knows (Interscope)	3.68	3.70	94%	41%	3.86	97%	39%
BREAKING BENJAMIN Skin (Hollywood)	3.68	3.74	45%	6%	3.64	48%	7%
FOO FIGHTERS Times Like These (Roswell/RCA)	3.66	3.59	90%	24%	3.73	93%	22%
OLEANDER Hands Off The Wheel (Sanctuary/SRC)	3.66	3.75	50%	9%	3.59	51%	8%
REVIS Caught In The Rain (Epic)	3.61	3.60	35%	5%	3.51	39%	7%
COLD Stupid Girl (Geffen/Interscope)	3.58	3.63	54%	9%	3.53	55%	10%
THEORY OF A DEAD MAN Make Up Your Mind (Roadrunner/IDJMG)	3.57	3.79	66%	16%	3.42	69%	19%
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	3.41	3.33	94%	39%	3.39	96%	39%

Total sample size is 543 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 407-523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

New & Active

- SUM 41** The Hell Song (Island/IDJMG)
Total Plays: 95, Total Stations: 11, Adds: 0
- STAGE I** Will Be Something (Maverick/WB)
Total Plays: 88, Total Stations: 8, Adds: 0
- SLUR** Who I Am (Tarpit)
Total Plays: 78, Total Stations: 11, Adds: 4
- QUEENS OF THE STONE AGE** Go With The Flow (Interscope)
Total Plays: 51, Total Stations: 6, Adds: 3
- FORTY FOOT ECHO** Save Me (Hollywood)
Total Plays: 29, Total Stations: 7, Adds: 1

Songs ranked by total plays

Indicator

Most Added*

- BLACK LABEL SOCIETY** Stillborn (Spitfire)
- POWERMAN 5000** Free (DreamWorks)
- PRESENCE** Tonz Of Fun (Curb)
- QUEENS OF THE STONE AGE** Go With The Flow (Interscope)
- 3 DOORS DOWN** The Road I'm On (Republic/Universal)
- ACROMA** Sun Rises Down (Republic/Universal)
- DISTURBED** Remember (Reprise)
- AFI** Girl's Not Grey (DreamWorks)
- SEETHER** Driven Under (Wind-up)
- EVANESCENCE** Bring Me To Life (Wind-up)
- BREAKING BENJAMIN** Skin (Hollywood)
- SYSTEMATIC** Leaving Only Scars (Elektra/EEG)
- STEREOMUD** Breathing (Columbia)
- FOO FIGHTERS** All My Life (Roswell/RCA)
- FROM ZERO** Sorry (Arista)
- SLUR** Who I Am (Tarpit)
- FORTY FOOT ECHO** Save Me (Hollywood)
- GRADE 8** Brick By Brick (Lava)
- CAVE IN** Anchor (RCA)
- RA** Rectifier (Republic/Universal)

Reporters

<p>WQBK/Albany, NY * PD/MD: Chli Walker SHINEDOWN "Inside" SLUR "Who"</p>	<p>KZRK/Amarillo, TX PD/MD: Eric Slayter 5 BLACK LABEL SOCIETY "Stillborn"</p>	<p>WMMW/Wyatt/Flagler-Creston Bay, WI * PD/MD: Guy Dark COLD "Girl"</p>	<p>WCHZ/Augusta, GA * OM: Harley Drew PD/MD: Chuck Williams 3 DOORS DOWN "Road" COLD "Girl" POWERMAN 5000 "Free"</p>	<p>KRAB/Bakersfield, CA * PD/MD: Danny Sparks 13 BLACK LABEL SOCIETY "Stillborn"</p>	<p>WIYY/Baltimore, MD * OM: Kerry Plackmeyer PD: Dave Hill AP/MD: Rob Heckman 1 SALIVA "Rest"</p>	<p>WAFB/Boston, MA * PD: Keith Hastings Interim MD: Mistress Carrie ACROMA "Down" CAVE IN "Anchor"</p>	<p>WRXR/Chattanooga, TN * PD: Bone MD: Dave Spain 1 POWERMAN 5000 "Free" EVANESCENCE "Live" SEETHER "Under" SHINEDOWN "Inside"</p>	<p>KRQR/Chico, CA PD/MD: Dain Sandoval 5 BLACK LABEL SOCIETY "Stillborn" PRESENCE "Fun"</p>	<p>WMMS/Cleveland, OH * PD: Jim Trapp MD: Slats 2 AUDIOSLAVE "Stone"</p>	<p>KILO/Colorado Springs, CO * PD: Ross Ford AP/MD: Matt Gentry 1 REVIS "Rise" BLACK LABEL SOCIETY "Stillborn"</p>	<p>WBZC/Columbus, OH * PD: Hal Fish AP/MD: Ronni Hunter 3 DOORS DOWN "Road" FROM ZERO "Sorry"</p>	<p>KEGL/Dallas-Ft. Worth, TX * PD: Max Dugan AP/MD: Chris Ryan MD: Cindy Scull 1 POWERMAN 5000 "Free" AFI "Grey" COLD "Girl"</p>	<p>KBPI/Denver-Boulder, CO * PD: Bob Richards AP/MD: Willie B. DOUBLEDRIVE "Impass" SEETHER "Under" SHINEDOWN "Inside"</p>	<p>KAZR/Des Moines, IA * PD: Sean Elliott MD: Jo Michaels 7 FROM ZERO "Sorry"</p>	<p>WRIF/Detroit, MI * OM/MD: Doug Podell AP/MD: Mark Pennington 23 FOO FIGHTERS "Times" 11 FROM ZERO "Sorry" 7 BLACK LABEL SOCIETY "Stillborn" DEF LEPPARD "Everyday" PRESENCE "Fun" SHINEDOWN "Inside"</p>	<p>WGBF/Evansville, IN PD: Fatboy AP/MD: Slick Nick QUEENS OF "Flow" SHINEDOWN "Inside"</p>	<p>WBBN/Flint, MI * OM/MD: Brian Boddow MD: Tony LaBrie BLACK LABEL SOCIETY "Stillborn"</p>	<p>KRZR/Fresno, CA * OM/MD: E. Curtis Johnson MD: Rick Roddam ACROMA "Down"</p>	<p>WRQC/Ft. Myers, FL * PD/MD: Fritz 2 DOORS DOWN "Road" GRADE 8 "Brick" SHINEDOWN "Inside"</p>	<p>WBYY/Ft. Wayne, IN * OM: Jim Fox 3 DOORS DOWN "Road"</p>	<p>WRUF/Gainesville-Ocala, FL * PD: Ryan North MD: Ryan North POWERMAN 5000 "Free" PRESENCE "Fun" SYSTEMATIC "Scars" TAPROOT "Mine"</p>	<p>WKLQ/Grand Rapids, MI * PD: Hunter Scott MD: Mark Feurie 1 BLACK LABEL SOCIETY "Stillborn" 1 3 DOORS DOWN "Road" PRESENCE "Fun" SEETHER "Under" SHINEDOWN "Inside"</p>	<p>WZOR/Green Bay, WI PD/MD: Roxanne Steele POWERMAN 5000 "Free" SEETHER "Under" SYSTEMATIC "Scars"</p>	<p>WXQR/Greenville, NC * PD: Brian Rickman AP/MD: Lu Valentino 10 BLACK LABEL SOCIETY "Stillborn" 5 ACROMA "Down" SHINEDOWN "Inside" SYSTEMATIC "Scars"</p>	<p>WTPR/Greenville, SC * PD: Mark Hendrix MD: Smack Taylor 10 FROM ZERO "Sorry" 1 BLACK LABEL SOCIETY "Stillborn" QUEENS OF "Flow" SHINEDOWN "Inside"</p>	<p>WOXA/Harrisburg, PA * PD: Claudine DeLorenzo MD: Suzi Bee No Adds</p>	<p>WCCC/Hartford, CT * PD: Michael Picozzi AP/MD: Mike Karolyi PRESENCE "Fun" SHINEDOWN "Inside"</p>	<p>KPOI/Honolulu, HI * PD: J.J. Michaels AP/MD: Fil Slash 1 SYSTEMATIC "Scars" SLUR "Who"</p>	<p>WAMX/Huntington, WV PD/MD: Paul Oskund 3 FROM ZERO "Sorry" 2 SEETHER "Under" 2 QUEENS OF "Flow" PRESENCE "Fun"</p>	<p>WRTT/Huntsville, AL * PD: Harry Guscott OM: Rob Harder PD/MD: Jimbo Wood AP/MD: Joe Kuner CAVE IN "Anchor" POWERMAN 5000 "Free"</p>	<p>KQRC/Kansas City, MO * OM/MD: Bob Edwards AP/MD: Don Jantzen 1 FROM ZERO "Sorry" BREAKING BENJAMIN "Skin" FORTY FOOT ECHO "Save" UNLEASH "Feature"</p>	<p>KLFX/Killeen-Temple, TX PD/MD: Bob Fonda No Adds</p>	<p>WJXQ/Lansing, MI * OM: Bob Olson MD: Kevin Conrad 1 BLACK LABEL SOCIETY "Stillborn" 2 POWERMAN 5000 "Free" 3 DOORS DOWN "Road" DOUBLEDRIVE "Impass"</p>	<p>KOMP/Las Vegas, NV * PD: John Griffin MD: Big Marty BLACK LABEL SOCIETY "Stillborn" SYSTEMATIC "Scars"</p>	<p>WXZZ/Lexington-Fayette, KY * OM/MD: Clyde Bass MD: Suzi Bee 7 EVANESCENCE "Live"</p>	<p>KIBZ/Lincoln, NE OM: Julie Gade PD: E.J. Marshall AP/MD: Sparky MD: Samantha Knight BLACK LABEL SOCIETY "Stillborn"</p>	<p>WTFX/Louisville, KY * OM: Michael Lee MD: Frank Webb No Adds</p>	<p>KFMX/Lubbock, TX OM: Wes Nessmann 37 FOO FIGHTERS "Live" 2 DISTURBED "Remember" 5 EVANESCENCE "Live"</p>	<p>WJJO/Madison, WI * PD: Randy Hawke AP/MD: Blake Patton 1 PRESENCE "Fun" 3 DOORS DOWN "Road" BLACK LABEL SOCIETY "Stillborn" SLUR "Who"</p>	<p>WGIR/Manchester, NH PD: Valerie Knight 2 STEREOMUD "Breathing" PRESENCE "Fun" RA "Rectifier"</p>	<p>WLZR/Milwaukee, WI * PD: Mike Stern MD: Marilynn Lee SHINEDOWN "Inside"</p>	<p>KXXR/Minneapolis, MN * OM: Dave Hamilton PD: Wade Linder MD: Pablo 3 ATARIS "Dazy" 3 DOORS DOWN "Road"</p>	<p>KUPD/Modesto, CA * PD/MD: Jack Paper AP/MD: Matt Foley SHINEDOWN "Inside"</p>	<p>WRAT/Menmouth-Ocean, NJ * OM/MD: Carl Craft AP/MD: Robyn Lane No Adds</p>	<p>WKQZ/Myrtle Beach, SC PD: Brian Rickman AP/MD: Charley 3 DOORS DOWN "Road" FORTY FOOT ECHO "Save"</p>	<p>WNOR/Norfolk, VA * PD: Harvey Kojan AP/MD: Tim Parker BLACK LABEL SOCIETY "Stillborn" FORTY FOOT ECHO "Save" QUEENS OF "Flow"</p>	<p>KATT/Oklahoma City, OK * OM: Chris Baker MD: Jake Daniels 5 SALIVA "Rest" 2 AFI "Grey" 2 3 DOORS DOWN "Road"</p>	<p>KRQC/Omaha, NE * PD: Tim Sheridan MD: Jon Terry 15 POWERMAN 5000 "Free" 2 SEETHER "Under"</p>	<p>WTKO/Pensacola, FL * Dir/Prog: Joel Sampson AP/MD: Mark "The Shark" Dyba 1 POWERMAN 5000 "Free" SOUTHERN "Caution" TAPROOT "Mine"</p>	<p>WIXQ/Peoria, IL PD/MD: Matt Bahan 5 BLACK LABEL SOCIETY "Stillborn" ACROMA "Down" CAVE IN "Anchor" SLUR "Who"</p>	<p>WYSP/Philadelphia, PA * OM/MD: Tim Sabean AP/MD: Gil Edwards Interim MD: Rich DeSisto UNLEASH "Feature"</p>	<p>KUPD/Phoenix, AZ * PD: J.J. Jeffries AP/MD: Larry McFeele DEPSWA "Time" POWERMAN 5000 "Free"</p>	<p>KUFO/Portland, OR * OM: Dave Humme AP/MD: Al Scott 5 3 DOORS DOWN "Road" 4 TAPROOT "Mine" 2 POWERMAN 5000 "Free" COLD "Girl"</p>	<p>KORB/Quad Cities, IA-IL * OM: Danny Sullivan PD: Darren Pitra MD: Dave Levora 2 POWERMAN 5000 "Free" BLACK LABEL SOCIETY "Stillborn"</p>	<p>WBBS/Raleigh-Durham, NC * OM/MD: Andy Meyer No Adds</p>	<p>KDOT/Reno, NV * PD/MD: Jave Patterson COLD "Girl" POWERMAN 5000 "Free"</p>	<p>WNVE/Rochester, NY * PD: Erick Anderson MD: Don Vincent DATSUNS "Low" PRESENCE "Fun" SYSTEMATIC "Scars"</p>	<p>KRXQ/Sacramento, CA * Sr. Mgr.: Curtiss Johnson PD: Pat Martin MD: Paul Marshall 14 MEMENTO "Sacred" 12 REVIS "Rise" 7 PRESENCE "Fun" FOO FIGHTERS "Times" 2 GRADE 8 "Brick" ACROMA "Down"</p>	<p>WVWZ/Saginaw, MI * PD: Hunter Scott AP/MD: Sean Kelly BLACK LABEL SOCIETY "Stillborn"</p>	<p>WZBH/Salisbury, MD PD: Shawn Murphy AP/MD: Miki Foley ACROMA "Down" BLACK LABEL SOCIETY "Stillborn"</p>	<p>WLXZ/Springfield, MA * PD: Scott Laudani MD: Becky Pohotsky AFI "Grey" BLACK LABEL SOCIETY "Stillborn"</p>	<p>KZRO/Springfield, MO OM: Brad Hardin MD: George Spanmeister 1 BREAKING BENJAMIN "Skin" 1 POWERMAN 5000 "Free"</p>	<p>WXTB/Tampa, FL * OM: Brad Hardin PD: Rick Schmidt AP/MD: Launa Phillips POWERMAN 5000 "Free" PRESENCE "Fun"</p>	<p>KRTQ/Tulsa, OK * PD: Chris Kelly AP/MD: Kelly Garrett 6 DOUBLEDRIVE "Impass" 3 DOORS DOWN "Road" SOUTHERN "Caution" QUEENS OF "Flow"</p>	<p>KICT/Wichita, KS * PD: D.C. Carter MD: Rick Thomas No Adds</p>	<p>WBSX/Wilkes-Barre, PA * OM: Jules Riley PD: Chris Lloyd MD: Freddie 1 QUEENS OF "Flow" 1 3 DOORS DOWN "Road" REVIS "Rise"</p>
---	---	--	--	---	--	---	---	---	--	---	--	---	--	---	--	--	---	---	--	--	--	---	--	--	--	--	---	--	---	---	--	--	---	--	---	--	---	--	--	--	--	---	--	--	---	--	---	---	--	--	---	--	--	---	---	---	--	---	--	---	--	---	--	--	---	---

***Monitored Reporters**
 74 Total Reporters
 58 Total Monitored
 16 Total Indicator

12 STONES



PAUL McCOY OF 12 STONES

THE MUCH TALKED ABOUT GUEST VOCALIST ON

EVANESCENCE'S #1 MODERN ROCK HIT BRING ME TO LIFE

DELIVERS CRASH.

CRASH

THE NEW SINGLE FROM 12 STONES

IMPACTING NOW

Management: Kenny Vest for K Vest Management Produced and Mixed by Jay Baumgartner for NRG Recording Services, Inc. © 2003 Wind-up Entertainment, Inc. Developing Career Artists

*I'm Sorry that I said those things that set you off,
But I guess I'm all stressed out
I'm Sorry that I ~~NEVER~~ NEVER let you finish what you need to say
forgive me, forgive me
we'll work it out, we'll work it out*

Added at:
WBZX KQRC WZZN
KTEG WCPR KOOJ
R&R Active Rock:

42

FROM ZERO

[SORRY!]

THE FIRST SINGLE FROM THEIR
UPCOMING NEW ALBUM
MY SO-CALLED LIFE.



Already On:

WRIF	WNOR	WCCC	WZTA	WJJO	WTPT
WRQC	WQXA	KAZR	WQBK	KPOI	WNVE
KRQC	WTKX	WGIR	KMRQ	WKQZ	WIIL
KFRQ	WYBB	KHTQ	WWBN	WOTT	WZOR

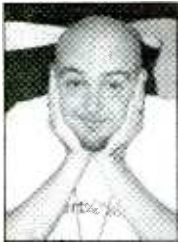
PRODUCED, RECORDED & MIXED BY WARREN RIKER • EXECUTIVE PRODUCER: ANTONIO "LA" REID
MANAGEMENT: ROGER JANSEN FOR KMA MANAGEMENT

ARISTA
JOIN ZERO NATION AT WWW.FROMZERO.COM WWW.ARISTA.COM
© 2003 ARISTA RECORDS, INC. A UNIT OF BMG ENTERTAINMENT

and MORE!!!

ON THE RECORD

With
Rick Schmidt
PD, WXTB/Tampa



Dear Penthouse Forum: I never thought anything like this would happen to me, but.... Oh, sorry, Cyndee, wrong letter! • Just sitting down here in beautiful Tampa (currently 80 degrees and sunny) and thinking about the new music that's available to us. We do things a bit differently at the infamous WXTB (98Rock). We

have our own unique testing site for new music: Mons Venus. We take a stack of CDs to Mons and have the lovelies dance to each track. So \$1,400 (in ones) and a few hours later, here are the winners: Shinedown's "Fly From the Inside" and 3 Doors Down's "The Road I'm On." • I've been talking to Cyndee about Shinedown since last year, when they were known as Jones County Shed. This band is the shit — great live, the entire CD is great, and they actually look like a rock band (instead of the usual processed alterno-poseur bullshit). • As for 3 Doors Down, the pretentious musicheads hate 'em, but our listeners love 'em. Angelique, Raven, Jade, Onyx, Arcadia, Jewel, Lexus and Nadia gave 3 Doors Down their highest rating (on a scale of one-10 inches): 10 inches! • Feel free to join us on Thursday for our next music meeting.

The **Linkin Park** show on Monday night was really great. I love the band's intimacy with the audience. The place was packed, and they got a good reaction to the new music. I happened to notice someone wearing a BLS T-shirt at the show and, lo and behold, who is No. 1 Most Added this week?

Zakk Wylde's Black Label Society

take 23 adds from both formats with the Ozzy-led "Stillborn" ... **Powerman 5000** add another 19 stations (both formats) on "Free," bringing the combined station total to 52 ... **3 Doors Down** score 13 Actives on "The Road I'm On" ... **Presence** make their presence known with nine Actives seeking "Tonz of Fun" ... Nice support for **Forty Foot Echo's** "Save Me" from seven Rockers, including WHJY/Providence, WMMR/Philly and KLBj/Austin ... **Cold** clock in with six Actives on "Stupid Girl," including KUFO/Portland and KEGL/Dallas ... **From Zero** are steadily climbing as six more Active adds are reported this week. "I'm Sorry" is not a rap song, but a song with some spoken word in it. There's a big difference ... Kudos to **Breaking Benjamin** for landing the **Godsmack** tour, which begins May 1. **MAX PIX: SMILE EMPTY SOUL** "Bottom Of A Bottle" (Lava)

— Cyndee Maxwell, Active Rock/Rock Editor



Record Of The Week

ARTIST: Vaux

TITLE: *There Must Be Some Way to Stop Them*

LABEL: Volcom

"This is the anthem of the year, and I'm fucking gold." So begins **Vaux's** sophomore effort for Volcom, and you'd better believe every word of it. Rolling out of Denver like an avalanche, Vaux are ready to bury the nu-metal noisemakers under 11 tracks of inspired hardcore with *There Must Be Some Way to Stop Them*. So credible that they formed in the basement of a skate shop, the band formerly known as Eiffel weathered the early slots on Warped tour 2002 to earn even more of a following. Furiously heavy at moments, beautifully melodic at others, this album packs a brass-knuckle punch from the get-go with "Set It to Blow." "Ride Out Bitch" pulses with a tangible energy, while "At Your Will" sounds like Radiohead smoked some PCP-laced weed. The best of its breed since At The Drive In's *Relationship of Command*, Vaux's *There Must Be Some Way to Stop Them* is the smart remedy to moron metal.

— Frank Correia, Rock Specialty Editor



active INSIGHT

ARTIST: **Presence**

LABEL: **Curb**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR

Yes, you read that right: Curb Records in the Active Rock section. Bob Catania's mission to expand the label into other genres is already well under way at Triple A with Feel. Now Curb is ready to infiltrate the Active Rock and Alternative worlds with **Presence**, a four-piece with as much charisma as their name suggests.

First, a little background. The group coalesced way back in 1996, when vocalist Jay-Slim and bassist and pianist DJ Strange were attending Florida State University in Tallahassee. After hearing the duo's demo at a party, guitarist Dan Fulms and drummer Nick Wells immediately relocated from South Florida to join up with Jay and DJ.

After honing their sound for three years, Presence released their first independent CD, *Divine*. The single, "Rock Is Dead," was added by local Alternative WXSJ and eventually upped to heavy rotation. The original pressings of *Divine* sold out, and the band eventually sold 3,000 copies from independent Florida record stores and the back of a van they borrowed to tour the Sunshine State.

A year later Presence released their second independent record, *When the Smoke Clears*, and caught the ear of Catania. Curb's "major indie" attitude jibed with Presence's vision, and the group soon inked a deal. Now both label



and band are ready to take on the world with *Rise*, Presence's Curb debut.

If you're going to play the rap-rock game nowadays, you'd better be damn good at it. No worries for Presence, who take the subgenre in groovy new directions. Think 311 jamming with Seven-Dust on Prozac. Jay spits his rhymes with a smooth flow while DJ pops and slaps his four-string with a tone reminiscent of Mudvayne's Ryan Martinie.

The subject matter on *Rise* ranges from the rap braggadocio of "Soundcheck" to heartfelt lyrics of loss on "One Final Breath." Then there's lead single, "Tonz of Fun," a beer-goggle anthem that lyrically recalls AC/DC's "Whole Lotta Rosie" or Spinal Tap's "Big Bottom." However, Jay recognizes his mistake in the chorus, hip-hoppin' through sensitive lyrics like "Get dressed/Get outta my bed/Now find your way home." Trust me, your audience will relate.

R&R TOP 20 SPECIALTY ARTISTS

1. **E-TOWN CONCRETE** (*Razor & Tie*) "Baptism"
2. **BIOHAZARD** (*Sanctuary/SRG*) "Kill Or Be Killed"
3. **HAUNTED** (*Earache*) "Bloodletting"
4. **POWERMAN 5000** (*DreamWorks*) "Free"
5. **(HED) PLANET EARTH** (*Volcano/Jive*) "Blackout"
6. **SWORN ENEMY** (*Elektra/EEG*) "Sworn Enemy"
7. **STRAPPING YOUNG LAD** (*Century Media*) "Devour"
8. **VOIVOD** (*Chophouse/Surfdog*) "Gasmask Revival"
9. **HEART OF ROADRUNNER** (*Roadrunner/IDJMG*) "Rules Of Evidence"
10. **UNLOCO** (*Reprise*) "Bruises"
11. **HEAVILS** (*Metal Blade*) "Colorblind"
12. **MACHINE HEAD** (*Roadrunner/IDJMG*) "Take My Scars (Live)"
13. **MINISTRY** (*Sanctuary/SRG*) "Animosity"
14. **GRADE 8** (*Lava*) "Brick By Brick"
15. **40 GRIT** (*Metal Blade*) "Bomb Bottom"
16. **BOY SETS FIRE** (*Wind-up*) "Eviction Article"
17. **OLD MAN'S CHILD** (*Century Media*) "Black Seeds On Virgin Soil"
18. **MUDVAYNE** (*Epic*) "Silenced"
19. **CLOSER THAN KIN** (*Punkuation*) "When Toys Are Traded For Tears"
20. **CAVE IN** (*RCA*) "Anchor"

Ranked by total number of shows reporting artist.

R&R ROCK TOP 30

March 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	3 DOORS DOWN When I'm Gone (Republic/Universal)	760	-36	75794	24	35/0
3	2	AUDIOSLAVE Like A Stone (Interscope/Epic)	697	+64	64808	9	35/1
2	3	SALIVA Always (Island/IDJMG)	634	-60	58011	24	30/1
5	4	FOO FIGHTERS Times Like These (Roswell/RCA)	534	+19	44555	9	31/0
4	5	GODSMACK Straight Out Of Line (Republic/Universal)	519	+2	42472	8	27/0
6	6	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	512	+23	40458	10	31/0
7	7	SEETHER Fine Again (Wind-up)	496	+13	44852	33	25/0
9	8	LINKIN PARK Somewhere I Belong (Warner Bros.)	461	+53	41651	4	20/0
8	9	QUEENS OF THE STONE AGE No One Knows (Interscope)	453	-4	43075	21	23/0
11	10	CREED Weathered (Wind-up)	356	+7	26599	17	22/1
10	11	SOCIALBURN Down (Elektra/EEG)	341	-12	27469	15	28/1
13	12	CHEVELLE Send The Pain Below (Epic)	326	+29	32460	6	28/0
12	13	TRAPT Headstrong (Warner Bros.)	307	+2	26393	11	22/2
14	14	DISTURBED Remember (Reprise)	301	+10	22973	12	24/0
15	15	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	291	+11	26347	32	25/0
16	16	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	238	+21	21722	12	20/0
17	17	MUDVAYNE Not Falling (Epic)	211	+8	15700	13	14/2
19	18	REVIS Caught In The Rain (Epic)	203	+28	16390	4	22/0
Debut	19	3 DOORS DOWN The Road I'm On (Republic/Universal)	183	+89	14116	1	21/3
22	20	ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	180	+26	12793	3	14/1
21	21	STONE SOUR Inhale (Roadrunner/IDJMG)	180	+20	9554	5	18/0
24	22	SALIVA Rest In Pieces (Island/IDJMG)	171	+24	17081	3	20/1
20	23	OLEANDER Hands Off The Wheel (Sanctuary/SRG)	164	-9	13286	7	18/0
18	24	OUTSPOKEN Farther (Lava)	160	-31	12918	9	17/0
23	25	STYX Waiting For Our Time (CMC/SRG)	155	+3	12714	6	13/0
25	26	SEETHER Driven Under (Wind-up)	147	+9	10859	2	16/3
Debut	27	DOUBLEDRIVE Imprint (Roadrunner/IDJMG)	126	+29	8724	1	15/1
26	28	BON JOVI Bounce (Island/IDJMG)	123	-10	9863	7	14/0
29	29	BREAKING BENJAMIN Skin (Hollywood)	106	-1	10094	2	11/1
28	30	TOM PETTY & THE HEARTBREAKERS Have Love Will Travel (Warner Bros.)	105	-10	6396	2	12/0

36 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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

New & Active

AFI Girl's Not Grey (DreamWorks)
Total Plays: 103, Total Stations: 10, Adds: 0

UNLOCO Failure (Maverick/Reprise)
Total Plays: 102, Total Stations: 14, Adds: 0

COLD Stupid Girl (Flip/Geffen/Interscope)
Total Plays: 102, Total Stations: 11, Adds: 0

(HED) PLANET EARTH Blackout (Volcano/Jive)
Total Plays: 98, Total Stations: 8, Adds: 0

TAPROOT Mine (Velvet Hammer/Atlantic)
Total Plays: 79, Total Stations: 12, Adds: 1

BLINDSIDE Sleepwalking (Elektra/EEG)

Total Plays: 79, Total Stations: 7, Adds: 0

BLACK LABEL SOCIETY Stillborn (Spitfire)

Total Plays: 76, Total Stations: 12, Adds: 8

POWERMAN 5000 Free (DreamWorks)

Total Plays: 72, Total Stations: 13, Adds: 5

EVANESCENCE Bring Me To Life (Wind-up)

Total Plays: 61, Total Stations: 8, Adds: 2

SYSTEMATIC Leaving Only Scars (Elektra/EEG)

Total Plays: 55, Total Stations: 7, Adds: 1

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BLACK LABEL SOCIETY Stillborn (Spitfire)	8
FORTY FOOT ECHO Save Me (Hollywood)	7
POWERMAN 5000 Free (DreamWorks)	5
3 DOORS DOWN The Road I'm On (Republic/Universal)	3
SEETHER Driven Under (Wind-up)	3
SOUTH FM Dear Claudia (MCA)	3
TRAPT Headstrong (Warner Bros.)	2
MUDVAYNE Not Falling (Epic)	2
EVANESCENCE Bring Me To Life (Wind-up)	2
SLUR Who I Am (Tarpit)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
3 DOORS DOWN The Road I'm On (Republic/Universal)	+89
AUDIOSLAVE Like A Stone (Interscope/Epic)	+64
LINKIN PARK Somewhere I Belong (Warner Bros.)	+53
BLACK LABEL SOCIETY Stillborn (Spitfire)	+51
POWERMAN 5000 Free (DreamWorks)	+48
COLD Stupid Girl (Flip/Geffen/Interscope)	+37
CHEVELLE Send The Pain Below (Epic)	+29
DOUBLEDRIVE Imprint (Roadrunner/IDJMG)	+29
REVIS Caught In The Rain (Epic)	+28
ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	+26
EVANESCENCE Bring Me To Life (Wind-up)	+25

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
FOO FIGHTERS All My Life (Roswell/RCA)	280
STONE SOUR Bother (Roadrunner/IDJMG)	244
CHEVELLE The Red (Epic)	243
DISTURBED Prayer (Reprise)	231
AUDIOSLAVE Cochise (Interscope/Epic)	205
NICKELBACK Never Again (Roadrunner/IDJMG)	203
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	198
SYSTEM OF A DOWN Aerials (American/Columbia)	177
GODSMACK I Stand Alone (Republic/Universal)	165
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	161
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	155
PRIMUS W/OZZY N.I.B. (Divine/Priority)	153
PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	153
NICKELBACK Too Bad (Roadrunner/IDJMG)	137
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	135

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

Reporters

WONE/Akron, OH *

OM: Nick Anthony
PD: TK O'Grady
APD: Tim Daugherty
8 BOSTON "Someone"
BLACK LABEL SOCIETY "Stillborn"

KZRR/Albuquerque, NM *

Debut: Bill May
PD: Phil Mahoney
MD: Rob Brothers
No Adds

KZMZ/Alexandria, LA

PD: Steve Casey
MD: Pat Cloud
No Adds

WZZO/Allentown, PA *

PD: Robin Lee
MD: Keith Moyer
No Adds

KWHL/Anchorage, AK

PD: Larry Soder
MD: Kelly Mitchell
4 BLACK LABEL SOCIETY "Stillborn"
MUDVAYNE "Falling"

KLBJ/Austin, TX *

OM: Jeff Carroll
MD: Lorie Lowe
FORTY FOOT ECHO "Save"
SOUTH FM "Claudia"

KIOC/Beaumont, TX *

PD/MD: Mike Davis
8 MUDVAYNE "Falling"
3 TRAPT "Headstrong"
3 DOORS DOWN "Road"
SLUR "Who"

WKGB/Binghamton, NY

PD: Jim Free
MD: Tim Boland
BREAKING BENJAMIN "Skin"
POWERMAN 5000 "Free"

WBUF/Bufalo, NY *

PD: John Paul
APD/MD: Joe Russo
11 BLACK LABEL SOCIETY "Stillborn"

WRQK/Canton, OH *

PD/MD: Todd Downard
3 DOORS DOWN "Road"
BLACK LABEL SOCIETY "Stillborn"

WPXC/Cape Cod, MA

OM: Steve McVie
PD/MD: Suzanne Tonaim
POWERMAN 5000 "Free"
SALIVA "Rest"

WYBB/Charleston, SC *

PD/MD: Mike Allen
FLEETWOOD MAC "Place"
SOUTH FM "Claudia"

WKLC/Charleston, WV

PD/MD: Mike Rappaport
7 3 DOORS DOWN "Road"
7 SYSTEMATIC "Scars"
2 PRESENCE "Fun"
AC/DC "Down"
POWERMAN 5000 "Free"

WEBN/Cincinnati, OH *

OM: Paul Richards
MD: Rick "The Dude" Vasek
No Adds

WVRK/Columbus, GA

OM: Brian Waters
No Adds

KNCN/Corpus Christi, TX *

PD: Paula Newell
MD: Monte Montana
EVANESCENCE "Life"

WTUE/Dayton, OH *

PD: Tony Tillford
APD/MD: John Beauieu
No Adds

KLAQ/El Paso, TX *

PD: Magic Mike Ramsey
APD/MD: Glenn Garza
No Adds

WPHD/Elmira-Coming, NY

OM: Steve Harris
MD: Stephen Shiner
32 FLEETWOOD MAC "Place"

WRQC/Fayetteville, NC *

OM: Paul Michele
PD: Mark Arsen
MD: Al Field
22 CREED "Weathered"
20 SALIVA "Always"
9 3 DOORS DOWN "Road"
9 MUDVAYNE "Falling"
8 SOCIALBURN "Down"
POWERMAN 5000 "Free"

KLDL/Houston, TX *

OM/MD: Vince Richards
MD: Steve Fizz
No Adds

WRKR/Katamzoo, MI

OM: Mike Kelly
PD/MD: Jay Deacon
BLACK LABEL SOCIETY "Stillborn"

KFRQ/McAllen, TX *

PD: Alex Duran
MD: Stacy Taylor
4 FROM ZERO "Sorry"
4 MUSIC "Road"
3 ALLMAN BROTHERS "Firing"
AC/DC "Down"
BLACK LABEL SOCIETY "Stillborn"
SALIVA "Rest"
SOUTH FM "Claudia"
PAUL SHORTINO'S "Sacred"
FORTY FOOT ECHO "Save"

WCLG/Morgantown, WV

PD: Jeff Miller
MD: Dave Murdoch
10 "NRVANA "Right"
2 BLACK LABEL SOCIETY "Stillborn"
1 SYSTEMATIC "Scars"
POWERMAN 5000 "Free"

WDHA/Morristown, NJ *

PD/MD: Terrie Carr
No Adds

WBAB/Nassau-Suffolk, NY *

PD: John Olsen
APD/MD: John Paris
No Adds

KFZZ/Odessa-Midland, TX

PD/MD: Steve Driscoll
BLACK LABEL SOCIETY "Stillborn"

KEZO/Omaha, NE *

PD: Lester St. James
MD: Jessica Del
BLACK LABEL SOCIETY "Stillborn"

KCLB/Palm Springs, CA

PD/MD: Tish Lacy
3 BLACK LABEL SOCIETY "Stillborn"
3 POWERMAN 5000 "Free"

WRRX/Pensacola, FL *

OM/MD: Dan McCintock
5 BLACK LABEL SOCIETY "Stillborn"
2 EVANESCENCE "Life"

WWJT/Peoria, IL

PD: James Markley
MD: Debbie Hunter
BLACK LABEL SOCIETY "Stillborn"

WMMR/Philadelphia, PA *

PD: Sam Milman
APD/MD: Ken Zepeto
FORTY FOOT ECHO "Save"

KDKB/Phoenix, AZ *

OM: Joe Bonadona
MD: Dook Eilla
AUDIOSLAVE "Stone"
INCUBUS "Time"

WHEB/Portsmouth, NH *

PD/MD: Alex James
FORTY FOOT ECHO "Save"
POWERMAN 5000 "Free"

WHJY/Providence, RI *

PD: Joe Bevilacqua
APD: Doug Palmieri
MD: John Laurenti
DOUBLEDRIVE "Imprint"
FORTY FOOT ECHO "Save"

KCAL/Riverside, CA *

PD: Dave Richards
APD/MD: M.J. Matthews
POWERMAN 5000 "Free"
TRAPT "Headstrong"
1 GODSMACK "Straight"

WROV/Roanoke-Lynchburg, VA *

PD: Aaron Roberts
MD: Heidi Kummer-Tate
1 SEETHER "Under"
FORTY FOOT ECHO "Save"
SHINEDOWN "Tissue"

WCMF/Rochester, NY *

PD: John McCree
MD: Dave Kane
BLACK LABEL SOCIETY "Stillborn"

WXRK/Rockford, IL

BLACK LABEL SOCIETY "Stillborn"

KBER/Salt Lake City, UT *

OM: Bruce Jones
PD: Kelly Harmer
APD/MD: Helen Powers
1 POWERMAN 5000 "Free"

KSJO/San Francisco, CA *

OM: Gary Schoenwetter
MD: Zalk Tyler
TAPROOT "Mine"

KZOZ/San Luis Obispo, CA

PD: David Atwood
APD: London Fields
MD: Jordan Black
1 3 DOORS DOWN "Road"
1 DOUBLEDRIVE "Imprint"
1 GODSMACK "Straight"

KXFX/Santa Rosa, CA *

PD/MD: Don Harrison
Asst. MD: Todd Pyne
No Adds

KISW/Seattle-Tacoma, WA *

PD/MD: Kyle Brooks
SEETHER "Under"

KTUX/Shreveport, LA *

PD: Kevin West
MD: Flynn Stone
No Adds

KXUS/Springfield, MO

PD: Tony Matteo
MD: Mark McClain
No Adds

WAQX/Syracuse, NY *

PD/MD: Bob O'Dell
3 SEETHER "Under"
1 SYSTEMATIC "Scars"
SLUR "Who"

WIOT/Toledo, OH *

PD/MD: Dave Rossi
No Adds

WKLT/Traverse City, MI

PD/MD: Terri Ray
5 3 DOORS DOWN "Road"
5 GEORGE THOROGOOD "Don't"
3 BIHLMAN BROTHERS "Sor"
2 COLD "Get"

KLPX/Tucson, AZ *

PD/MD: Jonas Hunter
APD: Chita
No Adds

*Monitored Reporters

56 Total Reporters

36 Total Monitored

20 Total Indicator

19 Total Reporters

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



ZWAN



On SNL
4/12!

JIMMY CHAMBERLINE
BILLY CORGAN
PAZ LENCHANTIN
DAVID PAJO
MATT SWEENEY

Most Added w/over 20 Adds!!!!

Q101, WZZN, WPLY, 99X, KPNT, KWOD,
KFSD, KRBZ, WWCD, WJRR, WARQ,
WAVF, KHRO, WHTG, WFXH, WCYY,
WOXY, KMBY, WZZI, WJSE, KLEC!

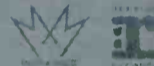
Tour Dates:

3/27 Boston, 3/28 New York City, 3/29 Baltimore,
3/31 Normal, 4/1 Green Bay, 4/2 Chicago, 4/4 Buffalo,
4/5 Philadelphia, 4/7 Atlanta, 4/8 Orlando,
4/9 Pompano Beach, 4/14 Houston, 4/15 Dallas,
4/17 Phoenix, 4/18&4/19 Los Angeles, 4/21 San Diego,
4/22 San Francisco, 4/24 Portland, 4/25 Vancouver,
4/26 Seattle, 4/28 Salt Lake City, 4/30 Denver

THE SECOND SINGLE FROM THE DEBUT ALBUM
MARY STAR OF THE SEA
ON TOUR NOW


Produced by Billy Corgan and Bjorn Thorsrud

Management: Elliot Roberts for Lockout Management



zwan.com represserecords.com

©2003 Reprise Music LLC. Manufactured and Distributed by Reprise Records
Warner Music Group, An AOL Time Warner Company.

 hand picked

Already on....KROQ, 91X, KITS, WAQZ, KRBZ,
WWCD, KFMA, KHBZ and more

MOST ADDED THIS WEEK!

New Adds Include: Q101, CIMX, WHFS, WBUZ,
WHRL, KWOD, KFSD, WBZY, KHRO, WKRL, WCYY,
WJSE, WZZI, KLEC, KCDA!

On Tour

3/31 Atlanta, 4/2 Wash DC, 4/3 Hoboken
4/4 Old Bridge, NJ, 4/5 Philly, 4/7 Baltimore
4/8 NY, 4/9 Albany, 4/10 Boston, 4/12 Burlington,
4/14 Providence, 4/15 N. Hampton, 4/16 Syracuse,
4/17 Rochester, 4/18 Buffalo, 4/19 Detroit,
4/21 Cleveland, 4/26 Coachella!!!!!!

BANDAGES

From Make Up The Breakdown
Produced by Jack Endino and Hot Hot Heat
Management: Rebel Waltz, Inc. www.hothotheat.com www.subpop.com

©2003 Sub Pop Records





MAX TOLKOFF

mtolkoff@radioandrecords.com

View From The Underground

Specialty-show gurus speak

I had originally planned to run this piece in the *Winds of Change* Alternative special, but then Mad Max got all Thunderdome on my ass and cut it. He even decided to cut some responses due to space, so respondents should send hate mail his way.

Specialty shows are often the breeding ground for the next big thing, giving listeners and programmers alike a glimpse into the underground. With that in mind, I reached out to R&R's Alternative Specialty Show panel with some specific questions: What is the next big musical trend (if there is one), and are we seeing a shift back to true alternative?

I also asked for some insight into each host's market (local scene, cool stores and venues, etc.), as well as the top five artists they'd like to see break into the mainstream.

Tom Butler
Independent Underground,
WWCD/Columbus, OH

It always returns to the underground. Right now there are two hardcore bands with major-label records out, The Blood Brothers and Cave In. Hopefully, these guys can break into mainstream charts. They've made it from house shows to sold-out venues. I'd put my money there.

Our market is a fairly large city with a few good clubs (Little Brothers, the Factory, Skully's, Newport, etc.), a number of good record stores and a large college-aged audience. Our show provides these people with an opportunity to hear music they quite simply will not hear on the radio, not to mention in our fair city.

Our local scene is quite strong, with a number of bands who have releases on out-of-town labels. First and foremost, there are new Warner Bros. signees The Sun, and also The Means, Audion, The Cinema Eye, Pretty Mighty Mighty, Frostiva, Go Evol Shiki and The Jive Turkeys.

Tim Pyles
The Lab, XTRA/San Diego

First off, death to nu-metal: I hate it and want it to die! I'm excited about current trends in music and feel it is swinging back to true alternative. The format is coming back full circle. How

did nu-metal get so big, anyway? It sounds like big-hair metal to me, and that's not alternative! I've been a fan of many of the bands that have now reached mainstream recognition, and I will continue to support underground artists. The underground is where it all starts, and each city has a club that caters to the new and exciting.

Here in San Diego, we have two premier clubs: the Casbah, which is supported by the 21+ crowd, plus SOMA for the all-ages crew. San Diego has other music clubs, but these two are the best. It's a great city with a small-town scene. Bands are supported by other bands, and most music supporters are in bands themselves.

We are a beach town, but there are very different aspects to different parts of the community. The beach is one entire vibe unto itself, and then you've got the more urban, city vibe near the downtown area. It all makes San Diego unlike anywhere else in the world. We've got a great zoo, the ocean, Sea World, Legoland and Tijuana, Mexico, all within reach.

The local music scene is blowing up! First it was Iron Butterfly, back in the '60s, and now it's Blink-182, P.O.D. and, most recently, Jason Mraz, Agent 51, Nickel Creek, Slightly Stoopid, No Knife and Mix Mob. You've also still got the legendary Rocket From The Crypt calling San Diego home.

Alternative should be alternative — more electronic, more garage rock, more trip-hop, more newgrass, more punk, more ska, more, more, more of the alternative! What is the alternative to the alternative?

Five bands I'd like to see move to the mainstream: Rocket From The Crypt, No Knife, Slightly Stoopid, Supergrass, The Raveonettes.

By Frank Correia
R&R Music Editor

Dave Hubbell
Now Hear This, KFTE/
Lafayette, LA

Since radio co-opted alternative music and created "Modern Rock" so that it could be sold (the guy at the local hardware store won't buy alternative, but he can understand "Modern Rock"), the public has learned to expect a certain thing. Everything is from one of the three schools created when the format broke: the Pearl Jam school (Creed, Default), the Green Day school (Blink-182, Sum 41) or the Korn school (Disturbed, Deftones). The whole format has become song-driven rather than artist-driven, and the downloading phenomenon has intensified this idea of one song at a time.



Shawn Jeffery

"Now that the original Pearl Jam and Nirvana fans are lawyers and teachers and yuppies, the market is ripe for a new artist to capture the souls of their little brothers and sisters."

Dave Hubbell

Now that the original Pearl Jam and Nirvana fans are lawyers and teachers and yuppies, the market is ripe for a new artist to capture the souls of their little brothers and sisters. It's impossible to predict what kind of sound it will be, but we know that radio will lag in catching on, just like it did with Nirvana. Then, of course, we have consultants and indie-promotion contracts,

which pretty much stifle radio's ability to catch on to anything new.

This is the heart of Cajun country, with a lot of indigenous music. That cuts into the pie. It's a college town with a huge dance scene — very much a party town, rather than a thinking town. Heavy music works well on the radio, as does rap. I own the only all-ages venue in town, as well as the only indie record store, and I try to give a home to underground acts like Stinking Lizaveta, Karate, etc.

Picks: Karate, Two Thirty-Eight, The Datsuns, Catheters, Sonic Youth, Ikara Colt, Lupine Howl — I could do this forever.

Shawn Jeffery
Spinout, WCYY/
Portland, ME

Back to true alternative? I think so. The playlist seems to be getting more and more diverse every month. Evanesence, AFI, Mudvayne, The Streets, Eyes Adrift, and I see us adding the new Jack Johnson and Johnny Cash soon.

The hard stuff now either has to be exceptionally good and street-cred-worthy, or it has to be an established core artist. I'd still like to see more pure hip-hop — why the hell hasn't this format embraced Jurassic 5? I also think the "indi-er"-sounding acts will continue to break out, as well as the garage-type stuff and emo-hardcore crossovers like Thursday, The Used, Taking Back Sunday, etc. (Boy Sets Fire, maybe?)

Portland, ME has a very vibrant scene for a city so small. We have virtually every type of band you would want to hear — tons of great roots rock-Americana bands and pop rock acts. You name it: punk, hip-hop, ska, metal, folk, hardcore, reggae.

Being two hours north of Boston, we get a lot of shows they get and some they don't. Big shows hit the civic centers in Portland, Lewiston and Augusta, plus the State Theatre in Portland (2,000 seats) holds tons of WCYY shows. Our big club is the Asylum (800), and smaller ones are Free Street Taverna, Goldmine, Alehouse, Genos and the Big Easy.

Bull Moose Music is the record store — awesome Northern New England chain. We also have Strawberries and Newbury Comics and, of course, Borders.

My picks: Jurassic 5, Boy Sets Fire, Something For Kate, Shadows Fall and Glassjaw.

Zach Brooks
First Contact, WENX/
Boston

Please, God, back to true alternative — please! The next big trend will be the '70s rock sound, with bands like The Music and Soundtrack Of Our Lives paving the way for my personal favor-



Zach Brooks

ite: My Morning Jacket, on RCA/ATO. Boston is the greatest. So much culture and a ton of college students

make it one of the few markets in the country where an alternative-indie rock station could not only work, but maybe even thrive. The Middle East in Cambridge, the Paradise in Boston — every band I could ever want to see comes through Boston.

Plus, it's home to Newbury Comics, the greatest record store on the East Coast (the West Coast one being Amoeba, of course). All it takes is one look at Newbury's sales chart for proof that this town loves good music. If that is what people look for when they buy their records, then there's no reason to think they're not looking for the same thing when they switch on the radio.

Picks: My Morning Jacket, Dan The Automator (MCA full-length coming soon), The Libertines, Connor Oberst (Bright Eyes, Desaparecidos), Longwave.

Homie Pooser
It Hurts When I Pee,
KXTE/Las Vegas

Our format built itself on the kids, regardless of our target demo of 18-34 persons. We've lost the bottom end of the demo to the Internet with kids who've been on the keyboard all their lives. They're listening to pop punk and melodic hardcore. Though I see a shift in programming headed back to the dirty, muddy, dare I say grunge sound, thanks in part to the "The" bands, I don't neces-

sarily agree that that's where the audience is.

Las Vegas is home to the Joint, inside the Hard Rock Hotel; the Palms, which should change its slogan to "As seen on MTV"; and the infamous punk rock dive the Double Down Saloon. My suggestion: Buy the ass juice (\$3 a shot or three for \$11) and invest in the insurance for \$20, because the rule is true: You puke, you clean.

I've championed Taking Back Sunday for more than a year, Thrice for a couple, and, lately, Open Hand bring me fond memories of a pre-signed Deftones. My picks: Taking Back Sunday, Divit, Open Hand, Thrice, Sparta.

TALK BACK TO R&R!

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

Phone: 310-788-1668

E-mail:
mtolkoff@radioandrecords.com

Fax: 310-788-1673

Or post your comments now.
Go to

www.radioandrecords.com and click on Message Boards.

March 28, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK Somewhere I Belong (Warner Bros.)	3052	+64	376031	4	77/0
2	2	EVANESCENCE Bring Me To Life (Wind-up)	3050	+66	374340	12	75/0
3	3	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	2897	-47	350820	16	78/0
4	4	AUDIOSLAVE Like A Stone (Interscope/Epic)	2861	+102	338961	12	78/0
5	5	FOO FIGHTERS Times Like These (Roswell/RCA)	2536	-2	251065	11	77/0
7	6	TRAPT Headstrong (Warner Bros.)	2214	+239	219440	21	75/2
6	7	QUEENS OF THE STONE AGE No One Knows (Interscope)	2133	-289	270945	27	76/0
8	8	3 DOORS DOWN When I'm Gone (Republic/Universal)	1739	-149	155273	24	64/0
10	9	GOOD CHARLOTTE The Anthem (Epic)	1718	-19	166386	11	70/0
11	10	GODSMACK Straight Out Of Line (Republic/Universal)	1712	-9	166624	8	69/0
9	11	ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	1709	-153	167262	15	70/0
17	12	CHEVELLE Send The Pain Below (Epic)	1682	+141	171170	9	74/1
12	13	AFI Girl's Not Grey (DreamWorks)	1648	+6	199672	9	77/2
19	14	WHITE STRIPES Seven Nation Army (Third Man/V2)	1501	+125	204647	6	63/3
15	15	SEETHER Fine Again (Wind-up)	1476	-100	149680	36	62/0
16	16	COLDPLAY Clocks (Capitol)	1457	-87	204170	18	61/0
13	17	CHEVELLE The Red (Epic)	1457	-182	178321	37	67/0
14	18	SALIVA Always (Island/IDJMG)	1407	-196	143270	26	68/0
18	19	FOO FIGHTERS All My Life (Roswell/RCA)	1323	-61	174482	28	74/0
21	20	USED Buried Myself Alive (Reprise)	1314	+7	126061	9	71/2
23	21	FINCH What It Is To Burn (Drive-Thru/MCA)	1175	+80	129473	10	62/3
20	22	SOCIALBURN Down (Elektra/EEG)	1165	-190	94008	15	60/0
22	23	DISTURBED Remember (Reprise)	1140	-89	113886	12	50/0
24	24	ATARIS In This Diary (Columbia)	1110	+116	137845	7	64/3
27	25	SALIVA Rest In Pieces (Island/IDJMG)	900	+145	69105	3	54/2
25	26	MUDVAYNE Not Falling (Epic)	892	-5	82711	20	45/0
26	27	SUM 41 The Hell Song (Island/IDJMG)	870	+107	102271	4	63/3
28	28	SEETHER Driven Under (Wind-up)	857	+139	80457	3	55/3
34	29	BLUR Crazy Beat (Virgin)	817	+274	126855	2	60/4
29	30	(HED) PLANET EARTH Blackout (Volcano/Jive)	687	+58	51213	6	49/1
32	31	REVIS Caught In The Rain (Epic)	683	+93	43406	4	50/3
39	32	COLD Stupid Girl (Flip/Geffen/Interscope)	653	+152	81735	4	51/7
36	33	HOT ACTION COP Fever For The Flava (Lava)	554	+28	34925	7	34/1
40	34	LIAM LYNCH United States Of Whatever (S-Curve/Astralwerks)	529	+73	95576	3	31/3
30	35	BURNING BRIDES Arctic Snow (V2)	525	-100	41464	8	39/0
38	36	D4 Get Loose (Flying Nun/Hollywood)	522	+14	43102	8	38/0
41	37	TAPROOT Mine (Velvet Hammer/Atlantic)	510	+93	36776	2	46/2
31	38	ZWAN Honestly (Reprise)	506	-96	77184	15	45/0
35	39	JOHNNY CASH Hurt (American/Lost Highway/IDJMG)	485	-56	48943	6	33/0
37	40	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	459	-58	35741	8	33/0
42	41	BREAKING BENJAMIN Skin (Hollywood)	412	+49	30145	3	33/3
Debut	42	QUEENS OF THE STONE AGE Go With The Flow (Interscope)	345	+168	66107	1	42/15
50	43	JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	340	+36	37449	2	27/3
49	44	MUSIC Take The Long Road And Walk It (Capitol)	331	+25	29795	2	27/0
46	45	STONE SOUR Inhale (Roadrunner/IDJMG)	325	-12	20394	5	24/0
33	46	DONNAS Take It Off (Lookout/Atlantic)	317	-259	32305	16	44/0
Debut	47	SIMPLE PLAN Addicted (Lava)	307	+23	28359	1	25/0
Debut	48	3 DOORS DOWN The Road I'm On (Republic/Universal)	293	+189	23633	1	35/5
45	49	BECK Lost Cause (Geffen/Interscope)	286	-60	39221	7	24/0
44	50	UNWRITTEN LAW Rest Of My Life (Lava)	271	-80	20499	13	17/0

78 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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
QUEENS OF THE STONE AGE Go With The Flow (Interscope)	15
ZWAN Lyric (Reprise)	14
DATSUNS In Love (V2)	13
POWERMAN 5000 Free (DreamWorks)	11
HOT HOT HEAT Bandages (Sub Pop/Sire)	9
COLD Stupid Girl (Flip/Geffen/Interscope)	7
PETE YORN Come Back Home (Columbia)	6
DONNAS Who Invited You (Atlantic)	6
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	6
SOUTH FM Dear Claudia (MCA)	6
3 DOORS DOWN The Road I'm On (Republic/Universal)	5
SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	5
BLUR Crazy Beat (Virgin)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLUR Crazy Beat (Virgin)	+274
TRAPT Headstrong (Warner Bros.)	+239
3 DOORS DOWN The Road I'm On (Republic/Universal)	+189
QUEENS OF THE STONE AGE Go With The Flow (Interscope)	+168
COLD Stupid Girl (Flip/Geffen/Interscope)	+152
SALIVA Rest In Pieces (Island/IDJMG)	+145
CHEVELLE Send The Pain Below (Epic)	+141
SEETHER Driven Under (Wind-up)	+139
LINKIN PARK Faint (Warner Bros.)	+138
WHITE STRIPES Seven Nation Army (Third Man/V2)	+125

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TAPROOT Poem (Velvet Hammer/Atlantic)	1074
SUM 41 Still Waiting (Island/IDJMG)	977
NIRVANA You Know You're Right (Geffen/Interscope)	934
SYSTEM OF A DOWN Aerials (American/Columbia)	863
DISTURBED Prayer (Reprise)	793
STONE SOUR Bother (Roadrunner/IDJMG)	653
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	633
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	610
HOOBASTANK Crawling In The Dark (Island/IDJMG)	586
INCUBUS I Wish You Were Here (Immortal/Epic)	536
HOOBASTANK Running Away (Island/IDJMG)	510
TRUSTCOMPANY Downfall (Geffen/Interscope)	498
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	490
JIMMY EAT WORLD The Middle (DreamWorks)	484
SYSTEM OF A DOWN Chop Suey (American/Columbia)	483
JIMMY EAT WORLD Sweetness (DreamWorks)	481
STAIN'D For You (Flip/Elektra/EEG)	464
LINKIN PARK In The End (Warner Bros.)	427
SYSTEM OF A DOWN Toxicity (American/Columbia)	401
INCUBUS Warning (Immortal/Epic)	391

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

Fast Hooks...No Snags

- Custom Production - Callouts & Montages
- Digital, Clear, Consistent ➤ 65,000+ Song Library
- All Formats & International Titles ➤ On-Time Delivery

HOOKS
UNLIMITED
The World's Premier Music Hook Service

Producing THE COMPACT Discs and HiFi Discs

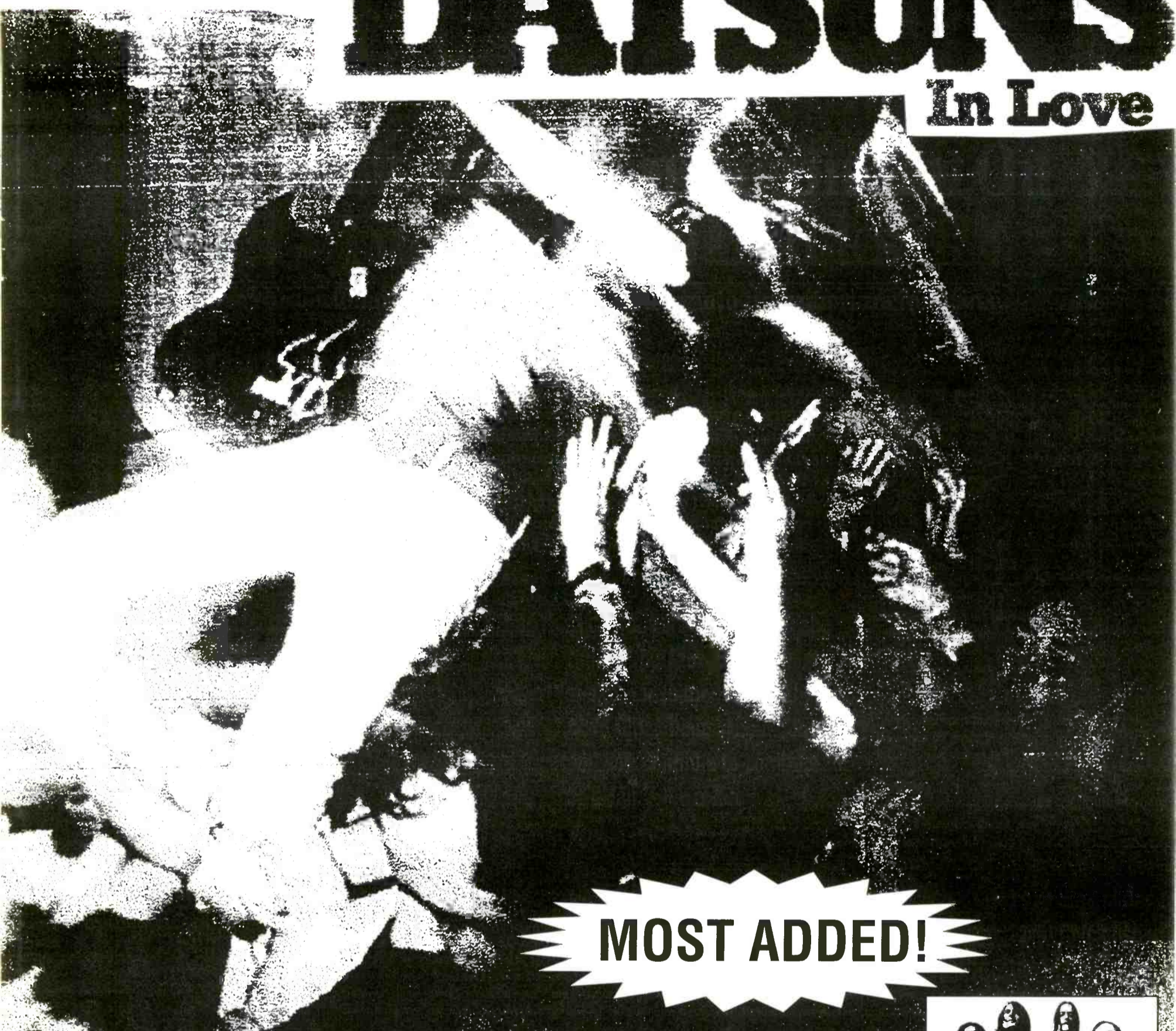
Email: hooks@hooks.com
www.hooks.com
FAX: (573)443-4016

200 Old 63 South, #103
Columbia, MO 65201-6081

For The Best Auditorium
Test Hook Tapes

Michael Pelaia
(573)443-4155

THE
DATSUNS
In Love



MOST ADDED!

Record in-stores now!!!

From the Album
THE DATSUNS



Impact Week:

- Live 105 KEDJ
- WWCD KRBZ
- KCPX WROX
- WBRU KWOD
- WKRL WZNE
- WSUN WBUZ
- KJEE WZZI
- KHRO WJSE
- WNVE WCPR

Tour Dates:

- | | | | |
|----------|---------------|---------------|-------------|
| March 28 | Cleveland | March 29 | Detroit |
| March 31 | Cincinnati | April 1 | Columbus |
| April 2 | St. Louis | April 3 | Chicago |
| April 4 | Madison, WI | April 5 | Minneapolis |
| April 9 | Seattle | April 10 | Portland |
| April 11 | San Francisco | April 12 & 13 | Los Angeles |

www.thedatsuns.com
www.v2music.com



ON THE RECORD

With
Pete Schiecke
MD, WXTM/Cleveland



Things are kickin' in Cleveland as the weather finally warms up. I'm settling into my new afternoon on-air slot, and all of the heavy-hitter artists (i.e. Metallica, Staind, Limp Bizkit, Deftones, Marilyn Manson, etc.) are just around the corner from dropping onto WXTM (Xtreme Radio)! • As for what's currently getting our listeners excited, we just moved the Evanescence up to heavy rotation. Every time we play that record, at least one person calls up asking who the band is. Breaking Benjamin's "Skin" is a smash hit. We've only been playing the record for a couple of weeks, and it's already at No. 1 phones. • It's good to see Trapt finally breaking through across the country. We've been playing "Headstrong" since September, and it's still generating phones. I also see Smile Empty Soul and Memento as future artists to knock our listeners off their asses. I'm really digging the new NOFX too.

Linkin Park stay at No. 1. Get used to it ... However, **Evanescence** hang tough at No. 2, and you may have to get used to that too. Radio loves this track and won't let go ... **Audioslave** and **Trapt** also keep firm grips on No. 4 and No. 6, respectively ... **Chevelle** take a really nice jump 17-12. This is a sleeper and may very well resemble the rise of Evanescence. J. Saturn will make it so ... Do you know how many discs **AFI** have sold so far? Trillions, and they hold at No. 13 ... **The White Stripes** jump to 14 from 19 ... The rest of the action is once again from the lower levels rising. From the upper 20s to the low 30s it's a battle royal ... Check out the steady rise of **Finch**, 23-21 this week. You're starting to get it, aren't you? ... At this point we also must mention **Cold**. Robbie Lloyd is secretly thrusting heavily in an upward direction. It's gross, I know. But you're paying attention to this track, right? ... Also note **3 Doors Down**, **Simple Plan** and **Queens Of The Stone Age** jumping onto the chart this week ... Most Added: **QOTSA**, **Zwan**, **The Datsuns**, **Powerman 5000** and **Hot Hot Heat** ... More Adds: **Third Eye Blind**, **SouthFM** and **Blur** (already going 34-29) ... Most Buzz: **Cave In**. Got a lot of calls about this in the last few weeks.

— Max Tolkoff, Alternative Editor



COMING RIGHT UP

ARTIST: **Hot Hot Heat**

LABEL: **Sub Pop/Warner Bros.**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR

This is your last chance to join the cool kids' club before it becomes the next fashionable bandwagon. Or better yet, it's your chance to *define* the next cool thing by warming up to the sounds of **Hot Hot Heat** and their amazingly infectious single "Bandages."

Of course, it is odd to use the word *cool* when describing the angular pop of this Victoria, British Columbia four-piece. The music on their Sub Pop album *Make Up the Breakdown* is herky-jerky, retro new wave in the vein of Elvis Costello and XTC. And, yes, Steve Bays' yelping vocals are being compared ad nauseam to those of The Cure's Robert Smith. So, while Hot Hot Heat are undoubtedly cool with their spastic arrangements and melodies, they're also in touch with their inner geek — the kind that busts out the bad dance moves at the prom when Devo's "Whip It" comes through the P.A.

As a whole, *Make Up the Breakdown* plays like a drunken trip through Disneyland, with odd-meter breakdowns, guitar lines that joyfully wander from the beaten path and sputtering yet melodic vocals. "This Town" is playfully upbeat and jangly, while "Talk to Me, Dance With Me" is an edgy pop tune that steps on your toes and knocks shoegazers to the



side while doing the twist. "Cairo" is an exotic voyage driven by piano, bass and vocal melodies that builds into a noisy but listenable collision of instruments.

Steady bass and drum thumps pulse underneath wandering guitar lines on "Naked in the City Again," where Bays nonchalantly confesses. "Lost and naked in the city again/Intoxicated by a quarter to 10." "Get in or Get Out" is excellent power pop a la Elvis Costello. The jittery "Oh Goddamnit" is the happiest heart-break you'll ever hear, and Bays displays a catchy cadence on "Bandages." What jilted lover can't relate to the line: "I've been poking a voodoo doll that you do not know/I made, for you, of you/Let's see what needles do."

Originally, the Heat misers were a little more hardcore in their approach, blasting out punk anthems. Then, after they fired their singer, keyboardist Bays moved into a singing role, and a new direction emerged. Since they signed with Sub Pop in 2001, the group has grown up through the college and specialty scene to the buzz boiling point. Now Warner Bros. has picked up Hot Hot Heat and will rerelease *Make Up the Breakdown*. Get in now, and you can say you were geeky before it was cool.

TELL US WHAT YOU THINK!

Share your opinion about this column — go to www.radioandrecords.com and click the Message Boards button.

The R&R Annual Subscription Package Delivers The Most For Your Money

SUBSCRIBE and SAVE

\$325
(U.S. Only)

51 weeks of R&R PLUS
(*\$330 value*)

2 semi-annual R&R Directories
(*\$150 value*)

R&R
THE INDUSTRY'S NEWSPAPER

e-mail R&R at: moreinfo.radioandrecords.com Call R&R at: 310-788-1625 FAX Credit Card Payments To: 310-203-8727 Subscribe online: www.radioandrecords.com



**America's Best Testing Alternative Songs 12+
 For The Week Ending 3/28/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
EVANESCENCE Bring Me To Life (Wind-up)	4.04	4.20	84%	16%	4.00	85%	18%
TRAPT Headstrong (Warner Bros.)	4.04	4.12	83%	14%	3.92	82%	15%
ATARIS In This Diary (Columbia)	4.01	4.04	56%	4%	3.96	54%	4%
FINCH What It Is To Burn (Drive-Thru/MCA)	3.97	4.11	64%	8%	3.83	63%	9%
CHEVELLE The Red (Epic)	3.96	4.05	96%	43%	3.92	96%	44%
LINKIN PARK Somewhere I Belong (Warner Bros.)	3.96	4.05	90%	15%	3.93	90%	15%
ALL-AMERICAN REJECTS Swing, Swing (DreamWorks)	3.96	4.08	83%	18%	3.86	82%	18%
DISTURBED Remember (Reprise)	3.95	3.88	82%	16%	3.87	83%	17%
SEETHER Fine Again (Wind-up)	3.94	3.97	91%	35%	3.91	93%	38%
CHEVELLE Send The Pain Below (Epic)	3.93	4.00	70%	9%	3.86	72%	10%
AFI Girl's Not Grey (DreamWorks)	3.91	3.89	64%	7%	3.78	62%	8%
SUM 41 Still Waiting (Island/IDJMG)	3.89	3.97	96%	35%	3.88	96%	34%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.87	3.78	98%	41%	3.84	98%	41%
FOO FIGHTERS All My Life (Roswell/RCA)	3.87	3.93	97%	43%	3.90	97%	41%
FOO FIGHTERS Times Like These (Roswell/RCA)	3.86	3.95	87%	18%	3.85	88%	19%
SOCIAL BURN Down (Elektra/EEG)	3.86	3.94	74%	15%	3.81	75%	15%
USED Buried Myself Alive (Reprise)	3.86	3.91	68%	10%	3.75	68%	11%
AUDIOSLAVE Like A Stone Interscope/Epic (3.84)	3.83	86.00	21%	3.83	89.00	20%	19
QUEENS OF THE STONE AGE No One Knows (Interscope)	3.78	3.89	95%	47%	3.83	94%	45%
SUM 41 The Hell Song (Def Jam/IDJMG)	3.78		59%	9%	3.71	56%	9%
GOOD CHARLOTTE The Anthem (Epic)	3.76	3.87	93%	32%	3.68	93%	31%
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	3.74	3.74	95%	35%	3.77	95%	32%
SEETHER Driven Under (Wind-up)	3.69		45%	7%	3.60	45%	8%
MUDVAYNE Not Falling (Epic)	3.68	3.62	63%	11%	3.57	66%	13%
SALIVA Rest In Pieces Island/IDJMG (3.68)		48.00	9%	3.63	49.00	10%	27
GODSMACK Straight Out Of Line (Republic/Universal)	3.57	3.51	78%	20%	3.54	81%	20%
DONNAS Take It Off (Atlantic)	3.48	3.41	90%	36%	3.52	91%	33%
WHITE STRIPES Seven Nation Army (Third Man/V2)	3.31	3.37	59%	17%	3.32	61%	16%

Total sample size is 540 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 (Persons 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

1. POWERMAN 5000 (DreamWorks) "Free"
2. AUTHORITY ZERO (Atlantic) "Rattlin' Bog"
3. LONGWAVE (RCA) "Everywhere You Turn"
4. LIBERTINES (Rough Trade) "I Get Along"
5. CAVE IN (RCA) "Inspire"
6. NOFX (Fat Wreck Chords) "Franco Un-American"
7. FIRETRUCS (Unsigned) "Hats Off (To Rivers Cuomo)"
8. CURSIVE (Saddle Creek) "Am I Not Yours"
9. IDLEWILD (Capitol) "A Modern Way..."
10. LEVELLERS (Eagle) "Come On"
11. RAVEONETTES (Columbia) "Attack Of The Ghost Riders"
12. TAKING BACK SUNDAY (Victory) "Cute Without The E"
13. BLUR (Virgin) "Crazy Beat"
14. FICTION PLANE (MCA) "Everything Will Never Be OK"
15. SWITCHFOOT (Columbia) "Meant To Live"
16. NADA SURF (Barsuk) "The Way You Wear Your Head"
17. BLANK THEORY (New Line) "Middle Of Nowhere"
18. POSTAL SERVICE (Sub Pop) "The District Sleeps Tonight"
19. WHITE LIGHT MOTORCADE (Octone) "It's Happening"
20. SPECIAL GOODNESS (N.O.S.) "Life Goes By"

Ranked by total number of shows reporting artist.

Record Of The Week

ARTIST: Spindle
 LABEL: Unsigned

It's always a crapshoot reaching into a pile of CDs from unsigned acts — about 90% of the time you immediately find out why said act is unsigned. What a pleasant surprise, then, to discover the Cincinnati-based five-piece **Spindle**. From the pogo-worthy opening track, "I'm Not Blind," it's clear that Spindle's melodic power pop puts them in a league with format stalwarts like Jimmy Eat World. Infectious and inspired guitar lines, subtle keyboard accents and Grant Arnow's poignant lyrics and vocals show mature songwriting that doesn't reek of the insincerity or goofiness that most of today's Warped tour set indulges in. The group recently made a SXSW appearance and is being courted by several labels. Listen now so you can be that much cooler when they break big.



— Frank Correia, Rock Specialty Editor

"Score!"

"THEIR IDEA... MY SUCCESS!"

Choose the decal printer more radio stations have relied on for 30 years.

Call Today!
 800.331.4438
 www.cgilink.com

Communication Graphics Inc
 THE DECAL COMPANY

Stations and their adds listed alphabetically by market

Reporters

WHR/Albany, NY *
 OM/PO/AM/MD: Lisa Biello
 1 HOT HOT HEAT "Bandages"
 ATARIS "Dary"
 BLUR "Beat"

KTEG/Albuquerque, NM *
 PD: Ellen Flaherty
 MD: Marc Young
 1 LIAM LYNCH "Whatever"
 1 FROM ZERO "Sorry"
 BLUR "Beat"
 UNLOCO "Failure"

KTZO/Albuquerque, NM *
 PD: Scott Souhrada
 MD: Don Kelley
 1 BREAKING BENJAMIN "SKN"

WNNX/Atlanta, GA *
 PD: Leslie Fram
 APD: Chris Williams
 MD: Jay Harren
 17 LINKIN PARK "Faint"
 2 ZWAN "Lync"

WJSE/Atlantic City, NJ *
 OM: Lou Romanini
 PD: Al Paninello
 MD: Jason Ulanet
 1 ZWAN "Lync"
 DATSUNS "Love"
 HOT HOT HEAT "Bandages"
 QUEENS OF... "Flow"
 SOUTH FM "Claudia"
 ANDROIDS "Madonna"
 THIRD EYE BLIND "Blinded"

KROX/Austin, TX *
 PD: Melody Lee
 MD: Toby Ryan
 DONNAS "Invited"

KNXX/Baton Rouge, LA *
 PD/MD: Randy Chase
 APD: Bill Jackson
 CAVE IN "Anchor"
 DATSUNS "Love"

WRAX/Birmingham, AL *
 PD: Susan Groves
 APD: Hurricane Shane
 MD: Mark Lindsey
 1 POWERMAN 5000 "Free"
 PETE YORN "Back"

KQXR/Boise, ID *
 PD: Jacent Jackson
 APD/MD: Kallao
 No Adds

WBCN/Boston, MA *
 OM: Tony Berardini
 VP/Programming: Oedipus
 APD/MD: Steven Strick
 1 PETE YORN "Back"
 QUEENS OF... "Flow"

WFNX/Boston, MA *
 PD: Cruze
 APD/MD: Kevin Mays
 CAVE IN "Anchor"
 DONNAS "Invited"
 IDLEWILD "Modern"

WEDG/Buffalo, NY *
 PD: Lenny Diana
 MD: Ryan Patrick
 13 ZACK DE LA ROCHA "Death"
 1 REVIS "Rain"
 PETE YORN "Back"
 SMILE EMPTY SOUL "Bottle"

WAVF/Charleston, SC *
 PD: Greg Patrick
 APD/MD: Danny Villalobos
 THIRD EYE BLIND "Blinded"
 ZWAN "Lync"

WENO/Charlotte, NC *
 PD: Jack Daniel
 APD/MD: Kristen Honeycutt
 1 JACK JOHNSON "Defeated"
 SEETHER "Under"
 SOUTH FM "Claudia"
 THIRD EYE BLIND "Blinded"

WKQX/Chicago, IL *
 PD: Tim Richards
 APD/MD: Mary Shuminas
 AMO: Nicole Chuminatto
 3 DOORS DOWN "Road"
 HOT HOT HEAT "Bandages"
 TAPROOT "Mine"

WZZN/Chicago, IL *
 PD: Bill Gamble
 APD: Steve Levy
 MD: James VanOsdol
 1 GOB "Give"
 COLDPLAY "Scientist"
 FROM ZERO "Sorry"
 LINKIN PARK "Numb"
 POWERMAN 5000 "Free"

WAQZ/Cincinnati, OH *
 PD: John Michael
 APD/MD: Shaggy
 FINCH "Burn"

WXTM/Cleveland, OH *
 PD: Kim Monroe
 APD: Dom Nardella
 MD: Pete Schiecke
 5 SMILE EMPTY SOUL "Bottle"
 FINCH "Burn"

WARO/Columbia, SC *
 OM/PO: Gina Juliano
 MD: Dave Farra
 1 UNLOCO "Failure"
 3 DOORS DOWN "Road"
 SEETHER "Under"
 ZWAN "Lync"

WWCD/Columbus, OH *
 PD: Andy Davis
 MD: Jack DeVoss
 10 ZWAN "Lync"
 BEN HARPER "Hands"
 DATSUNS "Love"
 STREETS "Forward"
 X-RATED COWBOYS "Whoever"

KDGE/Dallas-Ft. Worth, TX *
 PD: Duane Doherty
 APD/MD: Alan Ayo
 No Adds

WXEG/Dayton, OH *
 PD: Steve Kramer
 MD: Boomer
 No Adds

KTCL/Denver-Boulder, CO *
 PD: Mike O'Connor
 MD: Sabrina Saunders
 19 COLD "Grl"

CIMX/Detroit, MI *
 PD: Murray Brookshaw
 APD: Vince Cannova
 MD: Matt Franklin
 COLDPLAY "Scientist"
 HOT HOT HEAT "Bandages"

KNRQ/Eugene-Springfield, OR
 PD: Chris Crowley
 APD/MD: Stu Allen
 1 AFI "Grey"
 COLD "Grl"

WJBX/Ft. Myers, FL *
 PD: John Rozz
 APD: Fitz Madrid
 MD: Jeff Zito
 COLD "Grl"
 HOT ACTION COP "Fever"

KFRF/Fresno, CA *
 PD: Chris Squires
 MD: Reverend
 3 WHITE STRIPES "Seven"
 1 CHEVELLE "Pain"

WGRD/Grand Rapids, MI *
 PD: Bobby Duncan
 MD: Michael Grey
 COLD "Grl"

WXNR/Greenville, NC *
 PD: Jeff Sanders
 APD: Turner Watson
 3 DOORS DOWN "Road"
 WHITE STRIPES "Seven"

WEEO/Hagerstown, MD
 PD: Brad Hunter
 APD: Dave Roberts
 1 DONNAS "Invited"
 1 EMINEM "Moment"
 1 POWERMAN 5000 "Free"
 1 THIRD EYE BLIND "Blinded"
 1 ZWAN "Lync"

WMRQ/Hartford, CT *
 PD: Todd Thomas
 MD: Chaz Kelly
 1 JACK JOHNSON "Defeated"
 3 DOORS DOWN "Road"
 QUEENS OF... "Flow"
 REVIS "Rain"

KUCD/Honolulu, HI *
 PD: Jamie Hyatt
 MD: Ryan Sean
 No Adds

KTQZ/Houston-Galveston, TX *
 PD: Vince Richards
 APD: Eric Schmidt
 MD: Michael Young
 4 SOUTH FM "Claudia"

WRZX/Indianapolis, IN *
 PD: Scott Jameson
 MD: Michael Young
 No Adds

WPLA/Jacksonville, FL *
 PD: Bo Matthews
 APD/MD: Chad Chumley
 1 WHITE STRIPES "Seven"
 AFI "Grey"

WRZK/Johnson City, TN *
 VP/Prog. Ops.: Mark E. McKinn
 ATARIS "Dary"
 POWERMAN 5000 "Free"
 QUEENS OF... "Flow"

KRBZ/Kansas City, KS *
 OM/PO: Mike Kaplan
 MD: Todd Violette
 7 TRANSPLANTS "DJ"
 2 ROOTS "Seed"
 DATSUNS "Love"
 SOUTH FM "Claudia"
 ZWAN "Lync"

WNFZ/Knoxville, TN *
 PD: Dan Bozyk
 APD/MD: Anthony Proffitt
 AMO: Opie Hines
 No Adds

KFTF/Lafayette, LA *
 PD: Scott Perrin
 MD: Chris Olivier
 FINCH "Burn"

WWDX/Lansing, MI *
 PD: John Boyle
 MD: Kelly Bradley
 1 BLUR "Beat"
 1 LIAM LYNCH "Whatever"
 SALIVA "Rest"

KXTE/Las Vegas, NV *
 PD: Dave Wellington
 APD/MD: Chris Ripley
 No Adds

KLEC/Little Rock, AR *
 PD: Marty Gehlhol
 MD: Adroq
 HDT HOT HEAT "Bandages"
 QUEENS OF... "Flow"
 THIRD EYE BLIND "Blinded"
 ZWAN "Lync"

KROQ/Los Angeles, CA *
 VP/Prog.: Kevin Weatherly
 APD: Gene Sandbloom
 MD: Lisa Worden
 No Adds

WLRS/Louisville, KY *
 Dir/Prog.: J.D. Kunes
 PD: Lance
 MD: Annrae Fitzgerald
 1 AFI "Grey"
 COLD "Grl"
 QUEENS OF... "Flow"

WMFS/Memphis, TN *
 PD: Rob Cressman
 MD: Mike Kilabrew
 No Adds

WZTA/Miami, FL *
 PD: Troy Hanson
 APD/MD: Ryan Castle
 BLUR "Beat"
 SUM 41 "Song"

WLUM/Milwaukee, WI *
 PD: Tommy Wilde
 MD: Kenny Neumann
 PETE YORN "Back"
 SOUTH FM "Claudia"
 TAPROOT "Mine"

WITG/Monmouth-Ocean, NJ *
 PD: Darrin Smith
 MD: Brian Zanyor
 13 TRAPT "Headstrong"
 6 PETE YORN "Back"
 1 ZWAN "Lync"

KNBY/Monterey-Salinas, CA *
 PD: Kenny Allen
 APD/MD: Opie Taylor
 1 DATSUNS "Love"
 ACROMA "Down"
 BEN KWELLER "Commerce"
 POWERMAN 5000 "Free"
 ZWAN "Lync"

WBUX/Nashville, TN *
 OM: Jim Patrick
 PD/MD: Russ Schenck
 1 POWERMAN 5000 "Free"
 DATSUNS "Love"
 HOT HOT HEAT "Bandages"
 LIAM LYNCH "Whatever"

WRRV/Newburgh, NY
 PD/MD: Andrew Boris
 ANDROIDS "Madonna"

KNKD/New Orleans, LA *
 OM/PO: Rob Summers
 APD/MD: Sig
 No Adds

WXRK/New York, NY *
 PD: Steve Kingston
 MD: Mike Peer
 No Adds

WROX/Norfolk, VA *
 PD: Michele Diamond
 MD: Mike Powers
 2 DATSUNS "Love"
 1 DONNAS "Invited"
 BREAKING BENJAMIN "SKN"
 EVERMORE "Slipping"
 SEETHER "Under"

KORX/Odessa-Midland, TX
 PD: Michael Todd Mobley
 24 THIRD EYE BLIND "Blinded"
 17 AVRIL LAVIGNE "Losing"
 7 ANDROIDS "Madonna"
 7 DATSUNS "Love"
 1 SMILE EMPTY SOUL "Bottle"
 7 POWERMAN 5000 "Free"
 7 PRESENCE "Fun"

WJRR/Orlando, FL *
 PD: Pat Lynch
 MD: Dickerman
 1 QUEENS OF... "Flow"
 1 SEVEN MARY THREE "Feels"
 ZWAN "Lync"

WOCL/Orlando, FL *
 PD: Alan Amith
 APD/MD: Bobby Smith
 17 SOUTH FM "Claudia"
 11 QUEENS OF... "Flow"
 11 USED "Myself"
 8 SUM 41 "Song"
 3 PETE YORN "Back"
 3 ATARIS "Dary"

WPLY/Philadelphia, PA *
 PD: Jim McGuinn
 MD: Dan Fein
 3 ZWAN "Lync"
 3 USED "Myself"
 1 DONNAS "Invited"

KEDJ/Phoenix, AZ *
 PD: Nancy Stevens
 APD: Dead Air Dave
 MD: Robin Nash
 1 ANDROIDS "Madonna"
 BREAKING BENJAMIN "SKN"
 DATSUNS "Love"
 QUEENS OF... "Flow"

KZON/Phoenix, AZ *
 OM/PO: Tim Maranville
 APD/MD: Kevin Mannion
 No Adds

WXDX/Pittsburgh, PA *
 PD: John Moschitta
 MD: Winnie
 1 POWERMAN 5000 "Free"

WCYY/Portland, ME
 PD: Herb Ivy
 MD: Brian James
 14 PARANOID SOCIAL CLUB "Wasted"
 DATSUNS "Love"
 HOT HOT HEAT "Bandages"
 PETE YORN "Back"
 POWERMAN 5000 "Free"
 ZWAN "Lync"

KNRK/Portland, OR *
 PD: Mark Hamilton
 APD/MD: Jayn
 COLD "Grl"

WBRU/Providence, RI *
 PD: Tim Schiavelli
 MD: Alicia Mullin
 No Adds

KRZO/Reno, NV *
 OM: Rob Blaze Brooks
 APD: Jeremy Smith
 MD: Matt Diabolo
 1 STREETS "Forward"
 1 SMILE EMPTY SOUL "Bottle"
 BEN HARPER "Hands"
 COLD "Grl"

WDYL/Richmond, VA *
 PD: Mike Murphy
 MD: Keith Dakin
 1 POWERMAN 5000 "Free"
 SMILE EMPTY SOUL "Bottle"
 ZWAN "Lync"

KCXX/Riverside, CA *
 OM/PO: Kelli Cluque
 APD/MD: Daryl James
 QUEENS OF... "Flow"
 SALIVA "Rest"

WZZL/Rosemead-Lynchburg, VA *
 GM/PO: Bob Travis
 MD: Greg Travis
 No Adds

WZNE/Rochester, NY *
 OM/PO: Mike Danger
 MD: Violet
 COLDPLAY "Scientist"
 DATSUNS "Love"
 DONNAS "Invited"
 JACK JOHNSON "Defeated"
 QUEENS OF... "Flow"

KWOD/Sacramento, CA *
 PD: Ron Bunce
 APD: Boomer
 17 7TH STANDARD "You"
 11 SUM 41 "Song"
 2 HOT HOT HEAT "Bandages"
 ACROMA "Down"
 DATSUNS "Love"
 ZWAN "Lync"
 SMILE EMPTY SOUL "Bottle"

KPNT/St. Louis, MO *
 PD: Tommy Mattem
 MD: Jeff Frisse
 APD: Jeff "Woody" Fife
 3 TRANSPLANTS "DJ"
 1 QUEENS OF... "Flow"
 REVIS "Rain"
 ZWAN "Lync"

KXRK/Salt Lake City, UT *
 PD/VP/Ops. & Prog.: Mike Summ
 APD/MD: Artie Fufkin
 AMO: Corey O'Brien
 No Adds

XTRA/San Diego, CA *
 PD: Sean Schock
 MD: Chris Muckley
 COLD "Grl"
 LINKIN PARK "Inside"

KITS/San Francisco, CA *
 PD: Sean Demery
 MD: Aaron Axelsen
 1 QUEENS OF... "Flow"
 DATSUNS "Love"
 ROOTS "Seed"

KJEE/Santa Barbara, CA
 GM/PO: Eddie Gutierrez
 MD: Dakota
 3 DOORS DOWN "Road"
 DATSUNS "Love"
 SEETHER "Under"
 THIRD EYE BLIND "Blinded"

KNDD/Seattle-Tacoma, WA *
 PD: Phil Manning
 APD: Jim Keller
 No Adds

KSYR/Shreveport, LA *
 Acting PD: Rod The Human Trip
 6 QUEENS OF... "Flow"
 1 POWERMAN 5000 "Free"
 LINKIN PARK "Lying"
 PRESENCE "Fun"
 THIRD EYE BLIND "Blinded"

WKRL/Syracuse, NY *
 OM/PO: Mimi Griswold
 APD/MD: Abbie Weber
 DATSUNS "Love"
 HOT HOT HEAT "Bandages"
 POWERMAN 5000 "Free"
 THIRD EYE BLIND "Blinded"

WXSX/Tallahassee, FL
 PD: Steve King
 MD: Meathead
 1 DATSUNS "Love"

WSUN/Tampa, FL *
 OM: Chuck Beck
 PD: Shark
 APD: Pat Largo
 DATSUNS "Love"

KFMA/Tucson, AZ *
 PD: Libby Carstensen
 MD: Matt Spry
 8 LINKIN PARK "Faint"
 6 POWERMAN 5000 "Free"

KMYZ/Tulsa, OK *
 PD: Lynn Barstow
 MD: Corbin Pierce
 (HED) PLANET EARTH "Blackout"
 3 DOORS DOWN "Road"

WHFS/Washington, DC *
 PD: Robert Benjamin
 APD: Bob Waugh
 MD: Pat Ferise
 DONNAS "Invited"
 HOT HOT HEAT "Bandages"
 ROOTS "Seed"

WWDC/Washington, DC *
 PD: Buddy Rizer
 MD: LeeAnn Curtis
 TRAPT "Headstrong"

WPBZ/West Palm Beach, FL *
 OM/PO: John O'Connell
 MD: Eric Kristensen
 1 QUEENS OF... "Flow"
 1 BEN HARPER "Hands"
 POWERMAN 5000 "Free"
 STREETS "Forward"
 UNLOCO "Failure"


WSFM/Wilmington, NC
 PD: Knothead
 9 POWERMAN 5000 "Free"
 3 DONNAS "Invited"

***Monitored Reporters**
 87 Total Reporters

78 Total Monitored

9 Total Indicator
 8 Current Indicator Playlists

Did Not Report, Playlist Frozen (1):
 KXNA/Fayetteville, AR



New & Active

- TRANSPLANTS DJ DJ (Epitaph)**
 Total Plays: 259, Total Stations: 20, Adds: 2
- BLINDSIDE Sleepwalking (Elektra/EEG)**
 Total Plays: 253, Total Stations: 23, Adds: 0
- INTERPOL PDA (Matador)**
 Total Plays: 230, Total Stations: 18, Adds: 0
- PETE YORN Come Back Home (Columbia)**
 Total Plays: 177, Total Stations: 22, Adds: 6
- UNLOCO Failure (Maverick/Reprise)**
 Total Plays: 172, Total Stations: 21, Adds: 3

- RAVEONETTES Attack Of The Ghost Riders (Columbia)**
 Total Plays: 165, Total Stations: 14, Adds: 0
- TAKING BACK SUNDAY Cute Without The E (Cut...) (Victory)**
 Total Plays: 164, Total Stations: 14, Adds: 0
- POWERMAN 5000 Free (DreamWorks)**
 Total Plays: 161, Total Stations: 22, Adds: 11
- HOT HOT HEAT Bandages (Sub Pop/Sire)**
 Total Plays: 161, Total Stations: 20, Adds: 9
- OFF BY ONE Change (LMC)**
 Total Plays: 160, Total Stations: 11, Adds: 0

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
 Email: mdavis@radioandrecords.com

Indicator

Most Added*

- DATSUNS In Love (V2)
- POWERMAN 5000 Free (DreamWorks)
- THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)
- DONNAS Who Invited You (Atlantic)
- HOT HOT HEAT Bandages (Sub Pop/Sire)
- ANDROIDS Do It With Madonna (Universal)
- ZWAN Lync (Reprise)
- AFI Girl's Not Grey (DreamWorks)
- 3 DOORS DOWN The Road I'm On (Republic/Universal)
- COLD Stupid Girl (Flip/Geffen/Interscope)
- SEETHER Driven Under (Wind-up)
- PRESENCE Tonz Of Fun (Curb)
- PETE YORN Come Back Home (Columbia)
- EMINEM Sing For The Moment (Shady/Aftermath/Interscope)
- AVRIL LAVIGNE Losing Grip (Arista)
- PARANOID SOCIAL CLUB Wasted (Independent)



JOHN SCHOENBERGER
jschoenberger@radioandrecords.com

Serving Cape Cod, The Islands, The World

A look at mvyradio.com

Launched in 1999, [mvyradio.com](http://www.mvyradio.com) (www.mvyradio.com) was conceived as an Internet radio station. It's set up as a separate entity from its sister, terrestrial station WMVY/Cape Cod, MA, which broadcasts from the island of Martha's Vineyard. In early February the site relaunched with a brand-new look and many new features.

WMVY has the quaint image of broadcasting from a house on beautiful Martha's Vineyard. The staff tries to maintain that unique image and personality while reaching the entire Cape Cod and Islands community.

The station's Arbitron market is the Cape Cod area in its entirety, and, as WMVY Station Manager Barbara Dacey said in a previous column, even though she and her staff are not completely driven by the ratings game, they must remain cognizant of that when they plan their strategies. In the end WMVY's competition is other Cape Cod stations, and most of its audience lives on the Cape, not on the Vineyard.

Of the newly revamped mvyradio.com, Dacey says, "We're all very happy with the new look of mvyradio.com. Our webmaster, Todd Carley, worked very hard and did a great job on the redesign."

"Our site has always had a good feel, and now it's better-looking and easier to navigate. Because it's more fluid, it's also easier on this end to move things around and mix it up a bit. This keeps the site looking fresh."

"In addition, working with Jennifer Lane, President of mvyradio.com, is very inspiring. Whatever we're doing, there's always the expectation of taking it to the next level. While that's very challenging, it's also extremely

rewarding, because there's so much growth, both for me and the station. Jennifer has a great vision for mvyradio.com and the ability to move it forward at an amazing pace."



Jennifer Lane

I recently talked with Lane about the site and its future.

R&R: Tell us a little about your vision for mvyradio.com.

JL: We're the only radio station on Martha's Vineyard, and we take that very seriously — that is the core of our identity and what makes us unique to the Cape Cod market — but we need to pay attention to the whole area on a marketing and promotion level.

The idea is to make the website represent not only what we think the radio station would "look" like, but to also make it a center of information about the community. It represents the beauty of the Vineyard, it offers weather and all kinds of community information, it gives visitors a variety of ways to interact with us, and it, of course, provides access to the station's unique programming.

But, as an Internet radio station, we also have to think beyond Cape Cod and try to use our unique qualities to attract listeners from all over the country — and even the world.

R&R: You just joined the RealOne RadioPass service, but you also still stream the station via Windows Media.

JL: The Windows Media stream is

the station's actual over-the-air broadcast, while the feed we give to RealOne is commercial-free. The plan is for mvyradio.com to continue to provide WMVY's commercial stream via Warp Radio and then use the noncommercial feed as our Internet-radio brand.

Essentially, we are a content provider for RealOne's premier subscription service, which comprises many channels. What they are interested in providing for their subscribers are unique radio formats that you can't get anywhere else in the country. WMVY, as a commercial radio station, is getting ready to celebrate 20 years this summer, and not only does it originate from a unique and beautiful part of the country, it also offers a singular radio experience that you can't get anywhere else.

What RealOne offers us is an enhanced opportunity to attract new listeners who have nothing to do with the geographical area. Furthermore, 'MVY listeners will likely be very interested in what else RadioPass has to offer. Besides, as we help them draw more people, it can be a revenue-sharing opportunity for us.



R&R: Tell us about some of your other new features.

RL: We recently launched Local Music Café. This is probably my favorite feature on the website. Not only does it serve the community, it also serves as a way to spotlight the exciting music scene we have on the Vineyard. Besides giving these artists a forum to talk about their music and their live performances, we have added the dimension of downloadable MP3s of their songs.

We came up with this idea because the identity of the radio station and the identity of the Vineyard are closely associated with music. This is a healthy arts community, and music plays a big part in that. Plus, we have a strong heritage of well known musicians originating from here, such as Carly Simon and James Taylor, and many well known artists who spend a lot of time here and often come by the radio station to be on the air. It has quickly become our most popular feature on the website.

My Private Collection

By Peter Simon

Peter Simon, brother of Carly Simon, is a well known photographer who calls Martha's Vineyard home. He also hosts a weekly show on Sunday evenings on WMVY called Private Collection. Below, he describes the show in his own words.

I came of age in New York City during the mid-'60s. I had been addicted to AM radio before that point, but when progressive FM radio began to emerge, I found the style of radio I had always been looking for, one that was free-form, experimental, personal and intimate. One where chances were taken, poetry was read, left-wing political viewpoints were expressed, and the radio personalities became soul-mates.

I had always wanted to be a DJ but never had any training. My photography career took off, and radio became just a hobby and a passion. But in 1975 Martha's Vineyard acquired its own little station, WVOI, and I began a hippy-dippy free-form show called *Good Vibrations*. It was on nightly from 9-11pm. In 1977 I published a book called *Reggae Bloodlines* and began an all-reggae show for WBRU/Providence. That lasted five years. I also did a different version for WGBH/Boston for two years.

When WMVY was born on the Vineyard in 1983, I did my reggae show there but eventually had to give it up, because I moved to New York. But my love for radio never ceased, and I eventually returned to the Vineyard.

In 1999 I convinced the folks to let me do my own little quirky show called *Private Collection*. The title is based upon the fact that I've been an avid music collector since the early '60s and own many rare records, outtakes, unreleased live recordings and bootlegs.

Each week I focus on a certain theme and weave music and interviews around it. I choose my topics either by subject matter of the lyrics, the genre of music or a particular artist. Last week, for example, I played three hours of The Police (and Sting) interspersed with The Pretenders (and Chrissie Hynde) because they were both good examples of early New Wave bands whose careers are still quite active today. The week before it was a show about the weather.

I realize that *Private Collection* is a niche show not meant for the masses, but those who listen do so with passion and full attention. I am eternally grateful that Barbara Dacey and WMVY trust and respect my talents enough to give me total autonomy. My goal is to be syndicated, plus I am currently in discussions with XM.

Other features include music spotlights called Soundcheck and Album of the Week. We spotlight CDs on the site via these features and in other ways, and we have struck an agreement with CD Universe, an online record store. We have an affiliate arrangement with them, so when peo-

ers and give people a chance to win an MP3 player for telling us what they think. People love this, and we get valuable input.

The Album of the Week is great for highlighting new artists we've already added and demonstrating our commitment to new music.

R&R: Barbara does a monthly newsletter that goes out to your database. I imagine it serves as an effective interface between WMVY and mvyradio.com.

RL: Todd, Barbara and I work together on it. The collaboration is fun, and it's another way to get the message out: "We're living the life on Martha's Vineyard, we love what we do, we love the music, and we want you to be part of it."

We send this out to the folks who have asked to be included — we are very concerned that it isn't perceived as spam. Having said that, our database numbers are very strong and growing. People definitely respond to our contests and other interactive features on the site — they are eager to hear from us — but we are careful to ask about sending them things such as the newsletter.

The Internet radio station is becoming incredibly popular and has taken off since we launched it in '99, but we have to remain focused on creating a positive experience for our listeners in the many ways we interact with them.

You can reach Jennifer Lane at 860-572-1994. Check out the new look of www.mvyradio.com.

"We're finding that creating a successful business model for the Internet experience depends more and more on a variety of income sources that all add up to a positive figure."



March 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	COLOPLAY Clocks (Capitol)	605	-36	35717	17	26/0
2	2	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	504	-15	38075	11	23/0
4	3	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	495	+23	31161	8	24/0
5	4	JOHN MAYER Why Georgia (Aware/Columbia)	473	+16	26598	8	24/0
3	5	WALLFLOWERS How Good It Can Get (Interscope)	462	-19	27824	12	24/0
6	6	DAVE MATTHEWS BAND Grey Street (RCA)	397	0	20093	13	16/0
7	7	DAVID GRAY Be Mine (ATO/RCA)	386	-2	24063	9	24/0
10	8	JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	375	+59	28641	4	26/0
8	9	RHETT MILLER Come Around (Elektra/EEG)	354	-11	22829	13	21/1
16	10	FLEETWOOD MAC Peacekeeper (Reprise)	347	+73	29874	3	22/0
9	11	PAUL SIMON Father And Daughter (Nick/Jive)	295	-53	24523	14	17/0
11	12	NORAH JONES Come Away With Me (Blue Note/Virgin)	294	+6	19831	20	21/0
21	13	BEN HARPER With My Own Two Hands (Virgin)	278	+56	18483	3	22/2
15	14	TORI AMOS A Sorta Fairytale (Epic)	278	+2	21898	27	20/0
13	15	JAYHAWKS Save It For A Rainy Day (American/Lost Highway/IDJMG)	278	-1	16648	5	18/0
17	16	LUCINDA WILLIAMS Righteously (Lost Highway)	276	+11	13047	4	16/0
12	17	BECK Lost Cause (Geffen/Interscope)	254	-28	12666	17	21/0
19	18	TORI AMOS Taxi Ride (Epic)	250	+8	10961	4	17/0
22	19	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	227	+12	15661	6	11/0
18	20	SOUNDTRACK OF OUR LIVES Sister Surround (Republic/Universal)	222	-41	11531	11	17/0
14	21	SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	215	-62	14929	18	18/0
24	22	JOHNNY MARR Down On The Corner (iMusic)	200	+19	11732	4	17/0
Debut	23	PETE YORN Come Back Home (Columbia)	197	+86	13483	1	20/2
27	24	FEEL Got Your Name On It (Curb)	191	+48	5274	2	13/1
23	25	MAROON 5 Harder To Breathe (J)	187	-21	5386	12	12/0
25	26	KATHLEEN EDWARDS Six O'Clock News (Zoe/Rounder)	184	+8	13462	6	17/1
28	27	ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	179	+37	12209	2	13/0
20	28	SHERYL CROW C'mon, C'mon (A&M/Interscope)	169	-56	9520	12	17/0
29	29	BRUCE SPRINGSTEEN Waitin' On A Sunny Day (Columbia)	146	+4	12646	5	13/0
26	30	TOM PETTY & THE HEARTBREAKERS Have Love Will Travel (Warner Bros.)	145	-3	10122	4	15/2

Most Added®

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)	3
FRANKY PEREZ Something Crazy (Lava)	3
AFRO-CELTS Rise Above It (Real World/Virgin)	3
KYLE DAVIS God Love Me (Universal)	3
PALOALTO Breathe In (American/Island/IDJMG)	3
BEN HARPER With My Own Two Hands (Virgin)	2
PETE YORN Come Back Home (Columbia)	2
TOM PETTY & THE HEARTBREAKERS Have Love Will Travel (Warner Bros.)	2
SISTER HAZEL Your Mistake (Sixth Man)	2
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	2
MARTY LLOYD Justified (Razor & Tie)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)	+120
PETE YORN Come Back Home (Columbia)	+86
FLEETWOOD MAC Peacekeeper (Reprise)	+73
JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	+59
BEN HARPER With My Own Two Hands (Virgin)	+56
FEEL Got Your Name On It (Curb)	+48
ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	+37
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	+33
JOSEPH ARTHUR Honey & The Moon (Enjoy/Universal)	+32
JOHN HIATT My Baby Blue (New West)	+26

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	227
JACK JOHNSON Flake (Enjoy/Universal)	220
MATCHBOX TWENTY Disease (Atlantic)	188
NORAH JONES Don't Know Why (Blue Note/Virgin)	172
DAVE MATTHEWS BAND Where Are You Going (RCA)	170
COLDPLAY In My Place (Capitol)	148
RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	145
DAVE MATTHEWS BAND Grace Is Gone (RCA)	142
TRACY CHAPMAN You're The One (Elektra/EEG)	139
JACK JOHNSON Bubble Toes (Enjoy/Universal)	138
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	131
U2 Beautiful Day (Interscope)	122
JIMMY EAT WORLD The Middle (DreamWorks)	120
JOHN MAYER No Such Thing (Aware/Columbia)	112
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	99
GOO GOO DOLLS Here Is Gone (Warner Bros.)	93

R&R Station Playlists have moved to the web. See all of our monitored reporters at www.radioandrecords.com.

26 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 3/16-3/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

New & Active

DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)

Total Plays: 144, Total Stations: 14, Adds: 1

THORNS I Can't Remember (Aware/Columbia)

Total Plays: 136, Total Stations: 14, Adds: 1

ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)

Total Plays: 135, Total Stations: 16, Adds: 3

SISTER HAZEL Your Mistake (Sixth Man)

Total Plays: 122, Total Stations: 10, Adds: 2

NICKEL CREEK Spit On A Stranger (Sugar Hill)

Total Plays: 116, Total Stations: 13, Adds: 0

WILL HOGE Be The One (Atlantic)

Total Plays: 103, Total Stations: 11, Adds: 0

RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)

Total Plays: 100, Total Stations: 6, Adds: 0

EDWIN MCCAIN I Want It All (ATC/Red Ink)

Total Plays: 98, Total Stations: 10, Adds: 1

JOSH KELLEY Amazing (Hollywood)

Total Plays: 97, Total Stations: 9, Adds: 1

SONNY LANDRETH Hell At Home (Sugar Hill/Vanguard)

Total Plays: 83, Total Stations: 8, Adds: 1

Songs ranked by total plays

EXPOSE YOURSELF

- EventTape®
- BunchaBanners™
- FlashBags™
- BumperStickers
- Ponchos
- KeyTags
- StadiumCups

FirstFlash!

LINE®

6528 Constitution Drive • Fort Wayne, Indiana 46804
 Fax: (260) 436-6739 • www.firstflash.com
1-800-21 FLASH
 1-800-213-5274

INFORMATIVE & INTERACTIVE!

R&R Going For Adds™

featuring **ELECTRONIC PROMOTION KITS (EPKs)**



- > Listing Of Current Promotional Information
- > Vibrant Artist Cover Art
- > Automatic Audio Load Of Featured Song
- > Links To Additional Audic, Video, E-Cards, AOL Buddy Icons, Screensavers, etc...
- > Contact Information And E-mail Link To Record Label Department Head
- > Distribution To R&R Monitored And Indicator Radio Programmers By Format

March 28, 2003

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	LUCINDA WILLIAMS Righteously (Lost Highway)	301	+41	8477	4	20/0
1	2	DAVID GRAY Be Mine (ATO/RCA)	286	+11	6849	10	18/0
4	3	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	256	+9	6510	8	17/0
5	4	JOHNNY MARR Down On The Corner (iMusic)	244	+1	5786	10	19/0
3	5	COLDPLAY Clocks (Capitol)	242	-11	5902	17	16/0
6	6	WALLFLOWERS How Good It Can Get (Interscope)	235	-8	4576	12	17/0
8	7	DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)	229	-2	6979	9	20/0
7	8	KATHLEEN EDWARDS Six O'Clock News (Zoe/Rounder)	224	-10	7129	10	20/0
9	9	JAYHAWKS Save It For A Rainy Day (American/Lost Highway/IDJMG)	222	+2	7025	5	19/0
11	10	JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	214	+25	5889	2	19/0
12	11	BEN HARPER With My Own Two Hands (Virgin)	211	+23	9183	3	20/2
10	12	JOE JACKSON Awkward Age (Rykodisc)	193	-1	7319	5	16/0
14	13	JOHN MAYER Why Georgia (Aware/Columbia)	183	-4	2707	8	11/0
22	14	FLEETWOOD MAC Peacekeeper (Reprise)	180	+45	4157	2	15/0
15	15	SOUNDTRACK OF OUR LIVES Sister Surround (Republic/Universal)	176	+4	2650	11	11/0
17	16	TORI AMOS Taxi Ride (Epic)	172	+14	4244	5	14/0
16	17	ROSANNE CASH Rules Of Travel (Capitol)	158	-5	6480	6	15/0
19	18	THORNS I Can't Remember (Aware/Columbia)	157	+18	5086	2	16/0
20	19	BETH ORTON Thinking About Tomorrow (Astralwerks/Heavenly/Capitol)	153	+16	4257	2	18/1
13	20	SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	150	-38	4244	19	14/0
Debut	21	ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)	143	+93	5303	1	17/0
21	22	PATTY LARKIN Different World (Vanguard)	141	+4	6023	7	13/0
30	23	JESSE MALIN Queen Of The Underworld (Artemis)	136	+21	4829	7	15/0
23	24	1 GIANT LEAP F/M. STIPE... The Way You Dream (Palm Pictures/Reprise)	132	-2	3760	5	16/0
18	25	SONNY LANDRETH Hell At Home (Sugar Hill/Vanguard)	132	-23	4820	7	15/0
27	26	ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	131	+10	4530	2	15/0
28	27	JOHNNY CASH Hurt (American/Lost Highway/IDJMG)	128	+8	4652	5	15/0
25	28	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	116	-12	1701	9	7/0
Debut	29	PETE YORN Come Back Home (Columbia)	109	+49	3479	1	14/1
29	30	RICHARD ASHCROFT Science Of Silence (Hut/Virgin)	103	-12	2601	6	10/0

20 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 3/16-Saturday 3/22.
© 2003, R&R Inc.

Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
AFRO-CELTS Rise Above It (Real World/Virgin)	7
MARTY LLOYD Justified (Razor & Tie)	4
PALOALTO Breathe In (Columbia)	4
CHRIS WHITLEY Breaking Your Fall (Messenger)	4
JOHN HIATT My Baby Blue (New West)	3
BEN HARPER With My Own Two Hands (Virgin)	2
DANIEL LANOIS Falling At Your Feet (Anti)	2
PAUL WELLER Leafy Mysteries (Yep Roc)	2
BETH ORTON Thinking About Tomorrow (Astralwerks/Heavenly/Capitol)	1
PETE YORN Come Back Home (Columbia)	1
FEEL Got Your Name On It (Curb)	1
MARK KNOPFLER Devil Baby (Warner Bros.)	1
JOSEPH ARTHUR Honey & The Moon (Enjoy/Universal)	1
JOSH KELLEY Amazing (Hollywood)	1
ROOMFUL OF BLUES That's Right (Alligator)	1
MINUS 5 Retrieval Of You (Yep Roc)	1
PHIL ROY Undeniably Human (Ear Pictures)	1
SISTER HAZEL Your Mistake (Sixth Man)	1
DAN BERN Baby Bye Bye (Messenger)	1
IGUANAS Plastic Silver Nine Volt... (Koch)	1

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)	+93
PETE YORN Come Back Home (Columbia)	+49
FLEETWOOD MAC Peacekeeper (Reprise)	+45
LUCINDA WILLIAMS Righteously (Lost Highway)	+41
JOSEPH ARTHUR Honey & The Moon (Enjoy/Universal)	+38
FEEL Got Your Name On It (Curb)	+29
JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	+25
BEN HARPER With My Own Two Hands (Virgin)	+23
JESSE MALIN Queen Of The Underworld (Artemis)	+21
AFRO-CELTS Rise Above It (Real World/Virgin)	+21
SISTER HAZEL Your Mistake (Sixth Man)	+21
THORNS I Can't Remember (Aware/Columbia)	+18

Reporters

WAPS/Akron, OH
PD: Bill Gruber
1 AFRO-CELTS "Above"
1 BEN HARPER "Hands"
1 JOHN HIATT "Blue"
1 MARTY LLOYD "Justified"
1 PALOALTO "Breathe"

KGSR/Austin, TX
DM: Jeff Carroll
PD: Jody Denberg
APD: Jyl Hershman-Ross
MD: Susan Castle
12 OXIE CHICKS "Home"
8 RHETT MILLER "Come"
5 BUDDY MILLER "Peace"

WRNR/Baltimore, MD
DM: Jon Peterson
PD: Alex Cortright
MD: Damian Einstein
1 PALOALTO "Breathe"
1 PAUL WELLER "Leafy"
1 PHIL ROY "Human"
1 U2 "America"

KRVB/Boise, ID
DM/PD: Dan McColly
2 JOSH KELLEY "Amazing"

WBOS/Boston, MA
PD: Chris Harrmann
APD/MD: Michele Williams
2 EDWIN MCCAIN "Wart"
TOM PETTY & HB "Have"

WXR/VBoston, MA
PD: Joanne Doody
MD: Dana Marshall
DAR WILLIAMS "Bird"
PALOALTO "Breathe"

WNCS/Burlington, VT
PD/MD: Mark Abuzzahab
FEEL "Name"

WOOD/Chattanooga, TN
DM/PD/MD: Danny Howard
4 GOOD CHARLOTTE "Anthem"
3 DOORS DOWN "Road"
THIRD EYE BLIND "Blinded"

WXRT/Chicago, IL
PD: Norm Winer
APD/MD: John Farneda
No Adds

KBXR/Columbia, MO
PD/MD: Lana Trezise
No Adds

KBCO/Denver-Boulder, CO
PD: Scott Arbaugh
MD: Keefer
THORNS "Remember"

WOET/Detroit, MI
PD: Judy Adams
MD: Martin Bandyke
AMD: Chuck Horn
3 AFRO-CELTS "Above"
3 CHRIS WHITLEY "Breaking"
3 MARTY LLOYD "Justified"

WVOD/Elizabeth City, NC
PD: Matt Cooper
MD: Tad Abbey
BEN HARPER "Hands"

WNCV/Greenville, SC
PD: Mark Keefe
APD/MD: Kim Clark
4 JAY FARRAR "Gather"
ALEX MURDOCH "Fear"
MINUS 5 "You"
LOUISE TAYLOR "I Own"
SOOZIE TYRELL "Lines"
PETER GREEN "Man"
CHRIS WHITLEY "Breaking"
MARTY LLOYD "Justified"

WTTS/Indianapolis, IN
PD: Brad Holtz
MD: Todd Beryman
3 PETER GREEN "Man"
KATHLEEN EDWARDS "News"

WOKI/Knoxville, TN
PD: Shane Cox
MD: Sarah McClune
1 ZIGGY MARLEY "Myself"
PETE YORN "Back"

KMTN/Jackson, WY
PD/MD: Mark Fishman
MARTY LLOYD "Justified"
1 PETE YORN "Back"

WFPK/Louisville, KY
PD: Dan Reed
APD: Stacy Owen
AFRO-CELTS "Above"
BETH ORTON "Tomorrow"
PAUL WELLER "Leafy"

KTBG/Kansas City, MO
PD: Jon Hart
MD: Byron Johnson
No Adds

WMMM/Madison, WI
PD: Tom Teuber
MD: Gabby Parsons
No Adds

WMPS/Memphis, TN
PD: Steve Richards
MD: Alexandra Izner
9 CORY BRANNAN "Ferguson"
6 SONNY LANDRETH "Home"

KTCZ/Minneapolis, MN
PD: Lauren MacLash
MD: Brian Wolf
APD/MD: Mike Wolf
No Adds

WGVX/Minneapolis, MN
DM: Dave Hamilton
PD: Jeff Collins
13 PALOALTO "Breathe"
11 ZIGGY MARLEY "Myself"
9 EVANESCENCE "Live"
7 BEN HARPER "Hands"

WZEW/Mobile, AL
PD: Mark Keefe
MD: Lee Ann Konik
No Adds

KPIG/Monterey, CA
PD/MD: Laura Ellen Hopper
No Adds

WRLT/Nashville, TN
DM/PD: David Hall
APD/MD: Keith Coes
6 JOHN HIATT "Blue"
AFRO-CELTS "Above"
BETH ORTON "Tomorrow"
FRANKY PEREZ "Something"
JOAN ARMATRADE "Speak"

WFUV/New York, NY
PD: Chuck Singleton
MD: Rita Houston
AMD: Russ Borris
DANIEL LANOIS "Feet"
IGUANAS "Vib"
JOHN HIATT "Blue"
DAMIAN RICE "Dogano"
ELENI MANDELL "Raining"

WKOC/Norfolk, VA
PD: Paul Shugrue
MD: Kristen Croft
3 KYLE DAVIS "God"
SISTER HAZEL "Mistake"

KCTY/Omaha, NE
PD: Brian Burns
MD: Ryan Morton
1 THIRD EYE BLIND "Blinded"
FRANKY PEREZ "Something"
ZIGGY MARLEY "Myself"

WXP/Philadelphia, PA
PD: Bruce Warren
APD/MD: Helen Leicht
AFRO-CELTS "Above"
1 CHRIS WHITLEY "Breaking"
1 PALOALTO "Breathe"
1 PROCOL HARUM "Boxed"

WYEP/Pittsburgh, PA
PD: Rosemary Welsh
2 AFRO-CELTS "Above"
2 FLAMING LIPS "Fight"
1 DAN BERN "Bye"
1 SONDRÉ LERCHÉ "Passenger"

WCLZ/Portland, ME
PD: Herb Ivy
MD: Brian James
No Adds

KINK/Portland, OR
PD: Dennis Constantine
MD: Kevin Welch
No Adds

WDST/Poughkeepsie, NY
PD: Greg Gattine
APD: Christine Martinez
MD: Brian Hart
7 JOSEPH ARTHUR "Honey"
MARK KNOPFLER "Devil"
PALOALTO "Breathe"

KTHX/Reno, NV
PD: Harry Reynolds
MD: Dave Herold
FRANKY PEREZ "Something"

KENZ/Salt Lake City, UT
DM/PD: Bruce Jones
MD: Kari Bushman
1 FEEL "Name"
BEN HARPER "Hands"

KPRI/San Diego, CA
PD/MD: Dona Shaieb
4 TOM PETTY & HB "Have"

KFOG/San Francisco, CA
PD: Dave Benson
APD/MD: Haley Jones
No Adds

KOTR/San Luis Obispo, CA
PD: Drew Ross
4 DANIEL LANOIS "Feet"
4 TOMY TRISHCHA "Breakdown"
4 CHRIS WHITLEY "Breaking"

KBAC/Santa Fe, NM
GM/PD: Ira Gordon
APD: Sam Ferrara
9 AFRO-CELTS "Above"
1 JOHN HIATT "Blue"

KTAA/Santa Fe, NM
PD: Brad Hockmeyer
APD/MD: Michael Dean
5 ROOMFUL OF BLUES "Right"
5 AFRO-CELTS "Above"
5 JOSH KELLEY "Amazing"
5 SISTER HAZEL "Mistake"

KRSH/Santa Rosa, CA
PD: Dean Kattari
MD: Pam Long
AFRO-CELTS "Above"
DOYLE BRAMHALL II "Life"
KYLE DAVIS "God"
MARTY LLOYD "Justified"
PALOALTO "Breathe"

KMTT/Seattle-Tacoma, WA
GM/PD: Chris Mays
APD/MD: Shawn Stewart
3 JOSEPH ARTHUR "Honey"

KAEP/Spokane, WA
PD: Tim Cotter
MD: Kari Bushman
No Adds

WRNX/Springfield, MA
GM/PD: Tom Davis
APD: Donnie Moorhouse
MD: Lesa Wilhane
AFRO-CELTS "Above"
KYLE DAVIS "God"
MARTY LLOYD "Justified"
SISTER HAZEL "Mistake"

*Monitored Reporters
46 Total Reporters

26 Total Monitored

20 Total Indicator

19 Current Indicator Playlists

Reported Frozen Playlist (1):
WMVY/Cape Cod, MA



National Programming

Added This Week



World Cafe

Ali Castelinni 215-898-6677

AFRO CELTS Rise Above It
CELSE FONSECA Sem Resposta
CHRIS WHITLEY Breaking Your Fall
DAN BERN Baby Bye Bye
FLEETWOOD MAC Peacekeeper
ZIGGY MARLEY True To Myself



Acoustic Cafe

Rob Reinhart 734-761-2043

ALLMAN BROTHERS BAND Hittin' The Note
BEN HARPER It's Good
CALEXICO Sunken Waltz
ANI DIFRANCO Evolve
GRAND DRIVE Firefly
JOAN ARMATRADE Prove Yourself
KRISTIN HERSH Sno Cat
RORY GALLAGHER As The Crow Flies
STEPHEN MALKMUS Crow Song
VARIOUS ARTISTS Merlefest 15th Anniversary Jam

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
Michele Williams
Asst. PD/MD, WBOS/Boston



John Mayer's "Why Georgia" is a great track for Triple A. It has always been one of my favorites off an album that I still listen to religiously. It has a great tempo and doesn't get old, even after many, many listens. The song is not too poppy — a choice in that direction could have easily have been made in light of his Grammy award and

heightened profile — yet is subtly hooky, like "No Such Thing." • Early reaction at WBOS/Boston has been good, as the song seems to be equally appealing to the adult audience and Mayer's usual college following. This is why he is a strong core artist for us. The younger end is extremely passionate about his music, while the upper demos, as they get more familiar with him, also enjoy his music.

On the monitored chart, **Coldplay** remain at No. 1 for the 12th week, **Jason Mraz** moves up 3*, and **John Mayer** increases to 4*. In addition, **Jack Johnson** is now 8*, and **Fleetwood Mac** are already at 10* ... **Ben Harper** leaps 21*-13*, **Lucinda Williams** moves up to 17*, **Matchbox Twenty's** next song goes 22*-19*, **Feel** build 27*-24*, and, interestingly, **Tori Amos** has two songs bulleted in the Top 20 ... **Pete Yorn** debuts at 23* ... Showing solid growth are **Johnny Marr + The Healers**, **Kathleen Edwards**, **The Allman Brothers Band**, **Dar Williams**, **The Thorns**, **Ziggy Marley**, **Will Hoge**, **Josh Kelley**, **Edwin McCain** and **Sonny Landreth** ... On the Indicator chart, Williams moves up to 1*, **David Gray** is now 2*, Marz is 3*, Marr is 4*, **The Jayhawks** are 9*, and Johnson moves up to 10*, with Harper knocking on the door at 11* ... Other movers include the Mac (22*-14*), **Beth Orton** (20*-19*), **Jesse Malin** (30-23*) and **Johnny Cash** (28*-27*) ... Marley and Yorn debut ... Even though several stations took a breather this week, many new songs are off to a good start in the Most Added category, including **Afro-Celts** (10 total), **Paloalto** (seven total), **Marty Lloyd** (six total), **Chris Whitely** (four total) and **Kyle Davis** (three total), plus three early stations on the new **John Hiatt** track ... Marley, **Franky Perez**, Harper, **Tom Petty & The Heartbreakers**, **Sister Hazel** and **Daniel Lanois** close some important holes.



— John Schoenberger, Triple A Editor

AAA ARTIST
OF THE WEEK

ARTIST: **Ringo Starr**

LABEL: **Koch**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



There are many successful and well known drummers out there, but I'll wager not many have the name recognition or respect that Richard Starkey — you may know him as Ringo Starr — does. You remember: He was in that Beatles band people are always talking about.

Once the Fab Four had run their course as a group, each member went on to follow a different and successful path as a solo artist. In the early '70s Starr began to release his own projects and enjoyed many top 10 radio hits, including "It Don't Come Easy" and "Photograph." To date, he has released 17 albums.

Starr spent most of the '80s regrouping as he finally had to face many of his personal demons. Fortunately, with hard work, he overcame them. In 1989 he hit upon a new idea that has dramatically revived his career — the live All-Starr Band. Gathering many of his friends and musical peers, Starr embarked on six separate and highly successful world tours over the next 10 years, and a rotating complement of well known artists joined him onstage.

"Overall, I just love the audiences that we've played to over the years," says Starr. "It makes me happy to make my fans happy. If it wasn't for David [of David Fishof Presents], the idea would have never gotten off the ground. At the time I thought it was incredible that this man I had never met before got in touch with me from New York to help me act upon an idea that I'd already been thinking about. He's been a motivating force in this entire concept."

Starr has always included guest artists

on his records, and he has adapted the All-Starr Band idea for many of his projects since — including his latest effort, *Ringo Rama*. Co-produced by Mark Hudson, the album boasts contributions by Gary Burr on bass and guitar, Steve Dudas on guitar, Jim Cox on keys, Dan Higgins on sax and Hudson on guitar — basically the same crew who helped Ringo to create 1998's *Vertical Man*. The sessions also featured the guitar skills of Eric Clapton, David Gilmore and Charlie Haden, and the vocal contributions of Willie Nelson and Shawn Colvin.

Standout tracks from the album include "Never Without You," Ringo's tribute to mate George Harrison, "Eye to Eye," "Memphis in Your Mind," "Trippin' on My Own Tears," "Write One for Me" and "Love First, Ask Questions Later." Each represents the mature and spiritual point of view that Starr has nurtured over the past decade or so of his life.

In support of the release of *Ringo Rama*, Starr is in the middle of a variety of TV appearances, including *The Tonight Show With Jay Leno*, *Good Morning America*, *CNN Morning With Paula Zahn*, a VH1 Classics *Ringo Rama Weekend*, *Last Call With Carson Daly*, MTV's Daly-hosted *TRL* and *Late Night With Conan O'Brien*. Look for Ringo and his All-Starr Band to hit the road in late summer.



Help for parents who don't know what to say to their kids about drugs. Help from experts who can answer any question you have about drugs. Help for parents from other parents and for kids from other kids. It's the new Partnership Web site. Where comprehensive, intelligent and practical help is just a click away.

Drug-Free Southern California
A Member of the Partnership for a Drug-Free America®
www.drugfreeamerica.org

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+/- PLAYS	CUMULATIVE PLAYS
1	1	KATHLEEN EDWARDS <i>Failer (Rounder)</i>	573	+20	4277
3	2	BE GOOD TANYAS <i>Chinatown (Nettwerk America)</i>	520	+42	2422
7	3	ROSANNE CASH <i>Rules Of Travel (Capitol)</i>	473	+83	1988
2	4	BILLY JOE SHAVER <i>Freedoms Child (Compadre)</i>	459	-34	10314
4	5	JOHNNY CASH <i>The Man Comes Around (American/Lost Highway/DJMG)</i>	425	-29	9940
5	6	JOHN HAMMOND <i>Ready For Love (Back Porch/Virgin)</i>	409	-2	2255
6	7	SONNY LANDRETH <i>The Road Were On (Sugar Hill)</i>	402	-3	3490
9	8	JEANNIE KENDALL <i>Jeannie Kendall (Rounder)</i>	390	+17	1671
10	9	DAVID OLNEY <i>The Wheel (Loud House)</i>	383	+21	1382
8	10	DELBERT MCCLINTON <i>Room to Breathe (New West)</i>	367	-17	13847
18	11	JEFF BLACK <i>B Sides And Confessions Volume One (Dualtone)</i>	343	+60	1120
11	12	TIM EASTON <i>Break Your Mothers Heart (New West)</i>	339	-19	3560
14	13	NITTY GRITTY DIRT BAND <i>Will The Circle III (Capitol)</i>	339	+5	10032
12	14	ALISON KRAUSS & UNION STATION <i>Live (Rounder)</i>	333	-10	7462
13	15	ROCKHOUSE RAMBLERS <i>Torch This Town (Haydens Ferry Rustic)</i>	330	-5	2308
15	16	HOUSTON MARCHMAN ... <i>Desperate Man (Independent)</i>	330	+13	1997
20	17	LUCINDA WILLIAMS <i>World Without Tears (Lost Highway)</i>	317	+51	1317
23	18	JAYHAWKS <i>Rainy Day Music (Lost Highway)</i>	285	+44	1177
16	19	BIG JOHN MILLS <i>Honky Tonks & Neon Lights (Independent)</i>	266	-43	4376
21	20	PINERS <i>Nashville Pine (Brick House)</i>	264	+1	1603
29	21	MARTY RAYBON <i>Full Circle (Doobie Shea)</i>	264	+45	739
22	22	STEPHEN FEARING <i>Thats How I Walk (Philo)</i>	260	+10	1803
24	23	RONNIE BOWMAN <i>Starting Over (Sugar Hill)</i>	255	+15	4969
19	24	BUDDY MILLER <i>Midnight and Lonesome (Hightone)</i>	253	-14	12883
26	25	WILLIE NELSON <i>Crazy-Demo Sessions (Sugar Hill)</i>	241	+7	1681
35	26	GUY CLARK <i>The Dark (Sugar Hill)</i>	234	+45	10967
Debut	27	RAY WYLIE HUBBARD <i>Growl (Philo)</i>	224	+172	276
28	28	WILLIE NELSON <i>Stars & Guitars (Lost Highway)</i>	213	-8	6029
27	29	BURRITO DELUXE <i>Georgia Peach (Lamon Records)</i>	210	-23	2783
25	30	SUSAN TEDESCHI <i>Wait For Me (Artemis)</i>	204	-35	4299

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts. For more information please visit www.americanamusic.org.
© 2003 Americana Music Association.

Americana Spotlight

by John Schoenberger

Artist: The Slaughter Rule OST

Label: Bloodshot



Jay Farrar, co-founder of Uncle Tupelo and former frontman of Son Volt, has been out on his own for a few years now. In that time he has released two solo albums and contributed to several compilation and tribute projects. Now he steps up to the plate with his score for the independent film *The Slaughter Rule*. The drama explores the themes of manhood and lost innocence in the vast and lonely landscape of rural Montana. It was written and directed by Andrew and Alex Smith and stars Ryan Gosling, Kelly Lynch and David Morse.

In addition to Farrar's score and original song, "Gather," the Bloodshot Records soundtrack features contributions by Freakwater, Vic Chesnutt, Cheri Knight & Blood Oranges and The Pernice Brothers. The disc also contains previously released material by Ryan Adams, Neko Case, The Flatlanders, Uncle Tupelo and others. Wonder what the term "slaughter rule" means? In football, it is also known as the Mercy Rule: When one team gets ahead of the other by 45 points, the officials call the game. In the beef industry it is also known as the Over 30 Month Rule. With some exceptions, it prohibits the sale of meat for human consumption from cattle aged over 30 months at slaughter.

Americana News

Buzz Brainard, of Country outlet KZLA/Los Angeles, has started an alt country specialty show on Sunday nights. He needs to build up an Americana library. Send your product to his attention at KZLA, 600 West Olive Ave, 8th Floor, Burbank, CA 91505 ... A film about Johnny Cash's life is in the production stages. Called *I Walk the Line*, it will star Joaquin Phoenix as Cash and Reese Witherspoon as his wife, June Carter. The film will focus on Cash's early years and is being directed by James Mangold ... *MerleFest Live! The 15th Anniversary Jam* will soon be released on CD, DVD and VHS. *The 15th Anniversary Jam*, recorded live at MerleFest 2002 on the campus of Wilkes Community College in Wilkesboro, NC, captures the unique musical collaborations that have made MerleFest internationally famous since its inception in 1988. A similar package is being planned for MerleFest 2003, which will take place April 24-27. Joining Doc Watson for this year's festival will be Emmylou Harris, Ralph Stanley, Bela Fleck, Hot Rize, Asleep At The Wheel and many more. In addition to the *Live!* product, MerleFest will also introduce the *Fresh Faces at MerleFest 2003* compilation CD. *Fresh Faces* features a variety of Americana artists who are either new to MerleFest stages or have not played at the festival in many years.

Note: If you have Americana news, please forward it to jschoenberger@radioandrecords.com.

Most Added®

ARTIST TITLE LABEL(S)	ADDS
Ray Wylie Hubbard <i>Growl (Philo)</i>	18
Lynn Morris Band <i>Shape Of A Tear (Rounder)</i>	12
Dan Bern <i>Fleeting Days (Messenger)</i>	9
Derailers <i>Genuine (Lucky Dog)</i>	9
Gibson Brothers <i>Bona Fide (Sugar Hill)</i>	9
Hal Ketchum <i>The King Of Love (Curb)</i>	8
Ricky Skaggs & Kentucky Thunder <i>Live at the Charleston Music Hall (Skaggs Family)</i>	8
Rosanne Cash <i>Rules Of Travel (Capitol)</i>	7

Unreleased. Unheard. Unreal.

"The Van Gogh of lyrics"—*Billboard*
"...one of the greatest songwriters of his generation..."—*Rolling Stone*

Townes Van Zandt. In The Beginning.
Ten exceptional tracks from the legendary Texas singer/songwriter circa 1966.

**On your desks: NOW!
Impacting: NOW!**

Compadre RECORDS
Defining Roots Music. compadrecords.com

"I'd like to thank Americana Radio for being good, honest, and the best there is."
—Billy Joe Shaver

Billy Joe Shaver's "Freedom's Child" — The #1 Americana record for two consecutive months!

Freedom's Child by Billy Joe Shaver
At the breaking of the dawn, day is born again
Just another missing link in an endless chain
Filling up the empty space left by one who's gone
Freedom's child was born today singing freedom's song

With his colors flying high and his gun in hand
Volunteered to fight and die in a foreign land
Just another minor chord in a worn out song
Freedom's child is marching there singing freedom's song

Drifting through a crowded park past an empty swing
Hidden in a sparrow's eye when it's on the wing
Planted on a lonely hill with his name unknown
Freedom's child was laid to rest singing freedom's song



RICK WELKE

rwelke@radioandrecords.com

A True Champion Of Radio

'Other Side of the Radio' spotlight winner steers her station to success

Few stations operate with a staff made up solely of unpaid employees. Even fewer have volunteer jocks doing live overnight shifts. But WODC/Norfolk, headed by GM Anne Verebely, is a unique outlet, and she and her flock are bent on making a difference in their community.

"The station is run as a business," Verebely says. "It's God's station, and He wants everything in order."

Polished Sound

That means training people to make the station sound polished. "The first thing we do with volunteer jocks is take the volunteer attitude out of their thinking," Verebely says. "We are a professional station, they are professionals, and we have to get them to think on that level."

"Our volunteer staff is what keeps the station going. It's amazing to think that 40 unpaid people all show up each week on time for their shifts. The rare emergency pops up, and that is when you see God move — He always has the right person ready to fly in and sub for the one who can't be there."

Volunteers are usually dedicated, but those in Christian radio are notably so. "The good thing about volunteer jocks is that they are doing this entirely for the Lord," Verebely says. "They are eager to be a part of the station in a lot of different ways, not just on-air. We have intercessory prayer for the staff every other Saturday evening, and that was started by two of our volunteers."

"It also helps that many of our announcers are involved with their churches, because that encourages those churches to become involved with the station. Our DJs do such a good job that they are not thought of as volunteers. Listeners actually ask for their autographs at events. I believe our listeners feel that we are all part of one big family."

The volunteer-driven model isn't all a bed of roses though. "The biggest

problem with using volunteer help is that each person is on a different level professionally, and we have to work around that," Verebely says. "Some of our volunteers have been here for years, but then new ones come in, and you have to train them properly. The station has to sound consistent."

Priorities And Commitment

While Verebely is resolving how to incorporate unpaid help into her vision for the station, other radio-related issues also rear their heads from time to time. For example, WODC is looking for another site for its studios. "We have outgrown our current location and need to find more room," Verebely says.



Anne Verebely

"It's not easy to pick up a tower and move it, so that is taking up a lot of my time right now. But that's a good thing. We are always looking for ways to increase our signal strength. We have three translators and have been approved to raise the power on one of them."

"Of course, the highest priority that we constantly have to deal with is keeping the station staffed. We could automate, which would certainly make things easier, but I really don't want to lose that personal connection with our listeners. I believe it's important that we're there for that person in the middle of the night who's hurt."

"We also have to offer local information and encouragement during the day. We do it the hard way, by being live 24 hours a day despite rain, sleet, snow and, at times, hurricanes. But it's encouraging how God always provides a way."

Radio Then And Now

As a child, Verebely played radio with her friends, and she applied to communications schools when she was a teenager. "I found one of those applications the other day while I was going through some old papers," she says. "Women were not included in radio until the '70s, and at that time I was busy having children."

"I put the radio desire away and went on with life. Even though I knew the Lord all my life, I realized in the early '80s that I had not given Him my entire life and turned everything over to Him."

"At that point God sent me to WODC, and here I am. The verse 'Commit your life to the Lord, and He will give you the desires of your heart' really applies to my life. He knew my desire, and when I gave up everything, He gave me what I really wanted."

"I love Christian radio because I can give back to others by getting involved in their day through letting them know that God loves them and telling them not to be discouraged."

Christian radio has changed radically over the past few years, and this has affected every genre in the format. Verebely recognizes this fact. "Christian radio is alive and kicking now," she says. "I can remember when it was pretty dull, almost dead."

"The music has improved so much; there are so many styles to choose from. There is really something for everyone and every age. We now have stations streaming on the Internet so anyone in the world can listen."

Looking Back To Look Ahead

Verebely continues, "I can remember what it was like when listeners called in requests to their favorite station, and I remember that feeling of your heart beating out of your chest because the DJ would announce your name over the air. Now, with automation and satellite in place, a lot of that excitement is gone."

"I believe voicetracking is a great technology, but using it every day has left us with a lot of disappointed potential workers who desire to be in radio and now have no place to go."

"Another potential negative of using it is our desire to compete with the world. If we are Christian radio, we shouldn't compromise the integrity of what we do by trying to be like mainstream stations."

Two mentors in Verebely's life were key in getting her where she is now. "When Bob Souer was in this area at CBN years ago, he was always there to answer the many questions I piled upon him," she says. "I asked him once how he learned all he knew, and he said he followed somebody around and asked questions. I always tease him that he moved away from this area specifically to get away from my questions."

The Other Side Of The Radio

This week we finish up our special spotlight on Christian-radio employees who deserve extra props. Congrats to all of you who have appeared here over the past several weeks. We have enjoyed getting to know you just a little bit better. Special thanks go out to Chris Rice, Derek Jones and the rest of the Rocketown staff.

Who: Taylor Scott

What: Morning co-host & Promotions Director

Where: WFSH/Atlanta



Taylor Scott

Taylor's day starts at 4:45am, and she usually clocks out after working no less than 12 hours every day. As one Salem VP puts it, "Taylor is one of the best Promotions Directors in radio — period." Not a bad compliment.

There is no one more passionate about doing great radio — not great Christian radio, great radio — than Taylor. She is focused on the listener, and she tirelessly puts together promotions to build TSL within the target demo.

She's also committed to having a morning show that is nothing short of spectacular every day.

In addition to all that, she is one of the most humble, Christlike people you will ever meet. It is a pleasure working with her — on the other side of the radio.

— Kevin Avery
WFSH PD and morning co-host

"The other person is Andy Chrisman of 4Him. Years ago he gave me some great advice. I had many ideas for the station but held back putting them into practice because I was so sensitive to the small amount of wattage we were putting out at the time. He told me never to think of the station as being small; God can use small things in large ways."

"He also encouraged me to make our station the best we could and compared us to a station in his hometown. That station was also small, but everyone loved it and did whatever they could to listen. I kept that advice in mind and was never held back by thinking small again."

Be Yourself

In terms of advice for others, Verebely offers this to other stations that

might feel like they can't do much with the little they have: "Simply be yourself. Draw on that unique quality that God has given you and connect with your community. Be there for the bookstores in your area. Local stations have a great advantage, because we are able to immediately meet the community's needs."

"Smaller stations do have a lot to prove, and everything must be done well. For those of us who have volunteer jocks, we have to work harder, because it is so important to be professional. Don't get caught up in size or limitations."

"There is room for all of us, because if God put you on the air, He has a plan for you to accomplish. He has promised that He will carry out that plan. Each of us — big and little stations — we are all His hands and feet."

IMPACTING RADIO NOW!

"I THANK YOU"

FROM WAIT FOR ME: THE BEST FROM REBECCA ST. JAMES

IN STORES NOW!

FOR PROMOTIONS CONTACT KAT DAVIS OR TIM WATSON AT 888.711.1364 OR PROMOTIONS@FOREFRONTRECORDS.COM

WWW.RS1JAMES.COM
WWW.FOREFRONTRECORDS.COM



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:

rwelke@radioandrecords.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.

OPENING ACT

Kristy Starling: Today's New Voice

If her face looks familiar, it's probably because you saw her on TV while sipping your morning coffee: Kristy Starling was first runner-up in a competition held on NBC-TV's *Today* in fall 2002. While the contest jump-started Starling's recording career, little else has changed for the Oklahoma college student who hums constantly in class, idolizes Celine Dion and views her chance at stardom as something God laid in her lap. Starling's debut will be released on Word Records in April.

CCM: How did you end up on *Today*?

KS: My husband's mom watched the show and said I should enter, so I sent my tape. I couldn't believe it when I found out I was in the top 25. I figured that was as far as it would go until they called back to say I'd made the final six. I had two hours to pack and board a plane for New York City. Matt Lauer and Katie Couric were so down-to-earth and told me how proud they were.

CCM: Do you get nervous onstage?

KS: As a child I wasn't afraid of performing, but in junior high I developed stage fright. My knees and voice shook, and I'd start sweating. Now I just pretend I'm acting, and it makes me less nervous.

CCM: How has your recent success affected you?

KS: I'm not doing this for fame or lots of money. Those perks are nice, and I'm thankful to do music on a bigger scale, but I like living in an apartment with my husband and having a normal life. People come up to me in airports and say, "Aren't you that girl who was on the *Today* show?" They usually don't remember my name, though, so that keeps me humble.



Kristy Starling

— Elizabeth Idlewood

CCM UPDATE GALLERY



FLOOD AT OPRY MILLS Sonicflood recently performed for more than 700 people at the Opry Mills Mall Entertainment Court as part of the Music at the Mills concert series. Salem's WRLG & WYYB (The One)/Nashville and Bible Factory Outlet hosted the event, at which the group performed songs from their March 11 INO Records release, *Cry Holy*. Shown here (l-r) are Opry Mills Asst. Marketing Director Amy Mathis; Bible Factory Outlet store manager John Everett; and Sonicflood's Tom Michael, Brett Vargason, Rick Heil, David Alan and Todd Shay.

MOVERS, SHAKERS & NEWSMAKERS

• Everyone, Furious Records' first signing, will be featured on the spring *Cry Holy* tour with INO's Sonicflood. The group join the tour in support of their self-titled debut album, which is set to be released in the United States on April 8 and in the United Kingdom on May 27.

• In a recent survey by *Today's Christian Woman*, Kathy Troccoli is named one of the four women who has made the greatest impact on readers' lives over the past five years. In the survey, published in the magazine's March/April 2003 issue, Troccoli ranks among Joyce Meyers, Stormie Omartian and Beth Moore.

• Kirk Franklin was a big winner at the 34th NAACP Image Awards, held recently at the Universal Amphitheatre in Los Angeles. Franklin won Outstanding Album for *The Rebirth of Kirk Franklin*, Outstanding Song for "Brighter Day" and Outstanding Gospel Artist.

• Christian singer-songwriter and producer Steve Taylor has been named SESAC's 2002 Christian Songwriter of the Year. Taylor's publishing company, Soylen Tunes, was honored as Christian Publisher of the Year.

• Chicago-based Reborn Records, distributed by Central South, signs former First Call member Bonnie Keen, rock guitarist Rick Derringer and country singer-songwriter Eric Horner. Keen's recording is tentatively set for release in July, while Derringer will release his first Christian recording in September.

• Absolute Records recording artists Big Fat Jam will perform for the troops at Incirlik Air Base in Adana, Turkey. BFJ will be in Turkey for two weeks in April to perform their unique style of rock music for thousands of servicemen and -women. The group will also tour military facilities and meet with local youth groups. The band recently wrapped up the Scream Tour with GRITS, KJ-52, Justifide and EastWest.

Dove Awards Update

Winans and Chapman to host 34th annual awards show

CeCe Winans and Steven Curtis Chapman have been named to co-host the 34th annual Dove Awards on April 10. The program will be streamed live from the Gaylord Entertainment Center in Nashville in a pay-per-view webcast.

PAX-TV, which broadcast last year's awards show live for the first time to a national audience of 800,000, will air this year's show via tape delay on April 19 from 9-11pm ET. TBN will air the awards on April 25 at 10pm ET and on April 26 at 5pm ET.

Performers at the awards show will include Amy Grant and Vince Gill, Yolanda Adams, Donnie McClurkin, Sixpence None The Richer, Souljahs and Blind Boys Of Alabama. Audio Adrenaline, The Crabb Family, Mark Schultz, Bebo Norman, Nichole Nordeman, Joy Williams and The Katinas are also scheduled to perform, and all six New Artist nominees — Big Daddy Weave, The Rock N' Roll Worship Circus, Daily Planet, Paul Colman Trio and Jeff Deyo — are lined up for the show. Winans is also slated to perform.

Michael W. Smith will be joined by Point Of Grace, Michael Tait, Anointed, Avalon and others to perform a tribute to Smith's signature song "Friends," which was released 20 years ago.

The webcast, called *Dove Awards Live* and sponsored by LifeWay Christian Stores, will feature awards coverage, behind-the-scenes footage and interviews with the winners, presenters and performers.

Two webcast packages are available at www.doveawardslive.com: the "All-Access Pass," priced at \$8 and including coverage of the awards show and pre-show awards, and the "Premium Pass," available for \$20 and including awards coverage and a copy of the 2003 *Dove Hits* CD. StarOne Networks will produce the special five-hour presentation.

The Dove Awards will also be made available to radio live via satellite, with coverage produced and distributed by Nashville-based Huntsman Entertainment. See www.huntsmanent.com/dove for more information.



Steven Curtis Chapman

The Wire: March 28, 2003

• Rocketown Records recently inked an exclusive international distribution agreement with United Kingdom-based Fierce Distribution. The deal, which takes effect immediately, includes retail sales for all new releases in every market outside the United States and Canada. This marks the first time an international distribution company has acquired worldwide rights to distribute a U.S.-based Christian label.

• Doxology Records has teamed with the nonprofit Presidential Prayer Team organization to create a music collection encouraging nationwide prayer for the president and the country. The collection features the 2003 Presidential Prayer Team theme song, "Somebody's Praying Me Through," sung by Allen Asbury, as well as songs of invitation, prayers and inspirational thoughts from Christian leaders.

• World Vision announces the first World Vision-created tour, A Call to Worship ... A Call to Hope. The lineup includes 4HIM, Joy Williams, Anointed, Among Thorns and Kelly Minter.

The tour kicked off March 14 in Birmingham and will visit 30 markets throughout the spring, finishing up May 17 in Atlanta. Proceeds will be allocated to World Vision's Hope Initiative, a program committed to raising money and awareness for the HIV/AIDS epidemic in sub-Saharan Africa.

• The CBA, the international trade association of Christian retailers, and its sister organization the Evangelical Christian Publishers Association, have broken with book-industry tradition and launched 21 new best-seller lists, including 20 category lists and an overall top 50, beginning this month. The lists are compiled using sales-tracking data collected at points of purchase in Christian retail stores and transmitted and calculated electronically. The charts reflect actual sell-through in more than 900 Christian retail stores nationwide.

® March 28, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	NEWSBOYS He Reigns (<i>Sparrow</i>)	1926	+58	10	58/0
3	2	JACI VELASQUEZ You're My God (<i>Word/Curb/Warner Bros.</i>)	1776	+94	8	60/0
4	3	NATALIE GRANT I Will Be (<i>Curb</i>)	1663	+29	13	54/1
2	4	STEVEN CURTIS CHAPMAN All About Love (<i>Sparrow</i>)	1651	-85	12	55/0
7	5	FFH You Found Me (<i>Essential</i>)	1600	+201	7	56/2
5	6	CAEDMON'S CALL Only Hope (<i>Essential</i>)	1526	+83	12	54/3
6	7	PHILLIPS, CRAIG & DEAN My Praise (<i>Sparrow</i>)	1504	+81	11	53/1
9	8	AVALON Everything To Me (<i>Sparrow</i>)	1298	+71	7	50/1
8	9	JARS OF CLAY The Valley Song (<i>Essential</i>)	1242	-2	12	45/1
10	10	MERCY ME Spoken For (<i>INO</i>)	1019	-41	26	33/0
12	11	AUDIO ADRENALINE Pierced (<i>ForeFront</i>)	974	+29	9	39/1
11	12	CHRIS RICE The Other Side Of The Radio (<i>Rocketown</i>)	932	-123	19	34/1
13	13	RACHAEL LAMPA Brand New Life (<i>Word/Curb/Warner Bros.</i>)	899	+66	9	31/1
16	14	REBECCA ST. JAMES I Thank You (<i>ForeFront</i>)	817	+137	4	37/6
17	15	THIRD DAY You Are So Good To Me (<i>Essential</i>)	808	+162	3	39/7
15	16	SONICFLOOD Famous One (<i>INO</i>)	716	+30	4	35/0
14	17	BIG DADDY WEAWE Audience Of One (<i>Fervent</i>)	637	-73	16	24/0
25	18	NICHOLE NORDEMAN Legacy (<i>Sparrow</i>)	631	+182	2	30/8
24	19	STACIE ORRICO Strong Enough (<i>ForeFront</i>)	560	+100	3	25/3
18	20	MICHAEL W. SMITH Lord Have Mercy (<i>Reunion</i>)	496	-140	18	20/0
22	21	JOEL HANSON Broken (<i>Shiver</i>)	483	+6	4	18/0
19	22	THIRD DAY Nothing Compares (<i>Essential</i>)	476	-120	24	17/0
Debut	23	JEREMY CAMP I Still Believe (<i>BEC</i>)	445	+106	1	21/3
Debut	24	BEBO NORMAN Falling Down (<i>Essential</i>)	437	+82	1	21/3
20	25	4HIM I Know You Now (<i>Word/Curb/Warner Bros.</i>)	433	-65	24	15/0
26	26	SALVADOR Worthy (<i>Word/Curb/Warner Bros.</i>)	425	-17	3	19/0
27	27	NICHOLE NORDEMAN Holy (<i>Sparrow</i>)	423	+9	31	17/1
29	28	SARA GROVES Less Like Scars (<i>INO</i>)	396	+1	2	20/1
21	29	JANNA LONG Greater Is He (<i>Sparrow</i>)	375	-121	22	16/0
Debut	30	DEREK WEBB She Must And Shall Go Free (<i>INO</i>)	374	+44	1	17/2

60 AC reporters. Songs ranked by total plays for the airplay week of Sunday 3/16-Saturday 3/22.
© 2003 Radio & Records.

New & Active

SCOTT KRIPPAYNE Long Before The Sun (*Spring Hill*)
Total Plays: 336, Total Stations: 17, Adds: 2

SOULJAHZ True Love Waits (*Squint/Curb/Warner Bros.*)
Total Plays: 287, Total Stations: 13, Adds: 1

PLUMB Sink-n-Swim (*Curb*)
Total Plays: 251, Total Stations: 10, Adds: 1

PHIL JOEL The Man You Want Me To Be (*Inpop*)
Total Plays: 233, Total Stations: 11, Adds: 1

JOY WILLIAMS Every Moment (*Reunion*)
Total Plays: 225, Total Stations: 14, Adds: 6

SWITCHFOOT More Than Fine (*Sparrow*)
Total Plays: 225, Total Stations: 8, Adds: 0

GLASSBYRD I Stand Amazed (*Word/Curb/Warner Bros.*)
Total Plays: 215, Total Stations: 10, Adds: 0

4HIM Walk On (*Word/Curb/Warner Bros.*)
Total Plays: 203, Total Stations: 8, Adds: 2

PAUL COLMAN TRIO Run (*Essential*)
Total Plays: 190, Total Stations: 6, Adds: 0

RUSS LEE Love Is A Cross (*Christian*)
Total Plays: 187, Total Stations: 9, Adds: 0

Songs ranked by total plays

Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
NICHOLE NORDEMAN Legacy (<i>Sparrow</i>)	8
THIRD DAY You Are So Good To Me (<i>Essential</i>)	7
REBECCA ST. JAMES I Thank You (<i>ForeFront</i>)	6
JOY WILLIAMS Every Moment (<i>Reunion</i>)	6
VARIOUS ARTISTS Friends 2003 (<i>Reunion</i>)	4
CAEDMON'S CALL Only Hope (<i>Essential</i>)	3
STACIE ORRICO Strong Enough (<i>ForeFront</i>)	3
JEREMY CAMP I Still Believe (<i>BEC</i>)	3
BEBO NORMAN Falling Down (<i>Essential</i>)	3
LINCOLN BREWSTER Let The Praises Ring (<i>Vertical</i>)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FFH You Found Me (<i>Essential</i>)	+201
NICHOLE NORDEMAN Legacy (<i>Sparrow</i>)	+182
THIRD DAY You Are So Good To Me (<i>Essential</i>)	+162
REBECCA ST. JAMES I Thank You (<i>ForeFront</i>)	+137
JEREMY CAMP I Still Believe (<i>BEC</i>)	+106
STACIE ORRICO Strong Enough (<i>ForeFront</i>)	+100
VARIOUS ARTISTS Friends 2003 (<i>Reunion</i>)	+95
JACI VELASQUEZ You're My God (<i>Word/Curb/Warner Bros.</i>)	+94
JOY WILLIAMS Every Moment (<i>Reunion</i>)	+93
CAEDMON'S CALL Only Hope (<i>Essential</i>)	+83

Christian Activity

by Rick Welke

Singer-Songwriter Week

Singer-songwriters have the three big debuts at AC, as **Jeremy Camp**, **Derek Webb** and **Bebo Norman** take their places chartside this week. Camp is the biggest surprise of the bunch: He has already made dents in the CHR and Rock charts and now completes the triple play with the biggest jump of the week, all the way to No. 23.

Newsboys hang on for their second week at No. 1, but the ladies of Christian music are lining up for a takeover in the next few weeks. **Jaci Velasquez** and **Natalie Grant** each move up a spot and gain 94 and 29 plays, respectively.

Nichole Nordeman bounds up seven spots, to No. 18, and grabs Most Added honors with eight new stations on her new tune "Legacy."

NATALIE GRANT



"I Will Be"

From the album *"Deeper Life"*

In stores now!

Thank You Radio!!!

3 at R&R AC

17 at R&R Inspo

24 at R&R CHR

AT THREE FORMATS!

Contact: Curb Records 615-321-5080 ext. 347 for more information



CHR TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	NEWSBOYS He Reigns (Sparrow)	966	+7	10	25/0
2	2	SWITCHFOOT More Than Fine (Sparrow)	962	+10	11	26/0
3	3	PLUMB Sink-n-Swim (Curb)	893	+71	10	25/0
5	4	KUTLESS Run (BEC)	750	-22	13	18/0
6	5	SHAUN GROVES Should I Tell Them? (Rocketown)	738	-31	11	19/0
4	6	JARS OF CLAY Revolution (Essential)	718	-59	14	22/0
8	7	STEVEN CURTIS CHAPMAN All About Love (Sparrow)	669	-23	9	20/0
10	8	STACIE ORRICO Security (ForeFront)	625	+27	6	22/0
11	9	AUDIO ADRENALINE Dirty (ForeFront)	605	+28	7	20/1
7	10	JEREMY CAMP Understand (BEC)	600	-141	22	17/0
9	11	SWIFT Under The Sun (Flicker)	595	-15	11	18/0
12	12	MERCY ME Spoken For (INO)	580	+29	20	15/1
19	13	JENNIFER KNAPP By And By (Gotee)	508	+111	3	20/3
17	14	THIRD DAY You Are So Good To Me (Essential)	496	+82	2	19/1
14	15	LARUE Tonight (Reunion)	482	+3	5	21/0
13	16	DELIRIOUS? Touch (Furious?)	417	-101	16	13/0
21	17	SARAH SADLER Running Into You (Essential)	393	+22	4	13/0
20	18	DAILY PLANET Everything Revolves (Reunion)	392	+1	12	13/0
15	19	PAUL COLMAN TRIO Run (Essential)	385	-71	21	11/0
18	20	CHRIS RICE The Other Side Of The Radio (Rocketown)	381	-31	11	15/0
22	21	BIG DADDY WEAVE Audience Of One (Fervent)	337	-31	11	9/0
24	22	RACHAEL LAMPA Brand New Life (Word/Curb/Warner Bros.)	335	+26	4	12/1
16	23	TRUE VIBE Supernatural (Essential)	326	-105	9	14/0
29	24	NATALIE GRANT I Will Be (Curb)	322	+37	3	10/1
23	25	SOULJAHZ True Love Waits (Squint/Curb/Warner Bros.)	314	-1	2	14/1
30	26	RELIENT K Getting Into You (Gotee)	294	+19	2	10/1
26	27	BEBO NORMAN Great Light Of The World (Essential)	286	-6	27	7/0
28	28	NICHOLE NORDEMAN Holy (Sparrow)	274	-14	27	7/0
27	29	12 STONES The Way I Feel (Wind-up)	263	-26	5	9/0
.	30	ALL STAR UNITED Sweet Jesus (Furious?)	261	+23	12	8/0

28 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 3/16-Saturday 3/22.
© 2003 Radio & Records.

New & Active

REBECCA ST. JAMES I Thank You (ForeFront)
Total Plays: 247, Total Stations: 12, Adds: 2

JACI VELASQUEZ You're My God (Word/Curb/Warner Bros.)
Total Plays: 245, Total Stations: 9, Adds: 0

BEBO NORMAN Falling Down (Essential)
Total Plays: 241, Total Stations: 9, Adds: 0

ZOEGIRL Plain (Sparrow)
Total Plays: 239, Total Stations: 7, Adds: 0

SKILLET Will You Be There (Ardent)
Total Plays: 231, Total Stations: 7, Adds: 0

SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)
Total Plays: 217, Total Stations: 14, Adds: 7

SARA GROVES All Right Here (INO)
Total Plays: 208, Total Stations: 10, Adds: 1

AARON SPIRO Thrill (Sparrow)
Total Plays: 208, Total Stations: 9, Adds: 0

ACQUIRE THE FIRE Lift (Inpop)
Total Plays: 201, Total Stations: 7, Adds: 1

SEVENTH DAY SLUMBER I Know (Crowne)
Total Plays: 183, Total Stations: 7, Adds: 0

Rock TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SWITCHFOOT Meant To Live (Sparrow)	370	+1	7	36/1
2	2	38TH PARALLEL Hear My... (Squint/Curb/Warner Bros.)	363	+6	10	35/1
3	3	RELIENT K I Am Understood? (Gotee)	343	-1	6	35/1
5	4	SEVENTH DAY SLUMBER I Know (Crowne)	324	+2	6	36/1
4	5	EVANESCENCE Bring Me To Life (Wind-up)	322	-4	7	30/0
6	6	12 STONES Crash (Wind-up)	320	+14	6	33/1
8	7	PILLAR A Shame (Flicker)	298	+19	5	36/1
9	8	SUPERCHICK Hero (Inpop)	276	+9	4	34/1
10	9	PIVITPLEX You Know (Sonic Fish)	251	-6	9	28/0
7	10	KUTLESS Run (BEC)	250	-32	19	25/0
11	11	HOLLAND I'm Not Backing Down (Tooth & Nail)	232	+1	7	29/0
14	12	JARS OF CLAY Revolution (Essential)	208	+11	15	19/0
12	13	EVERYDAY SUNDAY Wait (Flicker)	204	-15	5	26/3
17	14	DOGWOOD Faith (BEC)	195	+7	4	17/2
18	15	TOO BAD EUGENE Soli Deo Gloria (Tooth & Nail)	189	+16	8	12/0
16	16	SLINGSHOT57 Better Idea (Independent)	188	-2	3	17/0
19	17	COOL HAND LUKE Heroes Will Be Heroes (Floodgate)	181	+22	3	17/3
23	18	EAST WEST Blame (Floodgate)	175	+30	2	14/2
24	19	TREE63 It's All About To Change (Inpop)	171	+30	3	24/1
13	20	JUSTIFIDE To Live (Ardent)	153	-44	18	21/1
27	21	MONDAY MORNING Blind (Independent)	148	+16	3	16/2
22	22	DENISON MARRS Send Me An Angel (Floodgate)	148	-2	5	17/0
15	23	JEREMY CAMP Understand (BEC)	147	-49	5	11/1
30	24	AUDIO ADRENALINE Church Punks (ForeFront)	136	+11	2	26/5
28	25	STAVESACRE If Not Now (Nitro)	127	-4	15	11/0
25	26	LAST TUESDAY Right Here (DUG)	125	-10	11	16/2
29	27	PEACE OF MIND I Am (Uprok)	124	+25	1	15/2
29	28	DISCIPLE Back Again (Slain)	123	-4	2	17/2
.	29	STRANGE OCCURRENCE Sunrise (Steelroots)	122	-3	7	8/0
21	30	POOR OLD LU Revolve (Tooth & Nail)	120	-35	12	20/0

43 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 3/16-Saturday 3/22.
© 2003 Radio & Records.

New & Active

BLEACH Baseline (BEC)
Total Plays: 119, Total Stations: 11, Adds: 1

JUSTIN FOX BAND Can't Bring Me Down (Independent)
Total Plays: 97, Total Stations: 10, Adds: 2

BIG DISMAL Remember (Wind-up)
Total Plays: 94, Total Stations: 13, Adds: 3

FURTHERMORE Letter To Myself (Universal)
Total Plays: 79, Total Stations: 5, Adds: 1

RADIAL ANGEL She (Squint/Curb/Warner Bros.)
Total Plays: 68, Total Stations: 11, Adds: 1

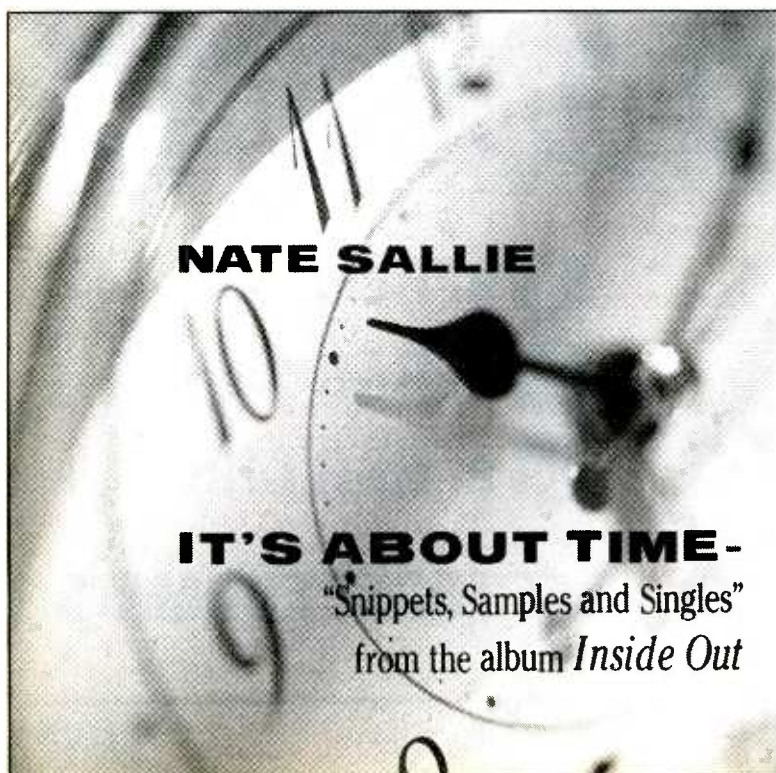
ANBERLIN Change The World (Tooth & Nail)
Total Plays: 45, Total Stations: 9, Adds: 3

KEN TAMPLIN The Man With The Plan (Song Haus)
Total Plays: 40, Total Stations: 8, Adds: 1

AARON SPIRO Thrill (Sparrow)
Total Plays: 38, Total Stations: 5, Adds: 1

SANCTUS REAL Hey Wait (Sparrow)
Total Plays: 10, Total Stations: 5, Adds: 0

OC SUPERTONES Welcome Home (Tooth & Nail)
Total Plays: 5, Total Stations: 5, Adds: 5



NATE SALLIE

IT'S ABOUT TIME -
"Snippets, Samples and Singles"
from the album *Inside Out*

Catch Nate Sallie live at GMA

Monday - April 7
NACRR Luncheon - Midday
Late Night with Curb TV
Tennessee Room - 9:30pm

Wednesday - April 9
Christian Radio Weekly
Showcase, Nashville 7:30pm

Promotion Contacts:

Michael Johnson @ Top5Promotions 615-585-7184

Al Kim @ 860-343-7509

Shannon Becker @ 417-358-5135

www.natesallie.com

www.curb.com <http://www.curb.com>

CURB
RECORDS
curb.com

INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	PHILLIPS, CRAIG & DEAN My Praise (Sparrow)	341	+14	10	18/0
4	2	SHANNON WEXELBERG From The Rising (Doxology)	316	+2	10	18/0
2	3	GO FISH Savior (Inpop)	307	-10	12	19/0
3	4	ALLEN ASBURY In The Light Of That City (Doxology)	287	-27	14	17/0
5	5	TWILA PARIS We Bow Down (Sparrow)	272	+20	8	17/0
6	6	AVALON Everything To Me (Sparrow)	241	-4	6	18/0
11	7	SCOTT KRIPPAYNE Live To Worship (Spring Hill)	226	+30	5	17/1
10	8	AL DENSON Holy Is The Lord/He Is Exalted (Spring Hill)	199	-1	15	12/0
7	9	MICHAEL W. SMITH Lord Have Mercy (Reunion)	198	-38	17	14/0
12	10	CAEDMON'S CALL Only Hope (Essential)	196	+9	6	13/0
16	11	MICHAEL CARD I Left Everything To Follow You (M2.0)	177	+18	4	15/1
8	12	RAY BOLTZ In Your Name (Spindust)	175	-48	12	12/0
14	13	JACI VELASQUEZ You're My God (Word/Curb/Warner Bros.)	170	+6	3	14/0
13	14	GREG LONG I Cannot Hide From You (Discovery House)	168	-2	3	15/0
9	15	WAYNE WATSON Cry Of My Heart (Spring Hill)	167	-52	11	13/0
15	16	SALVADOR Worthy (Word/Curb/Warner Bros.)	147	-13	3	11/0
Debut	17	NATALIE GRANT I Will Be (Curb)	136	+34	1	10/2
17	18	SANDI PATTY Fields Of Mercy (Word/Curb/Warner Bros.)	133	-9	6	11/0
-	19	CHRIS RICE The Other Side Of The Radio (Rocketown)	126	+5	11	10/0
18	20	KATINAS Eagle's Wings (Gotee)	117	-25	21	9/0

20 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 3/16-Saturday 3/22.
 © 2003 Radio & Records.

CHR Most Added

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	7
JENNIFER KNAPP By And By (Gotee)	3
FFH You Found Me (Essential)	3
REBECCA ST. JAMES I Thank You (ForeFront)	2
JOY WILLIAMS Every Moment (Reunion)	2
JEREMY CAMP I Still Believe (BEC)	2
AUDIO ADRENALINE Dirty (ForeFront)	1
MERCY ME Spoken For (INO)	1
THIRD DAY You Are So Good To Me (Essential)	1
RACHAEL LAMPA Brand New Life (Word/Curb/Warner Bros.)	1
NATALIE GRANT I Will Be (Curb)	1
SOULJAHZ True Love Waits (Squint/Curb/Warner Bros.)	1
RELIENT K Getting Into You (Gotee)	1
SARA GROVES All Right Here (INO)	1
ACQUIRE THE FIRE Lift (Inpop)	1
SONICFLOOD Famous One (INO)	1
EVANESCENCE Bring Me To Life (Wind-up)	1
HOLLAND I'm Not Backing Down (Tooth & Nail)	1
SANCTUS REAL Hey Wait (Sparrow)	1

Rock Most Added

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
OC SUPERTONES Welcome Home (Tooth & Nail)	5
AUDIO ADRENALINE Church Punks (ForeFront)	5
ELMS All The While Having Fun (Sparrow)	4
CADET Nobody (BEC)	4
EVERYDAY SUNDAY Wait (Flicker)	3
COOL HAND LUKE Heroes Will Be Heroes (Floodgate)	3
BIG DISMAL Remember (Wind-up)	3
ANBERLIN Change The World (Tooth & Nail)	3
JUSTIFIDE Pointing Fingers (Ardent)	3
TOURNIQUET Restoring The Locust Years (Metal Blade)	3

Inspo Most Added

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
DENISE DAVIS I Refuse To Be Afraid (Apsalm Records)	5
COREY EMERSON Calvary Calls (Discovery House)	3
NATALIE GRANT I Will Be (Curb)	2
SARA GROVES Remember Surrender (INO)	2
4HIM Walk On (Word/Curb/Warner Bros.)	2
TAMMY TRENT You're Worthy Of My Praise (Maranatha)	2
FFH You Found Me (Essential)	2
STEVE CAIRNS In The Presence (PDI Music)	2
NICHOLE NORDEMAN Legacy (Sparrow)	2
GINNY OWENS This Road (Rocketown)	2

Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	PLAYDOUGH Seeds Of Abraham (Uprok)
2	JOHN REUBEN Doin' (Gotee)
3	KJ-52 Sonshine (Uprok)
4	T-BONE Blazing Microphones (Flicker)
5	PEACE 586 Love's Still There (Uprok)
6	DJ MAJ Street Credibility (Gotee)
7	KNOWDAVERBS What You Rock Now (Gotee)
8	TRIN-I-TEE 5:7 Dance Like Sunday (B-Rite/Jive)
9	ROYAL RUCKUS A Wink And A Nudge (Flicker)
10	SEV STATIK M.I.C. (Uprok)

"yes!"

"THREE YEARS AND OUR DECALS STILL LOOK NEW."

Choose the decal printer more radio stations have relied on for 30 years.

Call Today!
 800.331.4438
 www.cgilink.com

Communication Graphics Inc
 THE DECAL COMPANY



Rockin' With Rock N Unica

An interview with the host of the international Spanish-language rock show

Spanish-language News/Talk radio network Radio Unica is the last place you'd expect to find a Spanish-language rock show, much less one that runs live in more than 30 major U.S. markets and several international ones. Nevertheless, that's where you'll find Diego Ramírez hosting the two-hour *Rock n Unica* every Saturday night.

Running at 10pm ET, the show goes out across the United States and Latin America. During that time Ramírez — who came from Colombia a few years ago, where he was part of Veracruz Estéreo FM 98.9 — tries to structure a show that reflects what a 24-hour station would do.

"The show has a body," he explains. "The two hours are already constructed into sections: 'Qué Pasa en la Orbits Rock' [news], 'En Contacto con los Protagonistas del Nuevo Rock' [interviews], 'Generación Rock n Unica' [new bands], 'Top 10 Rock n Unica,' 'Onda Sónica' [electronica and techno music], 'Expreso del Rock' [correspondents' reports] and 'Clásico Rock n Unica' [classic rock]."

This week Ramírez gives us the scoop on his show.

R&R: Why did Radio Unica decide to support a rock show?



Diego Ramírez

DR: About a year ago they had the idea of presenting a rock show across the markets they reach to target the younger demographic in the United States and those people who have come from Latin America and know there is a rock movement going on. After leaving their countries they got disconnected, and Radio Unica wanted to bring this music back to them.

This is a two-hour show on Saturdays dedicated to rock and electronica. Our show is different, because we also support the techno music made in Latin America or by Latin Americans in the U.S. The show is a two-hour window into Latin rock and electronica.

R&R: Do you also program pop, like some shows do?

DR: We only program pop when it has strong infusions of rock. We concentrate on rock. Pop already has its promotional vehicles through TV and AM and FM radio. Radio Unica's idea of the show was rock and nothing else — 100% Spanish-language rock and electronica.

R&R: Some of the product on the air is not imported or promoted by U.S. record labels. How do you get material, and do you play a lot of what's coming in or limit yourself to what's released in the U.S.?

DR: I don't base my programming only on what's happening in the U.S. I have a section in the show called 'Generación Rock n Unica,' where I give up-and-coming bands the opportunity to showcase their music. The correspondents send me new product all the time, and we do an advertising spot, not only on stations here, but on a few stations in Colombia, where I ask new bands to send their demos to me. I get demos constantly. I interview the bands to give them a chance to promote what they're doing, and many of them are not signed.

R&R: What kind of response is the show getting, and how do you track the ratings or the number of people listening?

DR: On the West Coast, it's a phenomenon. There's no way to measure the ratings on the East Coast, but we do know they are listening by the number of phone calls the screener registers. The response has been incredible. There are people who call me and tell me, "Diego, I've been in this country for 10 years, and I never imagined I could be in Utah listening to Soda Estéreo, Caifanes or Jaguares like I'm doing now on Radio Unica."

We're reconnecting people with music they have not heard in years. In fact, our audience is asking for more hours on the air or to have the show on Saturdays and Sundays. I only hope we can give them that. I try to play every request, but I have to apologize to them, because, unfortunately, I can't do it in two hours. We had 7,000 calls during one show. People can also listen to us live on the web at www.radiounica.com.

Where It's At

Catch *Rock en Unica* on these stations.

KBLA/Los Angeles	KQTL/Tucson
KUTY/Lancaster-Palmdale, CA	KRLV/Las Vegas
WWRU/New York	KUNX/Oxnard-Ventura, CA
WNMA/Miami	WPBC/Atlanta
KIQI/San Francisco	WDAL/Dalton, GA
WNTD/Chicago	KICO/Yuma, AZ
KXYZ/Houston	KHQN/Provo, UT
KZDC/San Antonio	KBJA/Salt Lake City
KVJT/McAllen	KWIP/Portland, OR
KAHZ/Dallas	KZUE/Oklahoma City
XERCN/Tijuana, Mexico-San Diego	KSJT/San Angelo, TX
KWRU/Fresno	KWEI/Boise, ID
KIDR/Phoenix	WMGC/Murfreesboro (Nashville), TN
KSVE/El Paso	WKOX/Worcester, MA
KATD/Sacramento	WGVL/Greenville, SC
WHOL/Allentown	KZAR/Fayetteville, AR
WMIZ/Vineland, NJ	WYUS/Milford, DE
WKDM/Rockville, MD	

Information provided by Diego Ramírez at Radio Unica.

For me, my community, Hispanics, are very important, as well as the movement. We may be on AM, but this is the beginning, and we have to push on. It's very important that we support, program and present all the concerts and bands, even if they aren't that great. We have to support, and that's my job.

"We're reconnecting people with music they have not heard in years."

R&R: Which bands will become classics because of their success?

DR: Off the top of my head, I can mention bands like Jumbo, Babasónicos, Aterciopelados, Zurdok, Enrique Bunbury, Gustavo Cerati, Manu Chao....

R&R: But most of them are already legends. What about the new bands?

DR: The newest ones are bands like Kinky, La Gusana Ciega, La Vela Puerca, Inspector, Pantión Rococó, Pastilla, Moenia, Volumen Cero, Resorte, Catupecu Machu....

R&R: Do you program bands like Molotov, who normally have very strong lyrics in their songs?

DR: Of course I do. We don't edit or bleep any of the lyrics. We play the original version of "Frijolero." The song speaks of today's reality. I don't think the band wanted to stereotype the gringos, because it is reality. As long as things are presented properly, people will understand what's being said. I program everything, including hardcore.

R&R: Why is commercial radio

afraid to take a leap and give Spanish-language rock a 24/7 station?

DR: Everything is a business, where the dollar sign plays a principal role. You can actually exploit rock at this point, but people are still closed-minded. The fact that they are so closed-minded in a country like the U.S. really upsets me. I have always defined rock as the other side of the Latin culture. Everyone knows the basics of our music: salsa, merengue, ranchera, norteño, etc., but they have not dared to get to know side B. The labels and the media are all very closed-minded.

What we need is support from all the media so this movement can get ahead. We have to take advantage of this movement, where even English-language radio is paying attention. There's a richness in this music that is only ours. What you hear in Spanish-language rock is unique. The fusions are unique, and only we can do it, because of the diversity in our culture.

That's what makes Spanish-language rock so solid and objective, and it's sad there isn't enough support. They don't see rock as part of the Latin music culture. They only know what's commercial: Ricky Martin, Enrique Iglesias, Paulina Rubio. It's great, because they are putting us on the map, but what happens to everyone else? What happens to someone like Jaguares, Kinky or Molotov? They don't get half the promotion pop artists get.

TALK BACK TO R&R!

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

Call me at 310-788-1670 or e-mail:

jmadrigal@radioandrecords.com



GOOFY MORNING Jennifer Peña spent a fun morning with Isaac and Serralde of KSSE/Los Angeles' morning show, La Regadera. Here are the three of them goofing around while the show was being taped for Univision.

RADIO MÚSICA®

This Week In Spanish-Language Music

On the Spot Molotov Speak out!

The Mexican band Molotov were in Los Angeles for the release party of their critically acclaimed album *Dance and Dense Denso*. I spoke with bandmember Paco Ayala about the album and the first single, "Frijolero," and this is what he had to say.

R&R: After the huge success of *¿Dónde Jugarán Las Niñas?* your sophomore effort, *Apocalypshit*, didn't make as much noise. Was there any pressure to equal the success of the first album with *Dance and Dense Denso*?

PA: Not really. What we did was a personal decision. We had a responsibility to ourselves to do a good record. The bottom line was that we had to like the record. We felt pressured by time while doing *Apocalypshit*, and we didn't want that to happen again. We wanted to take our time and do a good record, no matter how long it took.

R&R: How much do you take from real life to write your music?

PA: When we did *Apocalypshit*, we had been out of Mexico for a while, and we didn't have much to talk about. When we got back to Mexico, we spent two years working on *Dance and Dense Denso*. We went through several stages where we realized that we



Molotov's *Dance and Dense Denso*

first had to recover our own humor, our point of view and our own musical style. We started to talk about political criticism, sarcasm and irony, which is the band's take on what's happening right now. You can't let your ideology escape you with all that's happening.

R&R: Is that what the world wants or needs, a sort of in-your-face truth and not a sugarcoated one?

PA: People are in need of a space, a spokesperson or an ar-

tistic cause with which to identify, one that is heard around the world. The possibility of creating music gives you the option to be a reflection of what's going on. We say things the way they are because that's life. Our point of view is not metaphorical; it's point blank. That's the band's thing: Things are how they are, whether you like it or not. We try to be honest with ourselves.

R&R: And you use humor and double meanings to get your point across.

PA: That's very important. If we had a whole record criticizing politics, we'd be better off to start a political party. We'd make more money, and we'd get into the mafia. But, really, we have to have a balance. Part of it is political and social criticism, and the other is just fooling around, one that corresponds to the age we're living in and the people we live with. The record also needed to have that informal side, where we make a strong statement, and the joke comes a minute after the message.

R&R: How much are the lyrics and slang misinterpreted or not even understood outside of Mexico?

PA: There's a lot of difficulty. In Spain, Chile and Argentina, for example, even though we speak the same language, the slang is different. Even in Mexico, slang varies. The *chilangismos* [slang from Mexico City] are different, the local jokes are different, so it almost becomes an individual language. But those words are what we take as Mexico's identity. We don't speak about the cactus or the *chamán* or that kind of crap. We use those *chilangismos* to identify the band, where we come from. There is a constant "What does this mean? What does that mean?" The message in this record is very explicit, so a beep won't censor us, nor will the message be lost with the *chilangismos*.

News

- The Latin Academy of Recording Arts and Sciences has named **Gabriel Abaroa** its new President. Abaroa previously held a volunteer position as Vice Chairman of the Latin Recording Academy Board of Trustees. The academy also expanded its executive team by naming **Marya Meyer** VP/Latin Corporate & External Affairs, **Luis Dousebes** Director/Administration & Finance and **Ignacio Meyer** Director/Business Development.

- After an extremely successful run with his previous production, as well as hits like "Usted Se Me Llevó La Vida," **Alexander Pires** is releasing *Estrella Guía*. "Amame" is the first single from the album, which was produced by Rudy Pérez, Estéfano, Emanuele Ruffinengo, Juan Vicente Zambrano and Pedro Ferreira.

- **José José** is on a streak. His latest album, *El Príncipe con Trío Vol. 1*, has reached gold status in his native Mexico.

"I didn't expect to be at the No. 1 spot in sales in Puerto Rico within 15 days or that the record would do so well in Mexico and the United States," he said. "I'm very happy."



ROCK IN COSTA RICA Latin rock bands have no trouble finding work. Puerto Rican band Los Goyos are preparing for a 10-day tour of Costa Rica.

"We say things the way they are because that's life. Our point of view is not metaphorical; it's point blank."

R&R: Have you been censored?

PA: In Mexico certain words were censored. Then you realize there isn't an organization that can say that you can't say the word "pinche" [fuck] on any station in the country. It's more of a personal decision of each station. Ultimately, the record is not censored, nor is the band. The one listening is the one who can censor him- or herself. The important thing is that you have to have the power or option to do so.

R&R: What kind of reaction is the record getting, in particular "Frijolero," in and outside of Mexico?

PA: It's been good. The song talks about the racism that goes on on the U.S.-Mexico border, but if you look at it, it's about the racism of the world's borders. Each person in each country can adapt the song to his or her own life. The derogatory word they use may not be "frijolero" [bearer], but.... People in the U.S. have also received it well, because the song has humor and sarcasm. Even when I sing "pinche gringo," the *gabachos* [Americans] crack up, especially with the accent I use. It's also a joke because Randy is American, and that's how he spoke. He's losing that accent now, but it was like, "Randy said this," and we'd crack up. Most people get the band's humor and like the record.

TALK BACK TO R&R!

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

Call me at 310-788-1670 or e-mail:

jmadrigal@radioandrecords.com



MOLOTOV LIVE Radio people, TV personalities, journalists and fans were present at Molotov's *Dance and Dense Denso* release party.

CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	INDIA Sedúceme (Sony Discos)	145
2	SHAKIRA Que Me Quedes Tú (Sony Discos)	144
3	RICARDO ARJONA El Problema (Sony Discos)	139
4	MILLIE CORRETT En Cuerpo Y Alma (BMG)	131
5	OLGA TAÑÓN Así Es La Vida (Warner M.L.)	102
6	THALIA A Quién Le Importa (EMI Latin)	101
7	JUANES Es Por Ti (Universal)	100
8	SIN BANDERA Entra En Mi Vida (Sony Discos)	94
9	THALIA No Me Enseñaste (EMI Latin)	93
10	JUANES Mala Gente (Universal)	88
11	ALEXANDRE PIRES Amame (BMG)	78
12	RICARDO ARJONA Dame (Sony Discos)	75
13	JUANES A Dios Le Pido (Universal)	75
14	DAVID BISBAL Dígale (Universal)	74
15	LIMITE Papacito (Universal)	71
16	KUMBIA KINGS f/ JUAN GABRIEL & EL GRAN SILENCIO No Tengo Dinero (EMI Latin)	69
17	BACILOS Mi Primer Millón (Warner M.L.)	66
18	ENRIQUE IGLESIAS Para Qué La Vida (Universal)	62
19	SIN BANDERA Kilómetro (Sony Discos)	59
20	JOAN SEBASTIAN Barrio Viejo (Balboa)	58
21	ENRIQUE IGLESIAS Quizás (Universal)	56
22	TIZIANO FERRO Alucinado (EMI Latin)	54
23	NOELIA Clávame Tu Amor (Fonovisa)	52
24	JERRY RIVERA Herida Mortal (BMG)	52
25	LUIS MIGUEL Hasta Que Vuelvas (Warner M.L.)	51

Data is compiled from the airplay week of March 16-22, and based on a point system.
© 2003 Radio & Records.

TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	INDIA Sedúceme (Sony Discos)	133
2	VICTOR MANUELLE El Tonto Que No Te Olvidó (Sony Discos)	121
3	GILBERTO S. ROSA Si Te Dijeron (Sony Discos)	115
4	JERRY RIVERA Herida Mortal (BMG)	109
5	MARC ANTHONY Barco A La Deriva (Sony Discos)	87
6	OLGA TAÑÓN Así Es La Vida (Warner M.L.)	76
7	JOSEPH FONSECA Que Levanten La Mano (Karen)	75
8	EL GRAN COMBO Se Nos Perdió El Amor (Comba)	73
9	JUANES Mala Gente (Universal)	64
10	DANIEL RENE No Me Tortures (Univision)	63
11	TITO ROJAS Después De Dios, Las Mujeres (MP)	58
12	ALEXANDRE PIRES Amame (BMG)	5
13	OSCAR D'LEON Cómo Olvidarte (Universal)	57
14	NOELIA Clávame Tu Amor (Fonovisa)	55
15	TITO NIEVES Dime Que Sí (Warner M.L.)	55
16	DOMINGO QUIÑONES A Que No Te Atrevas (Universal)	54
17	EDDY HERRERA El Idiota (Sony Discos)	53
18	THALIA A Quién Le Importa (EMI Latin)	53
19	NUEVA ERA Amor Eterno (J&N)	50
20	BACILOS Mi Primer Millón (Warner M.L.)	49
21	FRANKIE NEGRON Mi Mulata (Warner M.L.)	45
22	GILBERTO S. ROSA Un Montón De Estrellas (Sony Discos)	41
23	GRUPO MANIA Niña (Universal)	40
24	ILEGALES Siento (EMI Latin)	40
25	ALEX BUENO Pídemelo (J & N)	39

Data is compiled from the airplay week of March 16-22, and based on a point system.
© 2003 Radio & Records.

Going For Adds

JULIO Los Demás (Warner M.L.)
RICARDO MONTANER Suma (Warner M.L.)
LOS ILEGALES Siento (EMI Latin)
BENNY Cielo (Warner M.L.)
BACILOS Sólo Un Segundo (Warner M.L.)
KABAH Por Ti (Warner M.L.)
MANA Mariposa Traicionera (Warner M.L.)

Going For Adds

LIMIT 21 Perdóname (EMI Latin)
TOÑO ROSARIO Yerba Mala (Warner M.L.)

VEHICLE WRAPS

WE DO IT ALL... DESIGN • PREP • PRODUCTION • INSTALLATION

THEY ACT AS TRAVELING BILLBOARDS!

BACKED BY GENUINE 3M WARRANTY!



ADOBE
graphics & design



We're proud to represent the leading manufacturer of 3M vehicle wrap graphics, for the advertising and media industry across the United States, Canada and Mexico. From coast to coast, our knowledge and expertise in working with large format digital graphics has catapulted us to the forefront of this new and exciting medium!

CALL US FOR A QUOTE!

coyotepromotions.com

TOLL FREE 800-726-9683
300 Northern Blvd. #26 • Great Neck • NY 11021 • 516-487-5696 fax 516-482-7425

REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
	CONJUNTO PRIMAVERA Una Vez Más (Fonovisa)	358
2	KUMBIA KINGS f/JUAN GABRIEL & EL GRAN SILENCIO No Tengo Dinero (EMI Latin)	353
3	LIMITE Papacito (Universal)	350
4	TIGRES DEL NORTE Mi Soldado (Fonovisa)	324
5	PALOMO De Uno Y De Todos Los Modos (Disa)	293
6	JOAN SEBASTIAN Afortunado (Balboa)	231
	INTOCABLE Sueña (EMI Latin)	173
8	INTOCABLE Muy A Tu Manera (EMI Latin)	172
9	BANDA EL RECODO Las Vías Del Amor (Fonovisa)	169
10	COYOTE Y SU BANDA TIERRA SANTA Te Vas Amor (EMI Latin)	156
11	FABIAN GÓMEZ Y Cómo Quieres Que Te Quiera (Sony Discos)	150
12	TRINI Y LA LEYENDA El Amor De Mi Vida (Universal)	145
13	GERMAN LIZARRAGA Donde Vayas (Disa)	133
14	LUPILLO RIVERA Sin Fortuna (Sony Discos)	133
15	TEMERARIOS No Sé Vivir Sin Ti (Fonovisa)	128
16	CUISILLOS Eres Imposible De Olvidar (Balboa)	126
17	JOEL HIGUERA El Baile De La Toallita (Disa)	126
18	PESADO No Valgo Nada (Warner M.L.)	124
19	TUCANES DE TIJUANA Quiero Que Seamos Novios (Universal)	123
20	ORIGINALES DE SAN JUAN Las Mujeres Más Bellas (EMI Latin)	112
21	TEMERARIOS Comer A Besos (Fonovisa)	110
22	ADOLFO URIAS Corazón Chiquito (Fonovisa)	100
23	BANDA MACHOS La Suegra (Warner M.L.)	82
24	CUISILLOS No Voy A Llorar (Balboa)	82
25	CONJUNTO PRIMAVERA Perdóname Mi Amor (Fonovisa)	73

Data is compiled from the airplay week of March 16-22, and based on a point system.
 © 2003 Radio & Records.

Going For Adds

CONTROL Pequeña Y Frágil (EMI Latin)
COSTUMBRE Cómo Olvidarte (Warner M.L.)
LOS TERRIBLES La Tercera Es La Vencida (Freddie)
BANDA MACHOS Por Encima De Todo (Warner M.L.)
JUAN ACUÑA 100% Mexicano (Freddie)
TIGRILLOS Por Encima De Todo (Warner M.L.)
INVASORES DE NUEVO LEON Ni Que Tuvieras Tanta Suerte (EMI Latin)
PRESIZZO Entre Tu Corazón Y El Mío (Warner M.L.)
LOS TRAILEROS DEL NORTE Los Ojos De Pancha (EMI Latin)

TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	KUMBIA KINGS f/JUAN GABRIEL & EL GRAN SILENCIO No Tengo Dinero (EMI Latin)	236
2	LIMITE Papacito (Universal)	169
3	INTOCABLE Muy A Tu Manera (EMI Latin)	166
4	JIMMY GONZALEZ & GRUPO MAZZ Dame Un Minuto (Freddie)	150
5	JENNIFER PEÑA Entre El Delirio Y La Locura (Univision)	150
6	IMAN Qué Mala Onda (Univision)	114
7	MARCOS OROZCO El Parrandero (Catalina)	93
8	PALOMO De Uno Y De Todos Los Modos (Disa)	88
9	SIGGNO Es Que Te Quiero (Crown)	69
10	BIG CIRCO La Maquinita (EMI Latin)	67
11	JIMMY GONZALEZ & GRUPO MAZZ Yo Te Voy A Amar (Freddie)	61
12	INTOCABLE Sueña (EMI Latin)	60
13	DUELO Qué Hubiera Sido (Univision)	57
14	BOBBY PULIDO Se Me Olvidó Otra Vez (EMI Latin)	52
15	CONTROL Carita De Angel (EMI Latin)	48
16	GARY HOBBS Ella Se Fue (AMMX)	46
17	DEYA Prueba Con Un Beso (Catalina)	45
18	ZULY No Te Voy A Olvidar (EMI Latin)	44
19	CONTROL Pequeña Y Frágil (EMI Latin)	40
20	ALAZAN Contigo O Sin Ti (Freddie)	40
21	DESPERADOZ La Bailadora (Tejas)	39
22	HOMETOWN BOYS Por Amor (Tejas)	39
23	JAY PEREZ Quiero Ser Viejo (Sony Discos)	39
24	RAMON AYALA La Puñalada Al Corazón (Freddie)	31
25	PESADO No Valgo Nada (Warner M.L.)	31

Data is compiled from the airplay week of March 16-22, and based on a point system.
 © 2003 Radio & Records.

Going For Adds

GRUPO TRUENO Cuando Vas Al Baile (Seven Rivers)
CLAUDIA LOPEZ Abrazame (MP)
ATRAPADO La Ladróna (Freddie)
LOS CHAMACOS Rubén Vela Special (Freddie)

Rock/Alternative

TW	ARTIST Title Label(s)
1	MOLOTOV Frijolero (Universal)
2	ATERCIOPELADOS Mi Vida Brilla (BMG)
3	CAFE TACUBA Déjate Caer (MCA)
4	RESORTE Alcohol (Warner M.L.)
5	INSPECTOR Amargo Adiós (Universal)
6	JUANES Es Por Ti (Universal)
7	GUSTAVO CERATI Cosas Imposibles (BMG)
8	ENANITOS VERDES Cuánto Poder (Universal)
9	JAGUARES Te Lo Pido Por Favor (BMG)
10	JUANES Mala Gente (Universal)
11	CATUPECU MACHU Origen Extremo (EMI Latin)
12	VOLUMEN CERO Tortugas Y Sumos (Warner M.L.)
13	EL GRAN SILENCIO Super Riddim Internacional (EMI Latin)
14	RABANES Acetona (Crescent Moon)
15	ZOE Soñé (Sony Discos)

Songs ranked by total number of points. 14 Rock/Alternative reporters.

Record Pool

TW	ARTIST Title Label(s)
1	VICTOR MANUELLE El Tonto Que No Te Olvidó (Sony Discos)
2	SON DE CALI Tan Buena (Univision)
3	TITO ROJAS Después De Dios, Las Mujeres (MP)
4	GILBERTO S. ROSA Si Te Dijeron (Sony Discos)
5	THALIA A Quién Le Importa (EMI Latin)
6	MONCHY & ALEXANDRA Polo Opuesto (J&N)
7	EL GRINGO DE LA BACHATA A Esos Hombres (Sony Discos)
8	CHARLIE VALENS Disco Malo (MP)
9	TITANES Dejaría Todo (Fuentes)
10	MIMI IBARRA A Una Mujer Como Yo (MP)
11	KUMBIA KINGS f/JUAN GABRIEL & EL GRAN SILENCIO No Tengo Dinero (EMI Latin)
12	JENNIFER PEÑA Entre El Delirio Y La Locura (Univision)
13	TAINO Festival (MP)
14	EL GENERAL La Mecedora (Mock & Roll)
15	JON SECADA Si No Fuera Por Ti (Crescent Moon)

Songs ranked by total number of points. 21 Record Pool reporters.

NATIONAL


<http://onairjobtipsheet.com>

WEST

Marketing Specialist needed for WGET/WGTY. Radio/TV/cable experience preferred. Good communication skills a must. Respond to tsignor@wgty.com. (3/28)



MORNINGS

Major market morning radio is not done only in LA or Chicago! Be a co-host/producer with Jack Murphy on CHR WKZL in Greensboro. Comedy writing, willingness to air personal dirty laundry on the air, ambition and organizational skills a must! Send tape, photo and resume to Jeff McHugh, WKZL, 192 East Lewis Street, Greensboro, NC 27406 or jeffm@1075kzl.com. No calls. EOE.

General Sales manager

New South Communications, Inc. is seeking a General Sales Manager for its market leading cluster in Meridian, MS. The successful candidate will have broadcast sales experiences, supervisory experience of a local sales force, and a working knowledge of ratings based quotations of regional and national agencies. Position provides an excellent growth opportunity to sharpen management skills in a nice, progressive southern community. For consideration please forward your work history and confidential resume with references to:

New South Communication, Inc.
C/o General Manager
P.O. Box 5797
Meridian, MS 39302-5797
Equal Opportunity Employer

SOUTH

Asheville, North Carolina's Kiss Country is looking for an established morning show team that knows how to win! Tapes & resumes to Jeff Davis, Operations Manager, 1318 Patton Ave., Suite B, Asheville, NC 28806. EOE.

SOUTH

Susquehanna Dallas/933 The Bone has an immediate opening for a night time on-air personality. Creative applicants must have experience with vox pro, be great at operating phones and editing calls into "Bone-A-Fide" breaks, understand the attitude of the WWE (World Wrestling Entertainment), know classic rock that rocks and love to be out in front of listeners and clients.

Be part of the Bone Skeleton Crew on the radio station that had the biggest debuts in DFW history. Send Tape and Resume to Scott Strong, Program Director, 3500 Maple Ave, 13th Floor, Dallas, TX 75219 or sstrong@dfwradio.com

93.3 The Bone is an ESOP company, an EOE, and maintains a drug-free workplace.

Clear Channel Traffic / Atlanta is accepting applications and tapes/mp3 files for a full-time airborne traffic anchor who can deliver reports in a conversational yet authoritative manner. Duties shall include, but not be limited to: airborne traffic reporting on radio and television. Airborne reporting experience required. Knowledge of Atlanta roadways a plus. NO PHONE CALLS PLEASE. Send your aircheck and resume to: Dept. 279, 1819 Peachtree St. N.E., Suite 700, Atlanta, GA 30309 fax 404-367-1127 email: hratlanta@clearchannel.com. We are an equal opportunity employer.

MIDWEST

Large Midwest Market has opportunity for experienced Urban AC Program Director/On-air Talent. Send your resume, tape and brief programming philosophy. Please send tapes & resumes to: Radio & Records @ 10100 Santa Monica Blvd., 3rd Floor #1080, Los Angeles, CA 90067. EOE.

The legendary KMOX-St. Louis seeks professional journalist/morning co-anchor. Ideal Candidate: Network experience or 5 years in large market; able to provide in-depth-analysis as well as interact on a conversational morning show. Community involvement a must. KMOX, H/R-Prog-RR, One Memorial Dr., St. Louis, MO 63102. Infinity Broadcasting - Equal Opportunity Employer.

PD needed for market leading Active Rock. NO ROOKIES! WKQZ, Saginaw, MI. Contact Scott.Meier@citcomm.com. (3/28)

POSITIONS SOUGHT

20 Year pro, seeks announcer job in Ft Meyers/Naples market. Contact Don Palmer 239-574-1848 or e-mail dpalmer22@netzero.net. (3/28)

Female talent, voice and delivery best described as from nowhere and everywhere non-regional or ethnic, prefer smooth jazz format (313) 259-2070. (3/28)

Bill Elliott Hot new format available. 3DSJ Request & Dedication Radio. Listen: www.3DSJ.com. Bill Elliott: (813) 920-7102, billem Elliott@3DSJ.com. (3/28)

Sean Hannity did this. I can do it too. Filling in at KLSX and looking for more! Mike Skibba. 323.658.8239. NotoriousTHIN@webtv.net. (3/28)

Female talent with great pipes, and tons of experience wants next PT /Swing in San Diego. Amy0910@aol.com. (3/28)

Experienced writer, producer, and air talent looking for next challenge. My e-mail address is Reagantheprod@hotmail.com, and my contact phone number is 817-266-2597. (3/28)

Done it all. APD, MD, SELECTOR, Production, Imaging, Afternoons, Middays, Rock, Alternative, COOL EDIT, Audicy Urban, Promotions, Appearances. <http://www.angefire.com/ny5/patgotee/> (845)616-9976. (3/28)

Hard working, enthusiastic, motivated radio grad seeking employment in radio news or sports. Will relocate. Brad (918)250-9257. (3/28)

Recent broadcasting grad seeks news or announcing position at your station. Energetic, outgoing, ambitious and ready to tackle anything. Diana (918)836-6424. (3/28)

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 \$325.00 per year (plus applicable sales tax) in the United States, \$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. 2003.

POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., Third Floor, Los Angeles, California 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: linares@radioandrecords.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

R&R Opportunities Advertising

1x \$175/inch 2x \$150/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.radioandrecords.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.

Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PDT) eight days prior to issue date. Address all ads to R&R Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

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

	Phone	Fax	E-mail	Phone	Fax	E-mail	
CIRCULATION:	310-788-1625	310-203-8727	moreinfo@radioandrecords.com	OPPORTUNITIES/MARKETPLACE:	310-788-1622	310-203-8727	linares@radioandrecords.com
NEWS DESK:	310-788-1699	310-203-9763	newsroom@radioandrecords.com	EDITORIAL, OTHER DEPTS:	310-553-4330	310-203-9763	mailroom@radioandrecords.com
R&R ONLINE SERVICES:	310-788-1635	310-553-4056	kmccabe@radioandrecords.com	WASHINGTON, DC BUREAU:	301-951-9050	301-951-9051	rdc@radioandrecords.com
ADVERTISING/SALES:	310-553-4330	310-203-8450	hmowry@radioandrecords.com	NASHVILLE BUREAU:	615-244-8822	615-248-6655	lhelton@radioandrecords.com

AIR CHECKS

AUDIO & VIDEO AIRCHECKS

+CURRENT #273, WKTU/Baltazar & Goumba, WEBN/Dawn Patrol, WMGK/Debbi Calton, WIOQ/Logan, WMOX/Jack Armstrong, KMYI/Jagger & Kristi, WBCN \$10.
 +CURRENT #272, WPGC/Donnie Simpson, KIIS/JoJo, WNKS/Adam Smasher, KGB/Dave Shelly & Chainsaw, WCBS/Bob Shannon, WWPR/Ed Lisa & Dre. \$10.
 +PERSONALITY PLUS #PP-181, KHKS/Kidd Kraddick, KRTH/Gary Bryan, WROX/Jack Diamond, WRBQ/Mason Dixon & Bill Connolly. \$10
 +PERSONALITY PLUS #PP-180, Z100/Elvis Duran & Zoo, WXKS/Matt Siegel, WNKS/Ace & T.J., KNBR/John London. \$10 cassette, \$13 CD.
 +PERSONALITY PLUS #PP-179, WBMX/John Lander, WPLJ/Scott & Todd, KIIS/Rick Dees, WMZO/Ben & Brian. \$10 cassette, \$13 CD.
 +ALL COUNTRY #CY-128, WYUU, WQYK, WSOC, WKKT, WTQR. \$10.00.
 +ALL A/C #AC-106, WMXT, WWRM, WSSR, KFMB-FM, KMYI. \$10.00.
 +ALL CHR #CHR-98, KYLD, KHYS, KLUC, KVEG, KWID. \$10.00.
 +PROFILE #S-478, WASHINGTON! CHR AC AOR Gold Ctry \$10.00.
 +PROFILE #S-479, MIAMI! UC CHR AC AOR Gold Ctry \$10.00.
 +PROMO VAULT #PB-52, promo samples - all formats, all market sizes. Cassette \$12.50.
 +SWEEPER VAULT #SV-38, Sweeper & Legal ID samples, all formats. Cassette \$12.50.
 +#MR-10 (ALTERNATIVE) +CHN-32 (CHR NIGHTS), +F-28 (ALL FEMALE), +#O-24 (ALL OLDIES) +#JO-1 (RHY. OLDIES), +T-9 (TALK), at \$10.00 each.
 +CLASSIC #C-265, KFRC/Dr. Don Rose-1982 WAKY/Coyote Calhoun-1973, XETRA/Wolfman Jack-1988, KHJ/Robert W. Morgan-1970, KTNQ/Joe Nasty-1978. \$13.50 cassette, \$16.50 CD.
 VIDEO #93, NY's Z100/Romeo, Philly's WOGL/Big Ron O' Brien, WMGK/Debbi Calton, Boston's WQSX/Joe Rosati, Seattle's KLSY/Murdock Hunter & Alice, Cincy's WUBE/Doc, Amanada & Joe, Savannah's WGCO/Chuck Cannon. 2 hrs, VHS \$30. DVD copy \$40.
 +Tapes marked with + may be ordered on CD for \$3 additional.

www.californiaaircheck.com



Box 4408 - San Diego, CA 92164 - (619) 460-6104

VOICEOVER SERVICES

www.markdriscoll.com

MARK DRISCOLL

(323) 934-2111

800-699-1009

www.radioandrecords.com

brian kelsey.com

voice-over and production.

Howard Stern
 New York City
 L.A.
 San Fran
 Vancouver
 Pittsburgh
 Ottawa
 Toronto
 Sacramento
 Seattle
 DC
 Cincinnati

ISDN * MP3 * CD
 website download

ph: 203.938.9516
briankelsey.com

jpk productions get the sound.

MTV
 VH-1
 TLC
 ESPN
 HBO
 ABC
 NBC
 CBS

VOICEOVER SERVICES

SAMO'NEIL
 VOICE IMAGING
 "THE VOICE HEARD ABOVE THE REST"

Freshen Up
 Smell Better

DEMO:
www.samoneil.com

1-877-4-YOURVO
 (877-496-8786)

Mike Carta

VO IMAGING FOR ALL FORMATS

865-691-8989

www.supersweepers.com

"A truly brilliant idea"
 "Groundbreaking"
 "It works"

Any Station. Any Market.
 Any Budget.

www.PromoVoice.com
 Where talent meets technology



DAVE PACKER
 VOICEOVERS

Imaging that brings out your station's personality!
 Your sound on your budget.

www.davepacker.com 609-290-3333

VOICEOVER SERVICES

Mark McKay Media

- MALE & FEMALE VOICES AVAILABLE
- ALL FORMATS & MARKET SIZES
- CLUSTER & GROUP RATES

**DRY TRAX or
 PRODUCED**

AFFORDABLE!

PHONE DEMO: 913-345-2381
 FAX 345-2351
 WEB DEMO: mckaymedia.net

CD or MP3

**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. Rates for R&R marketplace (per inch):

1 time	\$95.00
6 insertions	90.00
13 insertions	85.00
26 insertions	75.00
51 insertions	70.00

Marketplace
 (310) 788-1622
 Fax: (310) 203-8727
 e-mail: llinares@radioandrecords.com

Need songs for Easter?

**New! 5th Edition Green Book Of Songs By Subject:
 The Thematic Guide To Popular Music**

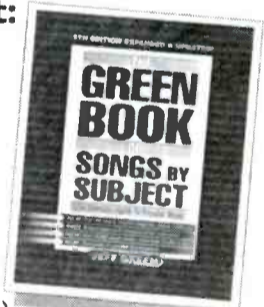
- 1,569 jam-packed pages
- 86,000 listings
- 35,000 songs
- 1,800 subjects
- All music formats
- 100 years of music

Order via R&R: Save 20% and get free UPS shipping! (*on U.S. orders)

Discounted price: \$51.96 softcover/\$63.96 hardcover

(CA residents add sales tax)

Charge by phone: 310.788.1621 or send a check to:
 R&R, 10100 Santa Monica Blvd., 3rd Floor, L.A., CA 90067



CARTER DAVIS

Look into the voice... that cuts through!

www.CarterDavis.com 901.681.0650

Instant
 Delivery

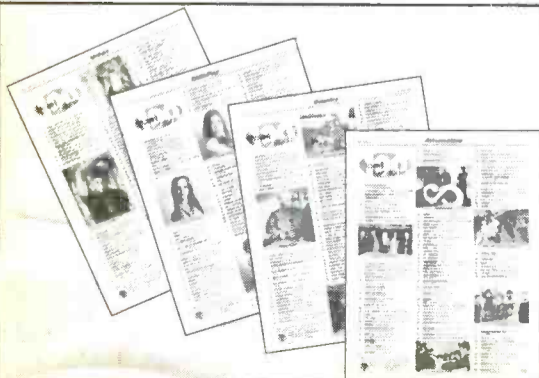
Zephyr • MP3 • CD

R&R's Year-End Chart Pack

Only \$65

NOW AVAILABLE!

Includes year-end charts for all R&R formats from
 1974 through 2002! Call (310) 788-1625 or email
moreinfo@radioandrecords.com





CHR/POP

LW	TW	
2	1	50 CENT In Da Club (Shady/Aftermath/Interscope)
1	2	JENNIFER LOPEZ FILL COOL J All I Have (Epic)
4	3	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)
3	4	AVRIL LAVIGNE I'm With You (Arista)
6	5	3 DOORS DOWN When I'm Gone (Republic/Universal)
5	6	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
7	7	AMANDA PEREZ Angel (Powerhouse/Virgin)
13	8	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)
8	9	B2K AND P. DIDDY Bump, Bump, Bump (Epic)
9	10	CHRISTINA AGUILERA Beautiful (RCA)
20	11	JUSTIN TIMBERLAKE Rock Your Body (Jive)
19	12	R. KELLY Ignition (Jive)
16	13	AALIYAH Miss You (BlackGround/Universal)
10	14	T.A.T.U. All The Things She Said (Interscope)
11	15	EMINEM Superman (Shady/Aftermath/Interscope)
14	16	NIVEA Don't Mess With My Man (Jive)
12	17	JUSTIN TIMBERLAKE Cry Me A River (Jive)
22	18	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
23	19	TLC Damaged (Arista)
18	20	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)
24	21	NO DOUBT Running (Interscope)
17	22	SIMPLE PLAN I'd Do Anything (Lava)
21	23	SMILEZ AND SOUTHWESTER Tell Me (ARTISTdirect)
29	24	STACIE ORRICO Stuck (Forefront/Virgin)
43	25	CHRISTINA AGUILERA Fighter (RCA)
15	26	DIXIE CHICKS Landslide (Monument/Columbia)
36	27	GOOD CHARLOTTE The Anthem (Epic)
27	28	CELINE DION I Drove All Night (Epic)
45	29	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)
35	30	GINUWINE Hell Yeah (Epic)

#1 MOST ADDED

MADONNA American Life (Maverick/WB)

#1 MOST INCREASED PLAYS

JUSTIN TIMBERLAKE Rock Your Body (Jive)

TOP 5 NEW & ACTIVE

SEAN PAUL Get Busy (40/40/VP/Atlantic)

SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)

AVRIL LAVIGNE Losing Grip (Arista)

SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)

NELLY Pimp Juice (Fo' Reel/Universal)

CHR/POP begins on Page 24.

CHR/RHYTHMIC

LW	TW	
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)
2	2	R. KELLY Ignition (Jive)
11	3	SEAN PAUL Get Busy (40/40/VP/Atlantic)
10	4	FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)
9	5	TYRESE How You Gonna Act Like That (J)
8	6	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)
3	7	JENNIFER LOPEZ FILL COOL J All I Have (Epic)
6	8	AALIYAH Miss You (BlackGround/Universal)
4	9	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)
12	10	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)
5	11	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)
13	12	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)
7	13	50 CENT Wanksta (Shady/Interscope)
15	14	NAS I Can (Columbia)
16	15	LIL' KIM The Jump Off (Queen Bee/Atlantic)
18	16	GINUWINE Hell Yeah (Epic)
14	17	EMINEM Superman (Shady/Aftermath/Interscope)
20	18	B2K Girlfriend (Epic)
17	19	FIELD MOB Sick Of Being Lonely (MCA)
21	20	FRANKIE J. Don't Wanna Try (Columbia)
31	21	50 CENT 21 Questions (Shady/Aftermath/Interscope)
22	22	2PAC F/TRICK DADDY Still Ballin' (Amaru/Death Row/Interscope)
19	23	B2K AND P. DIDDY Bump, Bump, Bump (Epic)
26	24	DMX X Gon Give It To Ya (Ruff Ryders/IDJMG)
33	25	NELLY Pimp Juice (Fo' Reel/Universal)
27	26	MARQUES HOUSTON That Girl (Interscope)
23	27	JUSTIN TIMBERLAKE Cry Me A River (Jive)
24	28	2PAC Thugz Mansion (Amaru/Death Row/Interscope)
25	29	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)
30	30	STAGGA LEE Roll Wit M.V.P. (ARTISTdirect)

#1 MOST ADDED

50 CENT 21 Questions (Shady/Aftermath/Interscope)

#1 MOST INCREASED PLAYS

50 CENT 21 Questions (Shady/Aftermath/Interscope)

TOP 5 NEW & ACTIVE

DAVID BANNER Get Down (Like A Pimp) (Universal)

DJ KAY SLAY Too Much For Me (Columbia)

JAHEIM Put That Woman First (Divine Mill/WB)

LIL' JON & THE EASTSIDE BOYZ I Don't Give A @#\$% (TVT)

DRU HILL I Love You (Def Soul/IDJMG)

CHR/RHYTHMIC begins on Page 32.

URBAN

LW	TW	
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)
3	2	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)
2	3	R. KELLY Ignition (Jive)
4	4	TYRESE How You Gonna Act Like That (J)
7	5	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)
6	6	AALIYAH Miss You (BlackGround/Universal)
9	7	LIL' KIM The Jump Off (Queen Bee/Atlantic)
12	8	SEAN PAUL Get Busy (40/40/VP/Atlantic)
5	9	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)
11	10	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)
13	11	NAS I Can (Columbia)
8	12	JENNIFER LOPEZ FILL COOL J All I Have (Epic)
16	13	GINUWINE Hell Yeah (Epic)
10	14	JUSTIN TIMBERLAKE Cry Me A River (Jive)
14	15	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)
20	16	WAYNE WONDER No Letting Go (VP/Atlantic)
21	17	B2K Girlfriend (Epic)
22	18	FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)
15	19	NIVEA Laundromat (Jive)
25	20	FLOETRY Say Yes (DreamWorks)
24	21	JAHEIM Put That Woman First (Divine Mill/WB)
23	22	VIVIAN GREEN Emotional Rollercoaster (Columbia)
32	23	50 CENT 21 Questions (Shady/Aftermath/Interscope)
19	24	MARQUES HOUSTON That Girl (Interscope)
17	25	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)
29	26	RON ISLEY F/R. KELLY What Would You Do? (DreamWorks)
27	27	KILLER MIKE A.D.I.D.A.S. (Aquemini/Columbia)
26	28	50 CENT Wanksta (Shady/Interscope)
36	29	BONECRUSHER Never Scared (Arista)
28	30	SYLEENA JOHNSON Guess What (Jive)

#1 MOST ADDED

DJ KAY SLAY Too Much For Me (Columbia)

#1 MOST INCREASED PLAYS

50 CENT 21 Questions (Shady/Aftermath/Interscope)

TOP 5 NEW & ACTIVE

BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)

STAGGA LEE Roll Wit M.V.P. (ARTISTdirect)

JOE BUDDEN Pump It Up (Def Jam/IDJMG)

PAYBACK Things U Do (Innovative)

HOT BOYS My Section (Cash Money/Universal)

URBAN begins on Page 37.

AC

LW	TW	
4	1	CHRISTINA AGUILERA Beautiful (RCA)
2	2	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)
3	3	PHIL COLLINS Can't Stop Loving You (Atlantic)
5	4	FAITH HILL Cry (Warner Bros.)
6	5	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
7	6	DARYL HALL & JOHN OATES Forever For You (U-Watch)
11	7	NORAH JONES Don't Know Why (Blue Note/Virgin)
8	8	CELINE DION I Drove All Night (Epic)
1	9	DIXIE CHICKS Landslide (Monument/Columbia)
9	10	SHERYL CROW Soak Up The Sun (A&M/Interscope)
10	11	JOSH GROBAN You're Still You (143/Reprise)
12	12	KELLY CLARKSON A Moment Like This (RCA)
13	13	WHITNEY HOUSTON Try It On My Own (Arista)
16	14	SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)
23	15	FLEETWOOD MAC Peacekeeper (Reprise)
14	16	ROD STEWART These Foolish Things (J)
15	17	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury/IDJMG)
17	18	DANA GLOVER Thinking Over (DreamWorks)
20	19	REGIE HAMM Babies (Refugee/Universal South)
18	20	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)
19	21	PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)
21	22	AVRIL LAVIGNE I'm With You (Arista)
22	23	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
26	24	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)
25	25	JAMES TAYLOR September Grass (Columbia)
24	26	HOOTIE & THE BLOWFISH Innocence (Atlantic)
27	27	BONNIE RAITT Time Of Our Lives (Capitol)
28	28	NATALIE GRANT No Sign Of It (Curb)
29	29	VONDA SHEPARD Rainy Days (Jacket)
-	30	BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)

#1 MOST ADDED

DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)

#1 MOST INCREASED PLAYS

FLEETWOOD MAC Peacekeeper (Reprise)

TOP NEW & ACTIVE

CHRIS EMERSON Broken Heart (Monomoy)

BEN GREEN Without You (ASRC)

RIC SANDLER I'll Let Ya Know (Rich ID)

DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)

AC begins on Page 49.

HOT AC

LW	TW	
1	1	AVRIL LAVIGNE I'm With You (Arista)
2	2	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
6	3	3 DOORS DOWN When I'm Gone (Republic/Universal)
7	4	MATCHBOX TWENTY Unwell (Melisma/Atlantic)
4	5	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)
10	6	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)
5	7	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)
9	8	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
3	9	DIXIE CHICKS Landslide (Monument/Columbia)
12	10	NORAH JONES Don't Know Why (Blue Note/Virgin)
8	11	NO DOUBT F/LADY SAW Underneath It All (Interscope)
14	12	COLDPLAY Clocks (Capitol)
11	13	SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)
13	14	CHRISTINA AGUILERA Beautiful (RCA)
15	15	UNCLE KRACKER In A Little While (Lava)
16	16	BON JOVI Misunderstood (Island/IDJMG)
17	17	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
18	18	JOHN MAYER Why Georgia (Aware/Columbia)
19	19	GOO GOO DOLLS Sympathy (Warner Bros.)
20	20	NO DOUBT Running (Interscope)
21	21	MACY GRAY When I See You (Epic)
31	22	FLEETWOOD MAC Peacekeeper (Reprise)
22	23	LUCY WOODWARD Dumb Girls (Atlantic)
24	24	LISA MARIE PRESLEY Lights Out (Capitol)
23	25	CELINE DION I Drove All Night (Epic)
25	26	CHANTAL KREVIUZUK In This Life (Columbia)
30	27	NORAH JONES Come Away With Me (Blue Note/Virgin)
37	28	EVANESCENCE Bring Me To Life (Wind-up)
28	29	HOOTIE & THE BLOWFISH Innocence (Atlantic)
27	30	SISTER HAZEL Your Mistake (Sixth Man)

#1 MOST ADDED

EVANESCENCE Bring Me To Life (Wind-up)

#1 MOST INCREASED PLAYS

3 DOORS DOWN When I'm Gone (Republic/Universal)

TOP 5 NEW & ACTIVE

KELLIE COFFEY When You Lie Next To Me (BNA)

DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)

JOSH KELLEY Amazing (Hollywood)

RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)

TLC Damaged (Arista)

AC begins on Page 49.

ROCK

LW	TW	
1	1	3 DOORS DOWN When I'm Gone (Republic/Universal)
3	2	AUDIOSLAVE Like A Stone (Interscope/Epic)
2	3	SALIVA Always (Island/IDJMG)
5	4	FOO FIGHTERS Times Like These (Roswell/RCA)
4	5	GODSMACK Straight Out Of Line (Republic/Universal)
6	6	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)
7	7	SEETHER Fine Again (Wind-up)
9	8	LINKIN PARK Somewhere I Belong (Warner Bros.)
8	9	QUEENS OF THE STONE AGE No One Knows (Interscope)
11	10	CREED Weathered (Wind-up)
10	11	SOCIALBURN Down (Elektra/EEG)
13	12	CHELLE Send The Pain Below (Epic)
12	13	TRAPT Headstrong (Warner Bros.)
14	14	DISTURBED Remember (Reprise)
15	15	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)
16	16	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)
17	17	MUDVAYNE Not Falling (Epic)
19	18	REVIS Caught In The Rain (Epic)
-	19	3 DOORS DOWN The Road I'm On (Republic/Universal)
22	20	ALLMAN BROTHERS Firing Line (Sanctuary/SRG)
21	21	STONE SOUR Inhale (Roadrunner/IDJMG)
24	22	SALIVA Rest In Pieces (Island/IDJMG)
20	23	OLEANDER Hands Off The Wheel (Sanctuary/SRG)
18	24	OUTSPOKEN Farther (Lava)
23	25	STYX Waiting For Our Time (CMC/SRG)
25	26	SEETHER Driven Under (Wind-up)
-	27	DOUBLEDRIE Imprint (Roadrunner/IDJMG)
26	28	BON JOVI Bounce (Island/IDJMG)
29	29	BREAKING BENJAMIN Skin (Hollywood)
28	30	TOM PETTY & THE HEARTBREAKERS Have Love Will Travel (Warner Bros.)

#1 MOST ADDED

BLACK LABEL SOCIETY Stillborn (Spitfire)

#1 MOST INCREASED PLAYS

3 DOORS DOWN The Road I'm On (Republic/Universal)

TOP 5 NEW & ACTIVE

AFI Girl's Not Grey (DreamWorks)

UNLOCO Failure (Maverick/Reprise)

COLD Stupid Girl (Flip/Geffen/Interscope)

(HED) PLANET EARTH Blackout (Volcano/Jive)

TAPROOT Mine (Velvet Hammer/Atlantic)

ROCK begins on Page 59.

URBAN AC

LW	TW	ARTIST	SON	LABEL
1	1	SYLEENA JOHNSON	Guess What (Jive)	
2	2	TYRESE	How You Gonna Act Like That (J)	
3	3	VIVIAN GREEN	Emotional Rollercoaster (Columbia)	
4	4	JAHEIM	Fabulous (Divine Mill/WB)	
6	5	FLOETRY	Say Yes (DreamWorks)	
8	6	RON ISLEY F/R. KELLY	What Would You Do? (DreamWorks)	
5	7	MUSIQ	Dontchange (Def Soul/IDJMG)	
7	8	GERALD LEVERT	Closure (Elektra/EEG)	
9	9	ERYKAH BADU F/COMMON	Love Of My Life (Magic Johnson/MCA)	
12	10	BRIAN MCKNIGHT	Shoulda, Woulda, Coulda (Motown)	
11	11	WHITNEY HOUSTON	One Of Those Days (Arista)	
10	12	HEATHER HEADLEY	He Is (RCA)	
13	13	K-CI & JOJO	This Very Moment (MCA)	
14	14	GERALD LEVERT	Funny (Elektra/EEG)	
16	15	KEM	Love Calls (Motown/Universal)	
18	16	AALIYAH	Miss You (Blackground/Universal)	
15	17	LUTHER VANDROSS	I'd Rather (J)	
21	18	HEATHER HEADLEY	I Wish I Wasn't (J)	
17	19	DRU HILL	I Should Be... (Def Soul/IDJMG)	
25	20	JAHEIM	Put That Woman First (Divine Mill/WB)	
22	21	KINDRED THE FAMILY SOUL	Far Away (Epic)	
19	22	JOE F/MR. CHEEKS	That Girl (Motown/Universal)	
23	23	R. KELLY	Ignition (Jive)	
20	24	TONY TERRY	In My Heart (Golden Boy)	
26	25	CHICO DEBARGE	Not Together (In The Paint/Koch)	
28	26	KELLY PRICE	He Proposed (Def Soul/IDJMG)	
-	27	INDIA.ARIE	The Truth (Motown)	
27	28	JEFF MAJORS	Somebody Bigger (Music One)	
24	29	BLACKSTREET	Deep (DreamWorks)	
30	30	KIM WATERS	You Know That I Love You (Shanachie)	

#1 MOST ADDED

KENNY LATTIMORE/CHANTE' MOORE You Don't Have To Cry (Arista)

#1 MOST INCREASED PLAYS

HEATHER HEADLEY I Wish I Wasn't (J)

TOP 5 NEW & ACTIVE

CRAIG DAVID Personal (Wildstar/Atlantic)

TOM SCOTT FIANN NESBY You Are My Everything (Higher Octave)

WHITNEY HOUSTON F/BOBBY BROWN My Love (Arista)

ROME Do It (J/TJ)

KENNY LATTIMORE/CHANTE' MOORE You Don't Have To Cry (Arista)

URBAN begins on Page 37.

ACTIVE ROCK

LW	TW	ARTIST	SON	LABEL
1	1	GODSMACK	Straight Out Of Line (Republic/Universal)	
2	2	LINKIN PARK	Somewhere I Belong (Warner Bros.)	
4	3	TRAPT	Headstrong (Warner Bros.)	
5	4	AUDIOSLAVE	Like A Stone (Interscope/Epic)	
3	5	SEETHER	Fine Again (Wind-up)	
6	6	DISTURBED	Remember (Reprise)	
7	7	MUDVAYNE	Not Falling (Epic)	
11	8	SOCIALBURN	Down (Elektra/EEG)	
13	9	FOO FIGHTERS	Times Like These (Roswell/RCA)	
8	10	SALIVA	Always (Island/IDJMG)	
12	11	CHEVELLE	The Red (Epic)	
9	12	3 DOORS DOWN	When I'm Gone (Republic/Universal)	
10	13	QUEENS OF THE STONE AGE	No One Knows (Interscope)	
16	14	CHEVELLE	Send The Pain Below (Epic)	
14	15	DISTURBED	Prayer (Reprise)	
15	16	TAPROOT	Poem (Velvet Hammer/Atlantic)	
17	17	THEORY OF A DEADMAN	Make Up Your Mind (Roadrunner/IDJMG)	
18	18	FOO FIGHTERS	All My Life (Roswell/RCA)	
20	19	(HED) PLANET EARTH	Blackout (Volcano/Jive)	
19	20	STONE SOUR	Inhale (Roadrunner/IDJMG)	
22	21	SALIVA	Rest In Pieces (Island/IDJMG)	
23	22	REVIS	Caught In The Rain (Epic)	
21	23	RED HOT CHILI PEPPERS	Can't Stop (Warner Bros.)	
28	24	EVANESCENCE	Bring Me To Life (Wind-up)	
25	25	COLD	Stupid Girl (Flip/Geffen/Interscope)	
26	26	BLINDSIDE	Sleepwalking (Elektra/EEG)	
24	27	OLEANDER	Hands Off The Wheel (Sanctuary/SRG)	
27	28	BREAKING BENJAMIN	Skin (Hollywood)	
39	29	3 DOORS DOWN	The Road I'm On (Republic/Universal)	
33	30	SEETHER	Driven Under (Wind-up)	

#1 MOST ADDED

BLACK LABEL SOCIETY Stillborn (Spitfire)

#1 MOST INCREASED PLAYS

3 DOORS DOWN The Road I'm On (Republic/Universal)

TOP 5 NEW & ACTIVE

SUM 41 The Hell Song (Island/IDJMG)

STAGE I Will Be Something (Maverick/WB)

SLUR Who I Am (Tarpit)

QUEENS OF THE STONE AGE Go With The Flow (Interscope)

FORTY FOOT ECHO Save Me (Hollywood)

ROCK begins on Page 59.

COUNTRY

LW	TW	ARTIST	SON	LABEL
4	1	DARRYL WORLEY	Have You Forgotten (DreamWorks)	
1	2	JOE NICHOLS	Brokenheartsville (Universal South)	
5	3	KENNY CHESNEY	Big Star (BNA)	
6	4	ALAN JACKSON	That'd Be Alright (Arista)	
7	5	TIM MCGRAW	She's My Kind Of Rain (Curb)	
8	6	MARTINA MCBRIDE	Concrete Angel (RCA)	
9	7	KEITH URBAN	Raining On Sunday (Capitol)	
10	8	DIAMOND RIO	I Believe (Arista)	
12	9	CHRIS CAGLE	What A Beautiful Day (Capitol)	
13	10	RASCAL FLATTS	Love You Out Loud (Lyric Street)	
14	11	DEANA CARTER	There's No Limit (Arista)	
15	12	RANDY TRAVIS	Three Wooden Crosses (Word/Curb/Warner Christian)	
11	13	TOBY KEITH	Rock You Baby (DreamWorks)	
16	14	PHIL VASSAR	This Is God (Arista)	
17	15	JEFF BATES	The Love Song (RCA)	
2	16	DIXIE CHICKS	Travelin' Soldier (Monument)	
18	17	MONTGOMERY GENTRY	Speed (Columbia)	
19	18	JESSICA ANDREWS	There's More To Me Than You (DreamWorks)	
21	19	JIMMY WAYNE	Stay Gone (DreamWorks)	
20	20	JO DEE MESSINA	Was That My Life (Curb)	
22	21	CRAIG MORGAN	Almost Home (Broken Bow)	
25	22	LONESTAR	My Front Porch Looking In (BNA)	
23	23	TRAVIS TRITT	Country Ain't Country (Columbia)	
24	24	KID ROCK W/SHERYL CROW	Picture (Lava/Atlantic)	
26	25	GARTH BROOKS	Why Ain't I Running (Capitol)	
29	26	TRACY BYRD	The Truth About Men (RCA)	
27	27	TAMMY COCHRAN	Love Won't Let Me (Epic)	
28	28	SAMMY KERSHAW	I Want My Money Back (Audium)	
32	29	SARA EVANS	Backseat Of A Greyhound Bus (RCA)	
33	30	BRIAN MCCOMAS	99.9% Sure (Never...) (Lyric Street)	

#1 MOST ADDED

TOBY KEITH Beer For My Horses (DreamWorks)

#1 MOST INCREASED PLAYS

DARRYL WORLEY Have You Forgotten (DreamWorks)

TOP NEW & ACTIVE

EMERSON DRIVE Only God (DreamWorks)

TRICK PONY A Boy Like You (H2E/WB)

CHAD BROCK That Was Us (Broken Bow)

GEORGE STRAIT Tell Me Something Bad About... Tell Me Something...Tulsa (MCA)

MCHAYES It Doesn't Mean I Don't... (Universal South)

COUNTRY begins on Page 42.

ALTERNATIVE

LW	TW	ARTIST	SON	LABEL
1	1	LINKIN PARK	Somewhere I Belong (Warner Bros.)	
2	2	EVANESCENCE	Bring Me To Life (Wind-up)	
3	3	RED HOT CHILI PEPPERS	Can't Stop (Warner Bros.)	
4	4	AUDIOSLAVE	Like A Stone (Interscope/Epic)	
5	5	FOO FIGHTERS	Times Like These (Roswell/RCA)	
7	6	TRAPT	Headstrong (Warner Bros.)	
6	7	QUEENS OF THE STONE AGE	No One Knows (Interscope)	
8	8	3 DOORS DOWN	When I'm Gone (Republic/Universal)	
10	9	GOOD CHARLOTTE	The Anthem (Epic)	
11	10	GODSMACK	Straight Out Of Line (Republic/Universal)	
9	11	ALL-AMERICAN REJECTS	Swing Swing (DreamWorks)	
17	12	CHEVELLE	Send The Pain Below (Epic)	
12	13	AFI	Girl's Not Grey (DreamWorks)	
19	14	WHITE STRIPES	Seven Nation Army (Third Man/V2)	
15	15	SEETHER	Fine Again (Wind-up)	
16	16	COLDPLAY	Clocks (Capitol)	
13	17	CHEVELLE	The Red (Epic)	
14	18	SALIVA	Always (Island/IDJMG)	
18	19	FOO FIGHTERS	All My Life (Roswell/RCA)	
21	20	USED	Buried Myself Alive (Reprise)	
23	21	FINCH	What It Is To Burn (Drive-Thru/MCA)	
20	22	SOCIALBURN	Down (Elektra/EEG)	
22	23	DISTURBED	Remember (Reprise)	
24	24	ATARIS	In This Diary (Columbia)	
27	25	SALIVA	Rest In Pieces (Island/IDJMG)	
25	26	MUDVAYNE	Not Falling (Epic)	
26	27	SUM 41	The Hell Song (Island/IDJMG)	
28	28	SEETHER	Driven Under (Wind-up)	
34	29	BLUR	Crazy Beat (Virgin)	
29	30	(HED) PLANET EARTH	Blackout (Volcano/Jive)	

#1 MOST ADDED

QUEENS OF THE STONE AGE Go With The Flow (Interscope)

#1 MOST INCREASED PLAYS

BLUR Crazy Beat (Virgin)

TOP 5 NEW & ACTIVE

TRANSPLANTS DJ DJ (Epitaph)

BLINDSIDE Sleepwalking (Elektra/EEG)

INTERPOL PDA (Matador)

PETE YDRN Come Back Home (Columbia)

UNLOCD Failure (Maverick/Reprise)

ALTERNATIVE begins on Page 75.

SMOOTH JAZZ

LW	TW	ARTIST	SON	LABEL
3	1	MINDI ABAIR	Lucy's (GRP/VMG)	
1	2	BONEY JAMES	Grand Central (Warner Bros.)	
4	3	DAVE KOZ & JEFF KOZ	Blackbird (Rendezvous/WB)	
2	4	STEVE COLE	Off Broadway (Warner Bros.)	
6	5	KENNY G	Paradise (Arista)	
5	6	MICHAEL LINGTON	Still Thinking Of You (3 Keys)	
7	7	BOB BALDWIN	The Way She Looked At Me (Narada)	
8	8	KIM WATERS	Waterfall (Shanachie)	
14	9	JOAN OSBORNE	I'll Be Around (Compendia)	
13	10	DIANA KRALL	Just The Way You Are (Verve/VMG)	
15	11	SPYRO GYRA	Getaway (Heads Up)	
17	12	GREG ADAMS	Sup With That (Ripa/Blue Note)	
9	13	PETER WHITE	Who's That Lady? (Columbia)	
11	14	STEVE OLIVER	High Noon (Native Language)	
18	15	EUGE GROOVE	Rewind (Warner Bros.)	
16	16	NORAH JONES	Come Away With Me (Blue Note/Virgin)	
20	17	CRUSADERS	Viva De Funk (Verve/VMG)	
22	18	NATALIE COLE F/DIANA KRALL	Better Than Anything (GRP/VMG)	
19	19	CHIELI MINUCCI	Kickin' It Hard (Shanachie)	
21	20	GREGG KARUKAS	Your Sweet Smile (N-Coded)	
25	21	PIECES OF A DREAM	Loves Silhouette (Heads Up)	
26	22	NESTOR TORRES	Watermelon Man (Shanachie)	
24	23	N. BROWN & M. McDONALD	I Still Believe (Warner Bros.)	
29	24	J. THOMPSON	Tell Me The Truth (AMH)	
-	25	JEFF LORBER	Gigabyte (Narada)	
28	26	PAUL HARDCASTLE	Desire (Trippin' 'n Rhythm)	
27	27	JONATHAN BUTLER	Pata Pata (Warner Bros.)	
23	28	CRAIG CHAQUICO	Afterglow (Higher Octave)	
-	29	AL JARREAU	Random Act Of Love (GRP/VMG)	
30	30	FOURPLAY	Ju-Ju (Bluebird/RCA Victor)	

#1 MOST ADDED

JEFF LORBER Gigabyte (Narada)

#1 MOST INCREASED PLAYS

KENNY G Paradise (Arista)

TOP 5 NEW & ACTIVE

DAVID LANZ Romantica (Decca)

BLAKE AARON One Moment With You (Innervision)

NELSON RANGELL Look Again (A440 Music Group)

RICK DERRINGER Hot And Cool (Big3)

GERALD ALBRIGHT Old School Jam (GRP/VMG)

Smooth Jazz begins on Page 55.

TRIPLE A

LW	TW	ARTIST	SON	LABEL
1	1	COLDPLAY	Clocks (Capitol)	
2	2	COUNTING CROWS	Big Yellow Taxi (Geffen/Interscope)	
4	3	JASON MRAZ	The Remedy (I Won't Worry) (Elektra/EEG)	
5	4	JOHN MAYER	Why Georgia (Aware/Columbia)	
3	5	WALLFLOWERS	How Good It Can Get (Interscope)	
6	6	DAVE MATTHEWS BAND	Grey Street (RCA)	
7	7	DAVID GRAY	Be Mine (ATO/RCA)	
10	8	JACK JOHNSON	The Horizon... (Moonshine Conspiracy/Universal)	
8	9	RHETT MILLER	Come Around (Elektra/EEG)	
16	10	FLEETWOOD MAC	Peacekeeper (Reprise)	
9	11	PAUL SIMON	Father And Daughter (Nick/Jive)	
11	12	NORAH JONES	Come Away With Me (Blue Note/Virgin)	
21	13	BEN HARPER	With My Own Two Hands (Virgin)	
15	14	TORI AMOS	A Sorta Fairytale (Epic)	
13	15	JAYHAWKS	Save It For A Rainy Day (American/Lost Highway/IDJMG)	
17	16	LUCINDA WILLIAMS	Righteously (Lost Highway)	
12	17	BECK	Lost Cause (Geffen/Interscope)	
19	18	TORI AMOS	Taxi Ride (Epic)	
22	19	MATCHBOX TWENTY	Unwell (Melisma/Atlantic)	
18	20	SOUNDTRACK OF OUR LIVES	Sister Surround (Republic/Universal)	
14	21	SUSAN TEDESCHI	Alone (Tone-Cool/Artemis)	
24	22	JOHNNY MARR	Down On The Corner (I)	
-	23	PETE YORN	Come Back Home (Columbia)	
27	24	FEEL	Got Your Name On It (Curb)	
23	25	MAROON 5	Harder To Breathe (J)	
25	26	KATHLEEN EDWARDS	Six O'Clock News (Zoe/Rounder)	
28	27	ALLMAN BROTHERS	Firing Line (Sanctuary/SRG)	
20	28	SHERYL CROW	C'mon, C'mon (A&M/Interscope)	
29	29	BRUCE SPRINGSTEEN	Waitin' On A Sunny Day (Columbia)	
26	30	TOM PETTY & THE HEARTBREAKERS	Have Love Will Travel (Warner Bros.)	

#1 MOST ADDED

ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)

#1 MOST INCREASED PLAYS

ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)

TOP 5 NEW & ACTIVE

DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)

THDRNS I Can't Remember (Aware/Columbia)

ZIGGY MARLEY & THE MELODY... True To Myself (Private Music/RCA Victor)

SISTER HAZEL Your Mistake (Sixth Man)

NICKEL CREEK Spit On A Stranger (Sugar Hill)

TRIPLE A begins on Page 81.

Publisher's Profile

By Erica Farber



MARK STEINMETZ

VP/Radio Station Development, American Media Services

Mark Steinmetz entered the radio business in 1976 and worked his way through college as an air talent in Duluth, MN. In his early 20s his interest shifted to sales and, eventually, management, when he moved back to his hometown of Minneapolis-St. Paul. He spent 17 years there with ABC Radio, the last five as one of two Station Group Presidents. Steinmetz left ABC/Disney in the fall of 2001 and moved to Charleston, SC to join a firm whose specialty is the radio move-in business.

Now VP/Radio Station Development for American Media Services, Steinmetz is focused on radio-station move-in and upgrade projects involving several of the industry's largest broadcast groups, numerous independent companies and projects financed by the principal partners of American Media Services.

Getting into the business: "I have had more than a passing interest in radio for as long as I can remember. I had rheumatic fever as a child, which kept me indoors in a time before cable cartoon channels and video games. Radio was my constant companion. I was the only kid on the block who could discuss Top 40 record rotations. From this early interest in radio broadcasting came public speaking at high school functions, radio broadcast school and a commercial radio-announcing job in my late teens.

"Once inside the industry, I became acutely aware of two things. First, radio salespeople earned far more than announcers in medium-market radio, and, second, my own air-talent skills were not 'Rick Dees caliber.' I stumbled into selling airtime and found that I enjoyed working with clients. I moved through the ranks of management, both sales and general management, in medium and major markets."

Joining American Media Services: "I have always been interested in the technical side of radio, as well as the product and sales-and-marketing side. In my first announcing job I doubled as Chief Engineer. Although we used a contract engineer for the real engineering, I learned a great deal from that experience, which helped me later as I supervised numerous technical projects.

"At ABC I worked with American Media Services, which was employed to work on properties in Dallas and other top 20 markets. Ed Seeger has assembled a senior management team of former owner-operators and group heads who get the radio-station business from many perspectives. They not only have the engineering perspective, but also financial-asset understanding and a senior-management operational point of view."

The mission of the company: "To create new radio service in populated communities for existing broadcasters and to enhance the asset value of existing radio properties. American Media Services achieves these goals through careful management of the FM spectrum within the guidelines and spirit of the FCC broadcast rules and regulations.

"Our clients who choose not to operate within larger markets will use our brokerage division to market their upgraded stations so they may reinvest their profits in markets where they feel comfortable. They find our service to be a way to raise capital, parlaying their gains into an aggressive station-expansion campaign. Other broadcasters view our move-in and upgrade scenarios as an effective

and efficient means to grow ratings, revenue and resulting operating cash flows for their station groups."

Biggest challenge: "Radio presidents and CEOs are under great scrutiny for their financial decisions. I see industry leaders struggle with business advancements that do not directly affect next-quarter earnings. Moving in a radio signal to add to a large-market cluster or investing in improving a radio group's individual station signals will all but guarantee better-than-average long-term ratings, revenue and operating-income growth.

"The problem is that move-ins and upgrades do not impact the next quarter's earnings, so decisions are delayed for months or, sadly, sometimes years. Often the opportunities evaporate as other changes are made to the FM spectrum that prohibit the opportunity or make it more difficult to achieve. Signing a service agreement to ultimately improve a radio-station group's performance is one of the most important and impactful decisions a radio executive can make, but it is rarely considered an urgent matter, despite the sensitive timing issues involved. Urgent but relatively unimportant matters tend to grab their focus, often shifting their attention to short-term needs.

"One of the most enjoyable parts of my job is showing clients potential cash windfalls resulting from our discoveries. The aftermath, however, is our second-biggest challenge. I have been amazed at how some executives view intellectual property. Apparently, the thinking at work here is, 'If we own the station, we also own any ideas and engineering that can be applied to our stations.'

"Unfortunately, a few industry executives have no moral issue with stealing someone's specific blueprint to upgrade their stations. Sadly, we see these same executives spending as much or more than American Media Services charges to implement an upgrade or move-in plan, only to see their ripped-off version of our idea hit a snag. Granted, these companies avoid paying our success bonus, but they also miss the success. I have seen this scene played out repeatedly. Eventually, these executives tend to fail or give up, forever cursing the entire process as a complete waste of time and money. In the end they lose, but, as most of us already know, when win-win business practices are not followed, we all lose."

State of the industry: "Radio management has come full circle from a time when real operators were king, through the 1990s, when accretive cash-flow acquisition strategies reigned supreme, back to a focus on operational maximization. Many managers never did figure out how to operate and achieve the pro-forma business plans promised by their recently acquired assets. It's not surprising that some of these guys are not around anymore. You have to keep your promises in business. I find it interesting that a few companies that never built clusters are still in fine shape, but this is not the norm. We see many more companies that didn't build clusters slowly losing market share."

Biggest issue facing radio: "Operating newly acquired assets at pro-forma levels in a more challenging economic climate. It doesn't help that the promise of synergy was oversold in many business plans this past decade. The radio business has become too centralized and cookie-cutter these past several years. Every radio-station cluster and competitive situation is unique and deserves to be evaluated separately. Like many other evolutionary business philosophies, we expected far more from synergistic operating opportunities than was practical.

"Purists on the vertical management structure side of the debate look for absolute synergy within all departments, while old-time proponents of the tried and true horizontal management structure believe complete radio-station autonomy revolving around separate management teams is the only way. Of course, these two extremes leave out a moderate approach. We look for synergies where we can find them, without forcing the issue.

"If we program stations in complementary formats, we can avoid competing with ourselves and keep competitors at bay. Primarily, we want to leverage programming, promote sales synergy and find operational synergies in engineering and administrative functions. While some operations can truly take full advantage of vertical

management opportunities due to complementary formats, other broadcasters still find old-school horizontal management structures the most effective method to drive programming, sales and operating income."

Career highlight: "I've been lucky to work with talented broadcasters who invested their valuable time in teaching me the radio business. I have tried to do the same for the broadcasters I have managed. I enjoyed a lot of success at ABC coaching my direct reports and watching them grow, but the most gratifying experience was hiring and training a group of managers in Minneapolis/St. Paul. My first true GM job, at age 27, was at KQRS-FM, which billed only \$1.8 million the year before I took over. I assembled a team of winners to turn that station around and then acquired more properties with deregulation.

"Each department head rose in stature to take on the responsibilities of a growing cluster of Rock stations in a vertical management structure. Today KQRS bills in excess of \$35 million, and the entire Rock cluster is very successful. I'm proud to acknowledge that the team I put together in 1985-'86 and coached for many years has, in turn, hired terrific people who are setting the standard for broadcast excellence today.

"As a Group President for ABC, I am most proud of the work I did to develop a nontraditional revenue division. Despite heavy opposition from a few of the old-school GMs and senior management, I successfully sold a corporate-wide NTR effort. I promoted our two best cluster NTR managers to corporate leadership positions and established ABC Marketing. This groupwide NTR effort achieved its first-year goals and is growing its budgets significantly in a tough economy.

"I had a couple of my GMs establish their own traffic-gathering capabilities through the use of local state-sponsored traffic cameras and road sensors. We positioned reporters at Department of Transportation command centers and found that we beat the competition to key traffic information, especially on bad-weather days, when aircraft are useless. We owned 100% of our traffic inventory and quickly turned these extra avails into millions in additional revenue without the listener hearing a difference."

Career disappointment: "The daily struggle of working with people who don't love the business and are in it purely for money and corporate advancement. Somewhere along the way our industry lost sight of the people who really make a difference in radio: those who create radio-programming product and establish client relationships. These are the unsung heroes of our business. We need these real broadcasters running our radio companies, broadcasters who understand corporate finance, so they can assist the growth of our industry through effective leadership. Real broadcasters need to outmaneuver the political corporate climbers."

Favorite radio format: "Talk and Rock."

Favorite television show: "Curb Your Enthusiasm."

Favorite artist: "Mid-'80s Elvis Costello. The CDs *This Year's Model* and *My Aim Is True* have withstood the test of time."

Favorite book: "The latest by Jonathan Franzen, *The Corrections*, is the best book I have read this past year. I'm currently reading Pat Conroy's *Beach Music*, and it's also terrific. Southern authors may be highly underrated."

Favorite restaurant: "Cypress in old downtown Charleston, SC."

Favorite beverage: "Water at the office, a Kettle One martini with blue cheese-stuffed olives after hours."

Hobbies: "Golf and skiing."

E-mail address: "marksteinmetz@ams.fm."

Advice for broadcasters: "We must develop programming research that educates our programmers on their target audience. Radio managers must be sure their local programmers know what their listeners truly want and need from local radio in the communities they serve. My view of the difference between winners and losers in the radio business is that winners know their audiences intimately and proactively reach out to them every day with unique program offerings tailored to their tastes. Losers only think they understand their listeners."

JULIO

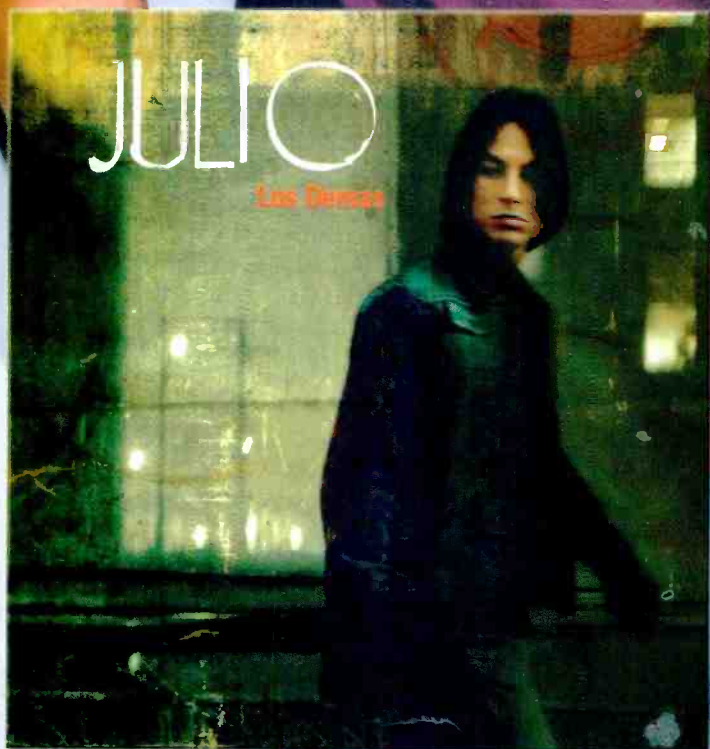
TERCERA DIMENSION

First Promotional Single
"LOS DEMAS"

Early Believers -
40 Adds in the first week:

WCAA	WXYX
WBPS	WILC
WKIE	WNNW
KQQK	WACA
KCOR	WSUA
WFNO-AM	KXDC
KTJN	MORE FM
KBNA-AM	WEMG
KUNO-AM	WYNY
WAMR	KTXZ
WRTO	KMIQ
WNUE	WVIM
WONQ-AM	WJNS
KTZR-AM	KTUZ
KPSL	KXHL
WLAT-AM	WIQE
KMMM	WXZX
KRNC	WNIK
WODA	WFAN
WVJP	WEUC

**ALBUM
HITS
THE
STORES
APRIL 29**



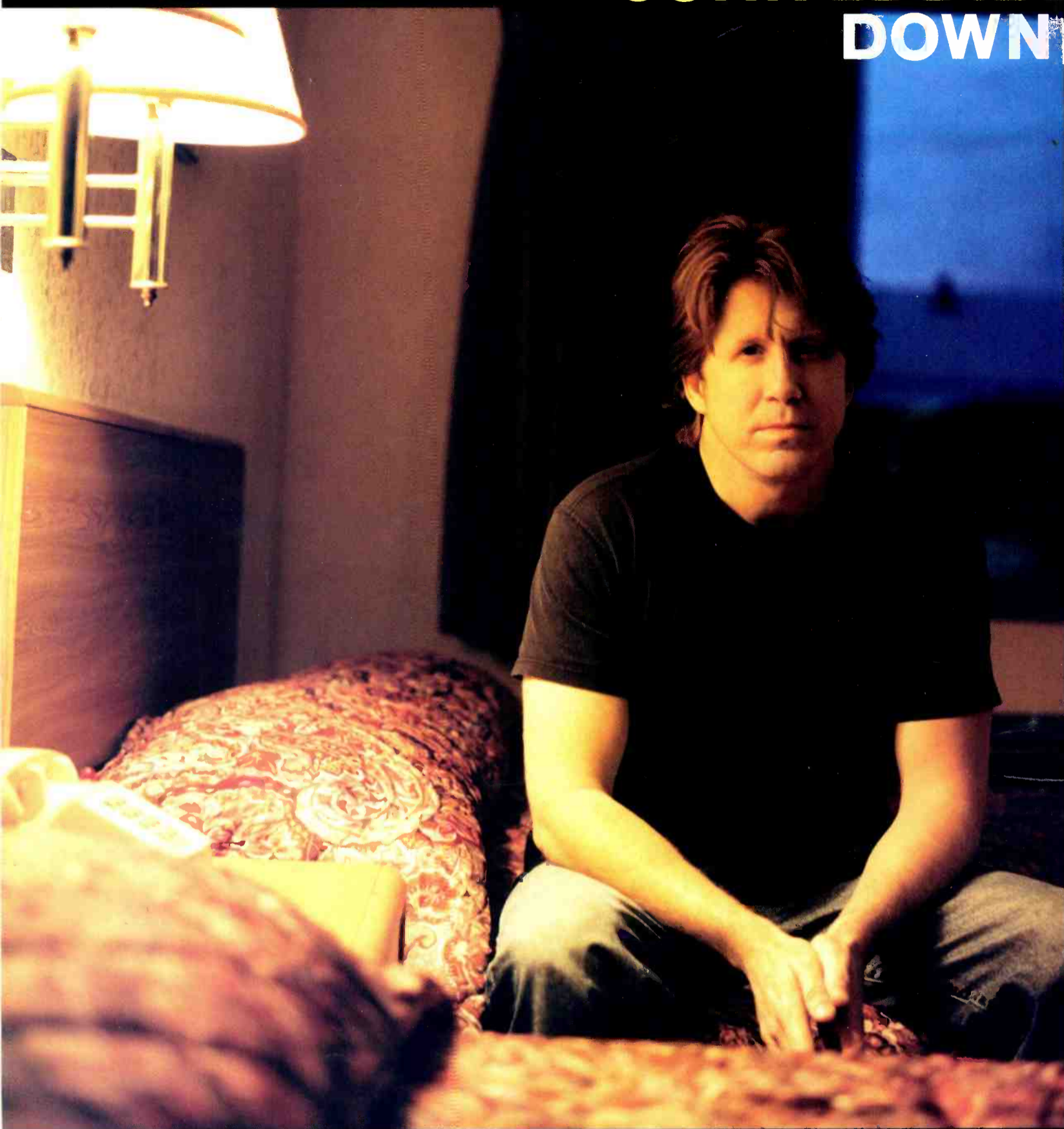
McGhee Entertainment



WARNER MUSIC
LATINA

an AOL Time Warner Company

JOHN EDDIE LET ME DOWN HARD



THE FIRST SINGLE FROM THE FORTHCOMING ALBUM,
WHO THE HELL IS JOHN EDDIE?

AAA ADDS 3/31

BEFORE-THE-BOX-SPINS AND COMMITMENTS:

WXRV KPRI KINK WRLT

WXPB WKOC WTTS KTBG

WFPK WRNX WMMM KRSH

KRVB KMTN KPIG WNCB

KBAC KTHX and many others



LOST HIGHWAY

© 2003 UMG Recordings, Inc.

www.losthighwayrecords.com • www.johneddie.com