

Two Houses Of 'Terror'

It may be a little early for Halloween, but **Terror Squad** soar to the top of R&R's CHR/ Rhythmic and Urban charts this week with "Lean Back" (Universal). The song also vaults 39-31* at CHR/Pop.

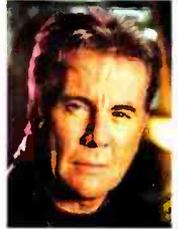


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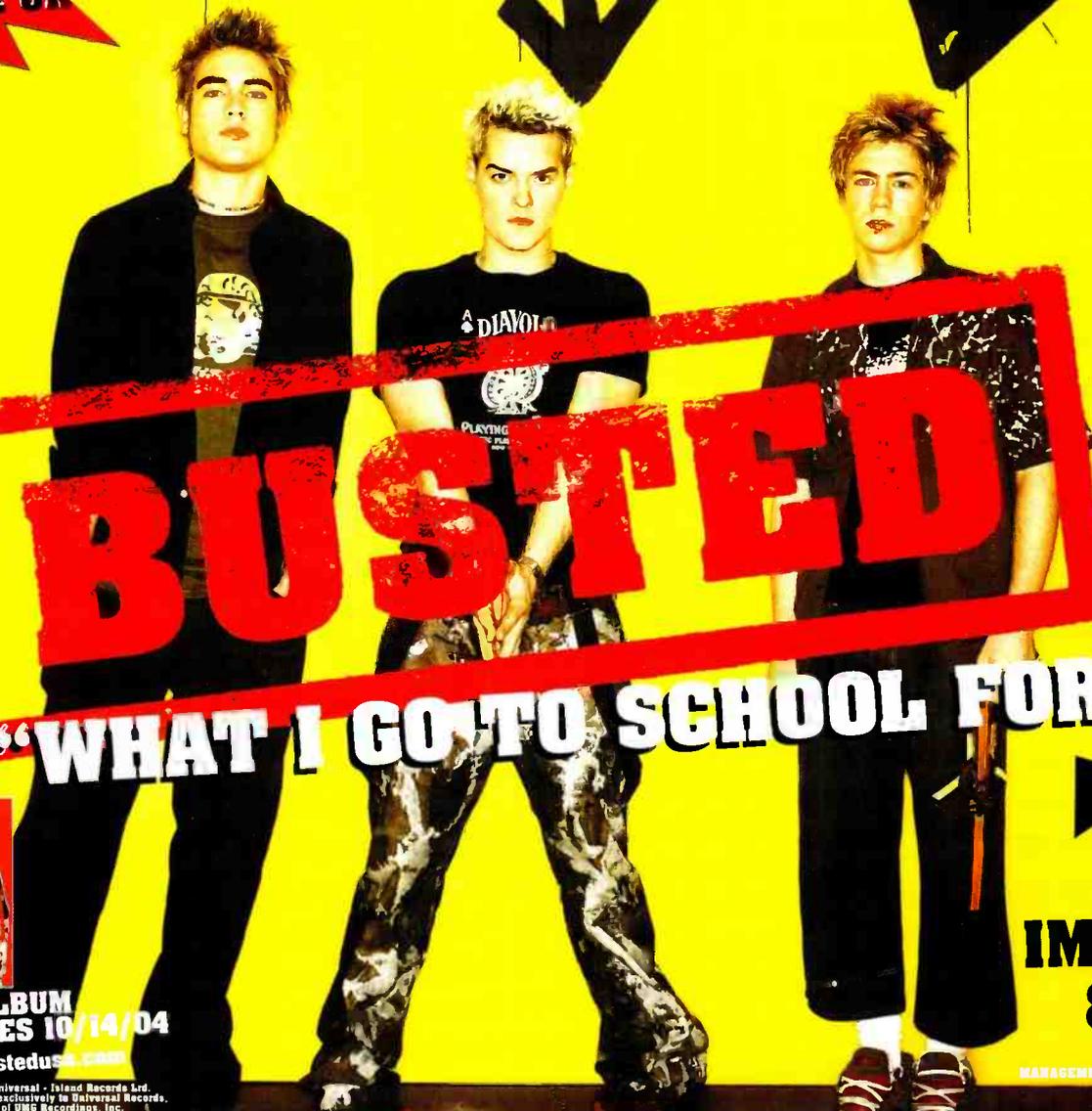
Still Catching The Bad Guys

John Walsh, host of *America's Most Wanted*, has spent 28 years fighting for victims' rights and missing children. In addition to hosting the No. 1 crime-fighting weekly TV show, Walsh uses a daily radio feature and a website in his quest to help capture criminals. R&R News/Talk/ Sports Editor Al Peterson interviews Walsh; Page 14.



CHARLIE MATT JAMES

**OVER 3 MILLION
ALBUMS
SOLD IN THE UK**



BUSTED

"WHAT I GO TO SCHOOL FOR"



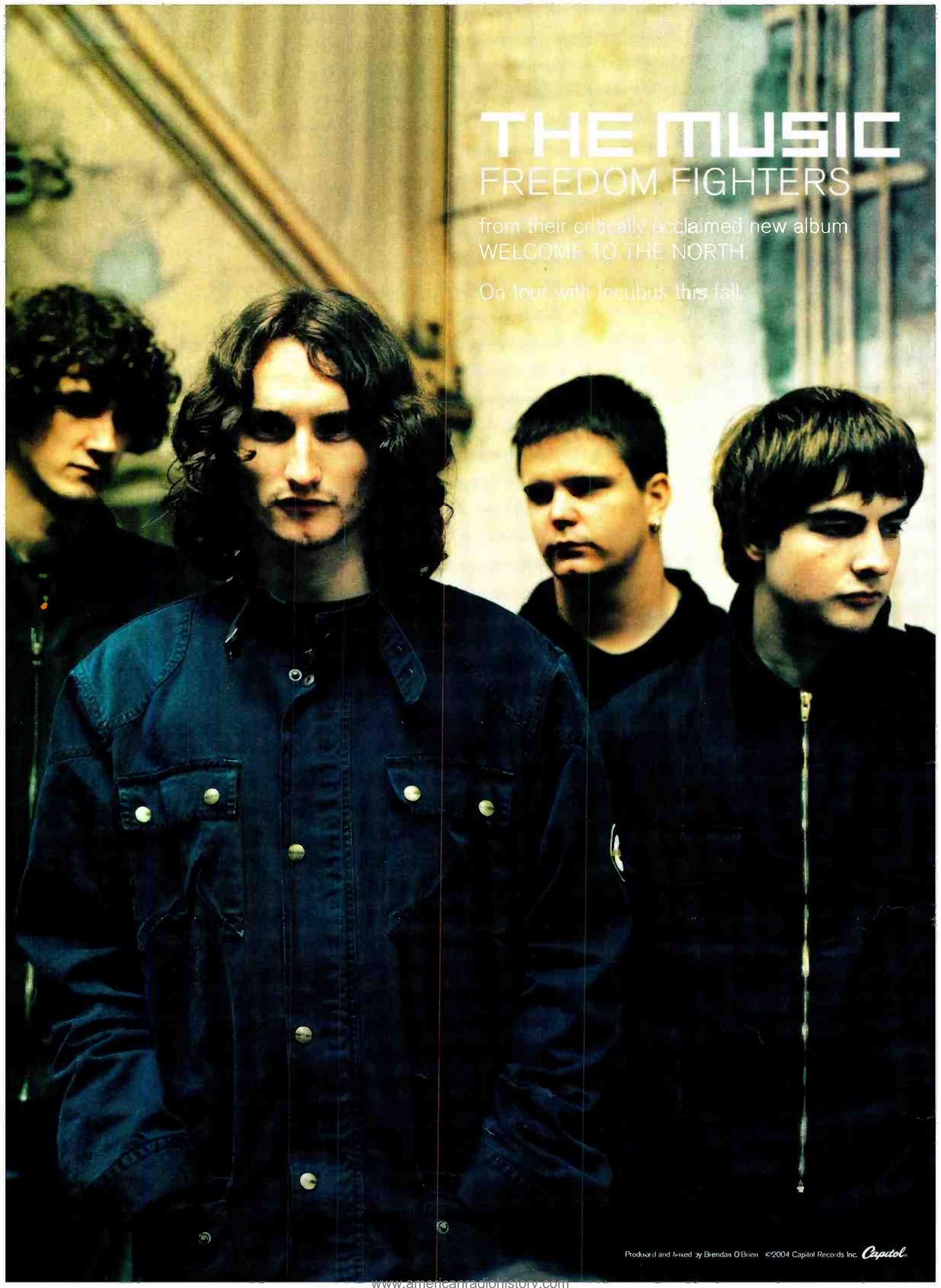
**DEBUT U.S. ALBUM
HITS STORES 10/14/04**

**IMPACTS
8/24**

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MANAGEMENT: RICHARD RASHMAN



THE MUSIC

FREEDOM FIGHTERS

from their critically acclaimed new album
WELCOME TO THE NORTH.

On tour with Incubus this fall.

RETHINKING NEGATIVE ADS

Radio stations have often utilized an "us vs. them" approach in TV spots to distinguish themselves from competitors. However, Entercom's recent deployment of negative campaigns concerning satellite radio as a medium has caught the attention of presidential-election pollster and Edison Media Research President **Larry Rosin**, who, in this week's Management/Marketing/Sales section, outlines how to use this tactic to one's advantage. Also: **Steve Stockman** on how air personalities can build their own brand equity.

Page 7

TRIPLE A WINNERS

The R&R Triple A Industry Achievement Awards were presented at the format's summit in Boulder earlier this month. R&R Triple A Editor **John Schoenberger** captures the heartfelt comments of the winners in his column this week.

Page 63

R&R NUMBER ONES

- CHR/POP**
- JOJO Leave (Get Out) (BlackGround/Universal)
- CHR/RHYTHMIC**
- TERROR SQUAD Lean Back (Universal)
- URBAN**
- TERROR SQUAD Lean Back (Universal)
- URBAN AC**
- ANITA BAKER You're My Everything (Blue Note/Virgin)
- GOSPEL**
- KIERRA SHEARD You Don't Know (EMI Gospel)
- COUNTRY**
- TIM MCGRAW Live Like You Were Dying (Curb)
- AC**
- MARTINA MCBRIDE This One's For The Girls (RCA)
- HOT AC**
- HOOBASTANK The Reason (Island/IDJMG)
- SMOOTH JAZZ**
- GEORGE BENSON Sottly, As In A... (GRP/VMG)
- ROCK**
- VELVET REVOLVER Slither (RCA/RMG)
- ACTIVE ROCK**
- THREE DAYS GRACE Just Like You (Jive/Zomba)
- ALTERNATIVE**
- LINKIN PARK Breaking The Habit (Warner Bros.)
- TRIPLE A**
- COUNTING CROWS Accidentally... (DreamWorks/Geffen)
- CHRISTIAN AC**
- JEREMY CAMP Walk By Faith (BEC)
- CHRISTIAN CHR**
- BARLOWGIRL Never Alone (Fervent)
- CHRISTIAN ROCK**
- SANCTUS REAL Everything About... (Sparrow/EMI CMG)
- CHRISTIAN INSPO**
- KELLY MINTER This Is My Offering (Cross Driven)
- SPANISH CONTEMPORARY**
- ALEKS SYNTEK... Duele El Amor (EMI Latin)
- TEJANO**
- PESADO Ojala Que Te Mueras (Warner M.L.)
- REGIONAL MEXICAN**
- HORÓSCOPOS DE DURANGO Dos Locos (Disa)
- TROPICAL**
- MARC ANTHONY Valio La Pena (Sony Discos)



'Radio Saved A Lot Of Lives'

Stations quick to react to Hurricane Charley

By Kevin Carter and Lon Helton
R&R Format Editors
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Less than one week after Hurricane Charley ravaged Southwest Florida, resulting in 19 confirmed deaths as of R&R's Tuesday press time and causing some \$11 billion in damage to insured homes alone, radio stations both large and small across the U.S. quickly put together relief efforts to

assist those in the areas hardest hit by the storm.

At MyStar Hot AC WZPL/Indianapolis, morning host Dave Smiley boarded a big rig full of bottled water early Monday morning and hoped to arrive by Thursday in Punta Gorda, FL, which received the most damage from the Category 4 storm. Smiley

HURRICANE ▶ See Page 10



CLOSE CALL During Hurricane Charley several trees went down in the WPOZ (Z88.3)/Orlando parking lot, just missing the main studios and the tower that sits next to the building. The station stayed on the air throughout the storm by way of generators, helping to get vital information to central Florida listeners.

Rivers Readies Shift To KVIL/ Dallas As PD

By Julie Kertes
R&R AC/Hot AC Editor
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Smokey Rivers has been named PD of AC KVIL/Dallas, effective Aug. 30. Rivers will transfer from his post as OM of WNEW (The New Mix 102.7)/New York and retain his VP/AC Programming duties for



Rivers

Infinity. "As I weighed options for bringing in help and distributing programming duties in our group, Smokey came onto the radar and was an obvious choice," Infinity/Dallas VP/

RIVERS ▶ See Page 13

Study Shows Alarming Audience Erosion During Lengthy Stopsets

By Jeff Green
R&R Executive Editor
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Radio programmers have long feared that tune-out from commercials grows significantly worse as spotloads increase, and new research backs up those concerns. Although certain formats, such as News/Talk, Country and Latin, withstand audience erosion better than most others, all stations found their audiences dwindling to a fraction by the end of the fifth and sixth consecutive commercial. In a recent Phoenix test, one station was left with only 19% of its original "favorite station" audience after a six-pack of spots.

The findings, taken from

Spotload Attrition

After Spot	% Listener Attrition
1	20
2	22
3	21
4	23
5	26
6	25

Source: Bridge Ratings, 2004

an eight-market study by Glendale, CA-based Bridge Ratings, reflect some variation from one market to another, but overall they justify recent decisions by Clear Channel, Infinity and other group owners to reduce

STOPSETS ▶ See Page 13

Emmis Settles Indecency Claims

Company wipes slate clean with \$300k payment

By Joe Howard
R&R Washington Bureau
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Emmis Communications is paying \$300,000 to the FCC under a consent decree in which Emmis concedes that some of its programming that was under investigation by the commission's Enforcement Bureau violated the agency's indecency rules. The consent decree also wipes Emmis' slate clean of FCC indecency investigations.

The agreement, announced on Aug. 12, clears up \$42,000 worth of fines related to three outstanding complaints against the WKQX/Chicago-based *Manco's Morning Madhouse* program, along with other pending complaints that the commission was still investigating. Emmis spokeswoman Kate Healey told R&R, "There were a dozen or so additional complaints that were in the pipeline, so we felt this was a reasonable amount."

EMMIS ▶ See Page 13



Manco

Infinity Inks Deal With Arbitron

Barely two months after Infinity announced that it would not renew its contract with Arbitron, R&R learned late Tuesday that the two sides have reached a new agreement under which Infinity stations will once again have access to Arbitron ratings data.

Sources inside Infinity confirmed to R&R that the company's stations would be able to view and use Arbitron

numbers effective immediately. The two companies released a statement Tuesday regarding their new agreement.

"Our goal all along was to reach a mutually beneficial agreement with Infinity and to maintain our long-term relationship with the company and with its people," Arbitron President/CEO Steve Morris said. "We look forward to providing

INFINITY ▶ See Page 13

SBS Sells SoCal 'Sabrosa' To Styles

L.A.-Riverside simulcast goes for \$120 million

By Adam Jacobson
R&R Radio Editor
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The biggest deal of 2004 has come to fruition: Spanish Broadcasting System has sold Tropical simulcast KZAB/Redondo Beach-Los Angeles and KZBA/Ontario-Riverside — together known as "La Sabrosa" — to Styles Media Group for \$120 million.

Privately held Styles Media, based in Panama City, FL, is led by Managing Members Don McCoy and Tom DiBacco. The company currently operates stations in Alabama, Florida and Georgia and runs KWIE (Wild 96)/Riverside under an LMA with Magic Broadcasting. Styles plans to merge Wild 96

SBS ▶ See Page 11

Warner Music Group Names Liles Exec. VP

By Keith Berman
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Kevin Liles, who recently departed the Exec. VP post at Island Def Jam Music Group, has been tapped for similar duties at Warner Music Group. The move reunites Liles with Lyor Cohen, Chairman/CEO of Warner's U.S. Recorded Music division, with whom Liles worked in his prior post.

Warner Music Group Chairman/CEO Edgar Bronfman Jr. said, "We're extremely pleased to welcome Kevin into the



Liles

LILES ▶ See Page 13



BOWLING FOR SOUP

1985

On Over
100
Pop Stations!



NEW THIS WEEK: WKSC KFMD KWYE WKSE WPST WKGS Y100 WXSS WSNX WNOK

RESEARCH: Hit Predictor Top 5 Top 40 & Hot AC - WZKL #1 researching record

PHONES: #1: WKCI WIXX WZKL **TOP 10:** WFBC WHBY KCHZ WRHT KLAL KOND KNTT WKKS

MAJORS INCLUDE: Z100 WFLZ KRBE KKRZ WNCI WRVW WFKS KRBE

L to R: Mike Danger/WPXY, Romeo/Z100, John Stewart/WZKL, Kerry Collins/WKCI, Special Ed/WSSX, Riggs/WKXJ, Todd Tucker/KHTT, PJ/KKRD, Jimmy Steele/WNCI, Tommy Chuck/WQEM, Stan Priest/WFLZ, Jeff Rizzo/Zomba, Joanne Grand/Zomba, Ted Striker/WYOK, Joe Riccitelli/Zomba, John Strazza/Zomba, Mike Adams/WJBQ, Alissa Pollack/Premiere, Emily Spencer/Premiere, Eric O'Brien/WSNX, Jessie Maldonado/Zomba, Sharon Lepere/Zomba, Dave Johnson/KCHZ, Holly/KYXV, Dylan Sprague/WWWQ, Tcny Waitekus/WHTS, Toby Knapp/WFLZ, Diane Lockner/Zomba, Wes Carroll/WBFA, Michelle Munz/Zomba, Warren Christensen/Zomba, Allyson Levy/Zomba, Kelly Ashtari/Zomba, Kristy Reeves/R&R



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Sony BMG Unveils Its Plans For Voluntary Exit Program

Staffers offered choice: early retirement, severance

Rumors have been circulating in the industry for months that the Sony-BMG merger would result in a loss of approximately 2,000 jobs, and it appears that, following the merger's approval, the cuts have begun. In a memo obtained by R&R, Sony BMG COO Michael Smellie offers all regular U.S. full- and part-time employees the opportunity to voluntarily retire early or participate in a severance program.

"We have designed these programs to offer you an opportunity to separate from Sony BMG with a

favorable exit package that would not otherwise be available to you," the memo reads. "Please note that the new company is continuing to evaluate its workforce needs and that the benefits provided to employees in connection with any possible future reductions in our workforce may not be as favorable to employees as the benefits provided under these programs."

At press time, it was not known how many, if any, Sony BMG employees had opted to participate in either program.

Gillispie Joins CC/Pittsburgh Duo

Industry veteran tapped as WBGG-AM & WWSW PD

Greg Gillispie has been named PD of Clear Channel/Pittsburgh's Sports WBGG-AM and Oldies WWSW (3WS). Gillispie spent many years as McVay Media's VP/Rock and most recently held Director/Rock Programming duties for Federated Media.

"It's great to add the talent of veteran programmer and consultant Greg Gillispie to heritage 3WS," Clear Channel Regional VP/Pittsburgh John Rohm said. "Adding Greg's expertise to our already successful stations can only enhance our on-air content and our relationships with listeners."



Gillispie

Clear Channel Radio Sr. VP/Programming Gene Romano commented, "WWSW has been one of the most successful [Oldies]-formatted stations over the past few years. We're thrilled to welcome a programmer of Greg's caliber to help continue to grow the station and be part of the programming brain trust in Pittsburgh."

Gillispie's 31 years of industry experience include stints as President of radio consultancy BD&A, PD of KEZO/Omaha and

GILLISPIE See Page 11

Bellini Now Ops Dir. At WFMR

Veteran Milwaukee radio programmer Bob Bellini has added Operations Director duties for Saga Communications' WFMR (Classical 106.9)/Milwaukee. He will work closely with WFMR PD Steve Murphy, offering assistance in the station's overall management and growth opportunities.

Bellini has been PD of Classic Rock clustermate WKLH for 15 years and will continue in that post. He will also maintain his duties as

Classic Rock and Classic Hits Format Specialist for Saga.

Before joining WKLH in 1987 Bellini spent eight years at AOR KFMQ/Lincoln, NE, starting as an air talent and then rising to MD and PD. He programmed WIBA-FM/Madison in the 1970s and began his career as an intern for WWWM/Toledo.

"Bob's guidance is a continuation

BELLINI See Page 13

Dean Adds PD Duties At WMBZ

WMBZ (94.1 The Buzz)/Memphis OM Jerry Dean has assumed PD duties at the Entercom Hot AC station. He replaces Tony "Kramer" Brittan, who remains MD and The Morning Buzz co-host.

Entercom/Memphis Market Manager Mike Ginsburg told R&R, "Kramer wanted to dedicate himself to his show, and Jerry stepped up to take the added responsibility."

Dean will also continue as OM/PD for the other Entercom/Memphis stations, AC WRVR and Adult

Standards WJCE-AM. His programming experience includes stints at KQKQ/Omaha; KLUC/Las Vegas, where he was PD for 11 years; and KKLZ & KSTJ/Las Vegas.

"I'm excited about programming The Buzz on a daily basis," Dean told R&R. "I've got a great on-air and promotional staff to work with, not to mention the support and resources of Entercom and the input of VP/Programming Bill Pasha. It's a great time to be part of 94.1 The Buzz."



IT'S BILL'S LIFE; WE'RE JUST OBSERVERS Westwood One presented an Interview With Former President Bill Clinton on Aug. 9. The one-hour live program, hosted by CNBC and Westwood One personality Ron Insana, aired on 120 stations across the nation. Seen here taking a moment for a photo are (l-r) Insana, Westwood One Sr. VP/News & Talk Programming Bart Tessler, Clinton and Westwood One CEO Shane Coppola.

Jones MediaAmerica Restructures Management Tier As Buck Exits

Jones Media Networks has announced that Jones MediaAmerica President Jed Buck is leaving the company on Sept. 10, though he will continue to work with JMA as an outside consultant on a project basis. As a result, Gary Schonfeld will immediately assume his prior position as President of JMA, in addition to his duties as Exec. Vice Chairman of Jones Media Networks-Radio. Cathy Csukas, formerly Sr. VP/Radio Sales, has been promoted to COO.

At the same time, Susan Love has been elevated from NSM to VP/Advertising Sales and will manage all radio advertising sales

and marketing. Robyn Fisher has become VP/Sales Planning & Pricing, Liz Clemen has risen from Director/Finance to Director/Business Operations, and Frank DeSantis has shifted from VP/Business Development to VP/Client Service & Business Development.

"While we will miss Jed's experience and management skills, I have a great deal of confidence in the management team that we have just put in place," Jones MediaAmerica CEO and Jones Radio Networks President Bob Hampson said. "We are committed to continuing the delivery of superior service to our clients."

IN MEMORIAM

N.Y.C. Legend Leonard Dies

By Adam Jacobson
R&R Radio Editor
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Chuck Leonard, the first African-American radio personality on legendary Top 40 WABC/New York and a 40-year veteran of Gotham radio, died Aug. 12 of lung cancer. He was 67.

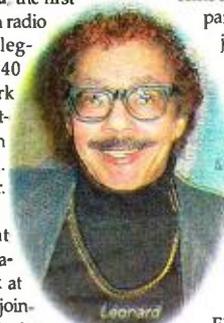
Leonard spent the bulk of his career in New York at "Musicradio 77," joining the station in late 1965 after just seven weeks on the air at crosstown R&B station WWRL. Throughout the 1960s and 1970s Leonard became a late-night fixture at WABC, winning fans in 38 states who could listen to WABC's mammoth 50kw signal after sunset. Leonard also gained fame in the 1970s as the voice of American Contemporary

Radio's *Sneak Preview*. He remained with WABC until December 1979, when he departed as part of a major shakeup at the station under then-PD Al Brady Law.

Leonard then joined WXLO (99X)/New York and remained with the station through its 1981 transformation to top-rated Urban WRKS (98.7 Kiss FM). He spent the mid-1980s in nights at

Kiss and the late 1980s sharing morning host duties with Carol Ford. Leonard then worked at Adult Standards WQEW (New York and suburban WJUX (Jukebox Radio)/Monticello, NY and had most recently been handling part-time on-air duties at

LEONARD See Page 11



Leonard

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Mill Upped To WRKZ/Pitt. PD

Infinity has named Ryan Mill PD of its newest Rock outlet, WRKZ (93.7 K-Rock)/Pittsburgh. Mill previously served as Asst. PD/MD of WRKZ's predecessor, CHR/Pop WBZZ (B94), which flipped formats at the end of June following the announcement that WXRK/New York-based syndicated host Howard Stern would air in mornings.

Infinity/Pittsburgh VP/Programming Keith Clark said, "It is thrilling to watch the career of a promising programmer develop before your eyes. Ryan began as an intern with the station and has steadily worked his way up to this leadership position. He is a very creative person and passionate about this project. I can't imagine a better partner for me and leader for the K-Rock staff."

Mill joined the station as an intern several years ago and held positions in the on-air and promotions departments during his rise to the PD chair.

"To be able to start the station with a guy who's been a winner in the market already, Howard Stern, and create a station around him is a no-brainer," Mill told R&R. "It's a dream come true. And the chance to work at Infinity with Greg Strassel, Tim Sabeian and Steve Rivers — awesome Rock and programming minds — is awesome."

Radio Recovery May Stall In Early 2005

Iraq war blamed for advertiser skittishness

By Joe Howard
R&R Washington Bureau
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While Wachovia Securities analyst Jim Boyle predicts that the radio industry will come out of its financial doldrums in 2004, he expects no meaningful improvement to begin until Q2 of next year.

In a report released Monday, Boyle said that several companies he's talked with are planning to launch inventory-reduction programs similar to the one Clear Channel has planned. He added that Clear Channel's decision to wait until Q1 2005 to begin its initiative will suit the industry overall.

"Q1 is historically the lightest revenue quarter of the year, with the lowest inventory sellout," Boyle said. "It should truly be the best possible time to go on an 'inventory crash diet.' Typically, there are fewer temptations and less pressure."

From a starting point of Q4 2004, Boyle predicts that it will

take three to six months for the industry to implement spotload reductions. Meanwhile, he believes radio still offers advertisers a unique outlet. "The radio model still offers the benefits of a youthful, inexpensive audience for advertisers," he said. "If the sector can readjust the supply-demand equation favorably, this time beneficially led by the largest groups, radio's ad rates should plausibly rise again."

War Drove Up Spotloads

A study completed by Boyle and his staff found that the radio industry panicked when ad revenue declined after the U.S.

launched military action in Iraq. The report cites the war as the primary reason spotloads have ultimately increased.

"Apparently, there was a paralytic reaction, or overreaction, to the post-invasion economic and advertising uncertainty," Boyle said in the Aug. 16 report. He said that when the economy slowed down, the largest radio groups — facing intense Wall Street pressure to deliver sound results — started slashing rates to "grab whatever business was out there before another radio group or low-cost medium did."

They then offset the lost revenue by adding units. "But instead of this happening for one or two quarters, it has gone on for over a year," Boyle said.

ANALYSTS See Page 6

BUSINESS BRIEFS

Clear Channel To Sell Aberdeen, SD Quintet

Rob and Todd Ingstad's Aberdeen Radio Ranch has agreed to purchase Clear Channel's KBFO, KKAA, KQAA & KSDN-AM & FM/Aberdeen, SC. No purchase price was released. With the deal, the Ingstad brothers' "ranch" grows to nine properties; in June ARR obtained KGIM-AM & FM, KNBZ & KQKD/Aberdeen from Pheasant Country Broadcasting, owned by Rob and Todd Ingstad's father, Bob Ingstad. Closing on the ARR-Clear Channel deal is expected shortly, and a subsequent divestment is expected to bring ARR within the FCC's ownership limits for the South Dakota market.

Infinity Sells Minneapolis AM For \$3 Million

Infinity has sold KSNB-AM/Minneapolis to JR Broadcasting for \$3 million. The move leaves Infinity with News/Talk WCCO-AM, AC WLTE and '80s WXPT in the nation's 16th-largest market. "This is a good decision that made sense in that market," Infinity spokeswoman Karen Mateo told R&R. Management at Infinity's parent, Viacom, previously indicated that the company was reviewing Infinity's radio assets and considering selling underperforming stations, but Mateo declined to comment on whether KSNB fell into that category or on whether any similar deals are in the works. Locally owned JR plans to add Air America Radio's *AI Franken Show*, the Jones-syndicated *Ed Schultz Show* and *The Wendy Wilde Show* to its existing lineup of business and sports programming. JR also intends to change KSNB's call letters and promote the station as "The New K950."

NextMedia Radio Revenue Improves

Radio and outdoor operator NextMedia saw net revenue climb 5% in Q2, to \$29.2 million, as broadcast cash flow grew 1%, to \$11.2 million. The company's radio division saw revenue increase 3%, to \$21.3 million, and BCF rise 4%, to \$8.8 million. However, the company overall saw its Q2 net loss widen from \$3 million to \$5.3 million. For Q3, NextMedia predicts that radio revenue will grow 1%, to \$20.8 million, and that radio BCF will improve 2%, to \$8.4 million. Overall, NextMedia expects net revenue will grow 2%, to \$30.2 million.

Liberman Sees Gains In Q2

Privately held LBI Media, parent of Liberman Broadcasting, saw net revenue grow 10% in Q2, to \$24.8 million. EBITDA increased 7%, to \$13.4 million, while net income climbed from \$6.2 million to \$7.2 million. However, radio-division net revenue dipped 7%, to \$11.8

Continued on Page 11

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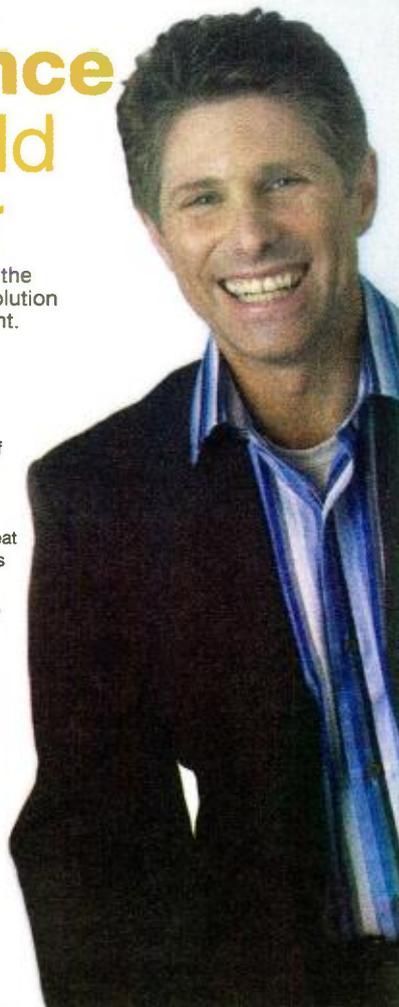
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Arbitron Response Rates Up In Targeted Metros

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

Arbitron last week released a summary of its response rates, consent rates and return rates for all 287 markets measured in the spring 2004 survey, and the ratings company reported that new techniques implemented with the spring ratings period in 20 targeted metropolitan areas boosted response rates by 2.7 percentage points in those markets, to 29.2%. The targeted-response-rate treatments were designed to increase participation among young-male, African-American and Hispanic households in 20 low-response metros.

While response rates rose by 0.3 percentage points, to 29.3%, in Arbitron's top 10 markets, overall response rates for all markets measured dipped to 33% in the spring, down from 33.7% last year. Additionally, the consent rate fell 2 percentage points, to 58.1%, while the return rate increased 0.9 percentage points, to 56.3%. The highest response rates, consent rates and returns are still seen in markets ranked No. 101 and higher.

Arbitron has taken several steps during the last year to try to stem continuing response-rate declines,

including creating additional financial incentives for diary consent and return in "low-response" markets and larger diary premiums for African-American and Hispanic households in any market or county that did not receive black or Hispanic Differential Survey Treatment from Arbitron.

In other Arbitron news, the ratings firm will use eMediaTRADE technology to help make future versions of its media-planning and -buying software and radio-sales software compatible with

ARBITRON See Page 6

RULE # 1

**“Always treat the customer right,
because if you don’t, someone else will.**

RULE # 2

Don’t forget rule #1.

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Analysts

Continued from Page 4

The study was completed using data from software and radio-tracking company RSC, one of a handful of companies that are beginning to offer detailed data about radio stations and companies. In fact, Boyle believes that the increasing information compiled by third-party providers like RSC will provide station operators and industry watchers with more detailed information about the economic health of the industry.

"With actual load factors known to advertisers and investors, groups can't fib," Boyle said. "Too many fibbed before because there was no detailed monitoring, but with the bright light of disclosed details, groups should be rewarded for good discipline and punished for bad behavior."

He went on, "We believe radio's dirty little secret is soon to be thoroughly out of the bag: Too much inventory had been added to offset the ad-rate cutting that has gone on for over a year. This was suspected. We can confirm it."

Growth For Niche Formats

Credit Suisse First Boston analyst Paul Sweeney said in a Tuesday report that while many radio

stocks have disappointed investors in 2004, increasing advertiser interest in companies focused on reaching Hispanics and African Americans — including Univision, Entravision and Radio One — will help such companies grow.

He said, "Recent reports indicate that automotive and consumer-products companies are putting greater emphasis on reaching the rising purchasing power of both population segments."

Of the Hispanic-focused companies, Sweeney said, "Population and ratings growth will likely prevail as the foreseeable growth drivers and should prove ample ballast to support continuations of above-average growth rates." As for Radio One, Sweeney noted, "Clearly, the Urban format is working, and doing so in some of

today's most robust radio markets."

But Sweeney said it is Salem's recent performance that has been the most noteworthy. "To us, perhaps the most surprising growth story in radio has been Salem and the growth of the Christian/religious niche," he said. He noted that stations airing Salem's Christian AC "Fish" format posted healthy growth in both revenue and station operating income in Q2.

Sweeney continued, "We look for the Fish stations to continue posting double-digit growth into 2005 with incremental upside coming from the new News/Talk format currently being introduced [by Salem]. Salem has exceeded the industry growth rate for the past three years, and it is poised to do so again in 2004."

Arbitron

Continued from Page 4

American Association of Advertising Agencies standards for electronic data invoicing covering transactions between ad agencies and radio stations.

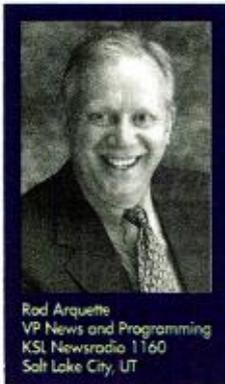
"Our vision is to give our agency, station and national rep firm customers a seamless electronic buy-sell process, from availability

request to invoice reconciliation," Arbitron President/U.S. Media Services Owen Charlebois said.

Additionally, Arbitron requests that completed fall 2004 Station Information Profiles from those radio stations within the 294 markets the company will measure in the fall survey be returned no later than Aug. 30.



"With PD Advantage, I Walk into My GM's Office Confident That I Know What I'm Talking About."



Rod Arquette
VP News and Programming
KSL Newsradio 1160
Salt Lake City, UT

"PD Advantage® helps me get a deeper understanding of my listeners. It gives me a leg up on my competition, too—I see where they're weak, where our best opportunities exist, and then develop a plan of attack. I use the P1 ZIP code tools to zero in on where to focus my marketing and events. The Diary Comments have been incredibly useful. They're like a focus group—with a lot less work!"

Find out what PD Advantage insight can do for your station—contact your Arbitron representative or drop an e-mail to bob.michaels@arbitron.com.

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pd advantage
When You Know More, You Program Better

www.ArbitronRadio.com

TRANSACTIONS AT A GLANCE

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

Multistate Deal

- KZZM-FM/Weston, OR (Richland-Kennewick-Pasco, WA) and KZTB-FM/Benton City (Richland-Kennewick-Pasco), KULE-AM & KULE-FM/Ephrata, KZTA-FM/Naches (Yakima), KZML-FM/Quincy, KZTS-AM/Sunnyside and KYXE-AM/Union Gap (Yakima), WA
PRICE: \$6.73 million

State-By-State Transactions

- KDTA-AM/Delta (Grand Junction), CO \$88,000
- WEWC-AM/Callahan (Jacksonville), FL \$650,000
- WKTF-AM/Vienna, GA \$230,000
- WKYI-FM/Stanford, KY \$800,000
- WCAL-FM/Northfield and KMSE-FM/Rochester, MN Undisclosed
- KSNB-AM/St. Louis Park (Minneapolis), MN \$3 million
- WEDI-AM/Eaton (Dayton), OH \$175,000
- KQUJ-FM/Ada, OK Undisclosed
- WQIS-AM/Camden, SC \$200,000
- KKAA-AM, KSDN-AM, KSDN-FM, KBFO-FM & KQAA-FM Aberdeen, SD Undisclosed

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

DEAL OF THE WEEK

• WBIX-AM/Natick (Boston), MA

PRICE: \$7 million

TERMS: Asset sale for cash and note

BUYER: Egan License LLC, headed by President/Manager Christopher Egan. Phone: 508-898-3800. It owns no other stations.

SELLER: Bradford C. Bleidt. Phone: 617-723-1400

FREQUENCY: 1060 kHz

POWER: 40kw

FORMAT: Business News

BROKER: Bruce Mittman of Mittcom Consulting Group

2004 DEALS TO DATE

Dollars to Date:	\$1,157,917,956 <i>(Last Year: \$2,331,002,266)</i>
Dollars This Quarter:	\$186,112,113 <i>(Last Year: \$197,143,087)</i>
Stations Traded This Year:	558 <i>(Last Year: 888)</i>
Stations Traded This Quarter:	107 <i>(Last Year: 191)</i>

FCC ACTIONS

Deadline Nears For FCC Regulatory Fees

The FCC is reminding all license and construction-permit holders that payment of 2004 regulatory fees must be submitted no later than 11:59pm on Aug. 19, an earlier-than-usual deadline for the FCC's fees. Since the commission can't guarantee that all who must pay will receive notification, it recommends that licensees and permittees visit its regulatory-fee website — www.fcc.gov/fees/regfees.html — for details. Late payments are subject to a 25% fee, and the commission warns that it will on Aug. 20 launch an "aggressive effort" to collect overdue regulatory fees. Under the FCC's new "red-light" rules, failure to pay regulatory fees can result in the withholding of authorizations and possible loss of licenses and permits.

FCC Reduces Clear Channel Fine

The FCC has knocked down to \$4,600 a \$5,000 fine it gave Clear Channel's Talk KIXW/Victorville, CA. The fine was issued after the FCC found that Clear Channel had failed to notify the commission that it had purchased KIXW's tower from its previous owner and failed to display the tower registration number on the structure. The fine was lowered after CC demonstrated that it had posted the tower's registration number just before being notified by the FCC of the violation, but after FCC field agents inspected the tower.



The Power Of Negative Advertising

It's not only useful for politicians

In the world of politics, the media advisers — the guys who create the ads you see endlessly this time of year, every four years — laugh at those who decry negative ads. Although it's sexist to do so, the media pros refer to these men and women as "wives." That's because, they say, the only people who try to stop candidates from running negative ads are the candidates' wives.

So when Entercom recently started running negative ads about satellite radio, it surprised me that members of the radio-consulting class started tut-tutting about the mere notion of radio's engaging in a negative campaign, using such arguments as:

- "Consumers will ask, 'What is radio so afraid of?' and actually become more interested in satellite radio."
- "Why would terrestrial radio raise the profile of satellite radio this way?"
- "Negative ads are just so ... unseemly. Do we have to resort to this?"

These are the same arguments the politicians' "wives" make. And these arguments are as wrong for radio as they are in Washington, DC.

Let's not, for the purposes of this article, debate the actual campaign Entercom created. What I want to consider is this: Is it right, and is it strategically smart, for radio to use its own airwaves to compete? Let's look at this question on a couple of levels.

First, one must acknowledge that until Entercom's efforts began, there was almost nothing negative about satellite radio in the marketplace of ideas. To say that media coverage of satellite radio has been fawning would be an understatement. The typical radio reporter at a daily newspaper tends to be negative about the medium he or she is covering, so these people have loved to bash terrestrial radio, using satellite as the club.

Press coverage of satellite has been so positive that even some of the negatives are positioned as benefits. One writer even lauded XM for voicetracking so many dayparts!

In addition, if you listen to XM, for instance, it is always pointing out what it considers to be its advantages over AM and FM radio. At the very least, one can argue that what's good for the goose is good for the gander. Or are people arguing that

terrestrial-radio operators should just lie back and take it?

The Danger Of 'Overthink'

Let's analyze in more detail each of the three primary arguments being made against radio's going negative against satellite.



Larry Rosin

1. "Consumers will ask, 'What is radio so afraid of?' and actually become more interested in satellite radio."

This argument is extremely tenuous. Look at the political analogy: These political guys keep using negative ads. Do we think

this is because they don't work? If there were any evidence that going negative makes people more likely to vote for the other guy, do you actually think they would keep making negative ads? As long as the arguments have a basis in fact, negative advertising is usually very effective.

There is a strong presumption of "overthink" in this argument. Listeners will hear the spots, ask themselves who is placing them, conclude that the only reason one would run such ads is to make someone else think untrue thoughts, and then think the opposite must be true? Have you ever put that much thought into an ad?

The armchair experts commenting on these commercials clearly haven't seen either political data or research from the satellite spots. Negative ads work, and they're working for XM and Sirius too.

When To Go Negative

2. "Why would terrestrial radio raise the profile of satellite radio this way?"

There are rules for when to go negative. Clearly, when one's opposition is so small and insignificant as not to cause alarm, it is crazy to put it on the map with one's own negative ads. But if one thinks the opponent is a potential threat and it's attempting to raise its own profile, it is always better to define that opponent as soon as possible.

By Larry Rosin

The Edison Media Research/Arbitron "Internet 12" survey, performed in January, showed that XM is already known to 41% of those over 12, and Sirius is known to 28%. These numbers will, of course, continue to rise. XM and Sirius are advertising aggressively and enjoying enormous amounts of positive PR. If terrestrial radio thinks it has a case against these competitors, it's hard to think of a reason not to take it public.

For years radio stations have bashed each other around. Comparative spots and promos have been an essential part of radio forever.

Position The Competition

3. "Negative ads are just so ... unseemly. Do we have to resort to this?"

Everyone is sympathetic to this argument. If only we lived in the idealized world of Miss America contestants, where world peace and harmony are the order of the day. Unfortunately, this is business.

For years radio stations have bashed each other around. Comparative spots and promos have been an essential part of radio forever. Some of the radio experts who have decried the Entercom efforts have been leaders for years in promoting aggressive station-vs.-station combat.

Somehow, internecine radio warfare is perfectly acceptable. Should radio not dare to respond to a new technology that is clearly competing for the time spent listening of terrestrial radio?

Entercom and others are trying to position the opponent in the mind of the consumer. That is what advertising does. If consumers don't agree with an ad, they ignore it or override it. No matter what Kerry says about Bush, a dyed-in-the-wool Republican will reject it, and vice versa. But the ads are for those who

Building Your Brand Equity

Essential reading for every air personality

By Steve Stockman

If you were a potential new recruit looking at the Procter & Gamble website, here's how you'd see your next job described.

"As marketers, our primary function is to grow the equity of our brand. We are entrusted with developing the strategies and detailed execution that will add real value. This is measured in terms of market share, consumer satisfaction and, of course, profit."

Brand equity is just a fancy term for what the product's reputation is worth in the minds of the target customers. What do people think of when they hear the names "Tide" or "Starbucks" or "Nike"? Does it make them want to buy or not? Can the company make a profit on a product with this reputation? These are the essential questions we're really asking when we talk about "brand."

I would submit to you that personalities are also brands, with equity value in their ability to motivate customers. Your "personality brand" is a portfolio of one, but your care and feeding of this brand make it valuable to others and, in the future, to you.

No matter what your gig is in radio (or TV or film, if you are so fortunate), you are going to be working for someone else. It's more than likely today that this someone else will be a giant media conglomerate. These companies look to personalities who can draw consumers, and they pay big bucks for them. It's simple enough: You do the work, you get paid, everyone is happy.

Yet the trajectory of an entertainment personality is notoriously uncertain. For every one with a strong, lifelong career, there are 50 living in "Where are they now?" land, 100 are flameouts, and there are 1,000 more who never grew past their first success.

What's the difference among them? In part, it's raw talent, of course, and some of it is luck. But the rest I'd chalk up to brand strategy — or the lack thereof.

What Is Your Brand Equity?

The entertainment industry is aptly named. Giant media conglomerates are in the talent-exploitation business. They find talented people and pay them to motivate customers. They pay you what you're worth *today*. That intrinsic worth is your brand equity.

Unfortunately for you, the company has its own interests at heart, which may or may not be the same as yours in the long term.

To take control of your career, you need to become your own brand manager. Commit to your own creative and economic growth. Take responsibility for strategically and intentionally building your brand equity. Understand that getting to be worth what you want to be worth, and staying there, is entirely, 100%, up to you.

Steve Stockman consults entertainment personalities on the art and science of personality branding. Among his "billions of satisfied clients" are Ryan Seacrest, Bob Rivers, Ben & Brian, Lia and Lex & Terry. Reach him at 310-393-4144 or steve@customproductions.tv.



Steve Stockman

haven't made up their minds yet. The Entercom initiative is their effort to affect the public mind. Again, that is what advertising does.

Of course, seldom can a campaign be won through negative advertising alone. Parallel positives must be stressed. A political media adviser would tell terrestrial radio to balance any negative ads with concurrent messages stressing the most positive attributes of their own product. XM and Sirius have certainly followed this two-pronged approach.

There was a 19th-century Irish-American satirist named Finley Peter Dunne, whose well known character Mr. Dooley once said, "Politics

ain't beanbag." He was right, and business ain't beanbag either. Political campaigns and business are sometimes nasty and often negative. One must have inherent strengths to win any battle, but sometimes going negative is part of a winning strategy, no matter what the "wives" think.

Larry Rosin is President of Edison Media Research, which consults many major radio groups, including ABC, Bonneville and Entercom. Edison also exclusively performs election exit polling for all major television news networks and Associated Press. Rosin can be reached at 908-707-4707 or lrosin@edisonresearch.com.



Attorneys General Warn Peer-To-Peers

States could be moving into the piracy wars

Most of the legal battle against online infringement has been at the federal level — from the Digital Millennium Copyright Act in 1998 to the Piracy Deterrence & Education Act that recently passed in the House to the FBI's ever increasing involvement in online enforcement. Additionally, the unsettlingly broad Inducing Infringements of Copyright Act is under discussion right now in the Senate.

But earlier this month, state law enforcers began eyeing the issue, as the National Association of Attorneys General sent a letter to the top executives of Grokster, KaZaa, BearShare, Blubster, eDonkey, LimeWire, StreamCast and peer-to-peer trade groups P2P United and the Distributed Computing Industry Association. The NAAG's members want to see some changes in the way P2Ps interact with consumers — but there are other potential industry changes they warn against.

Feeling A Draft

The letter actually began to stir things up when a draft, attributed to California Attorney General Bill

Lockyer's office, began turning up on the Internet back in March. Lockyer's office wouldn't confirm or deny whether the letter originated there or if it accurately reflected any planned correspondence, but P2P United nonetheless responded with a nervous missive to Lockyer.

In the response, P2P United Exec. Director Adam Eisgrau said P2P United "suspected the veracity" of the draft because of "factual errors concerning peer-to-peer technology and the allegedly disproportionate 'danger' that it poses to the public relative to other popular means of accessing and searching the Internet (e.g., Google or AOL)" that made it "seem unlikely to have been pro-

duced by your office." The draft doesn't mention Google, AOL or any other 'Net company, and Eisgrau mentions no "factual errors" other than this perceived imbalance.

Eisgrau also took exception to what he saw as plans to expand product-liability law to a "neutral software tool" and the seeming creation of a duty to warn the public about or redesign an "inherently beneficial product" — which earlier in the sentence was just a "neutral tool" — "if [the product] is merely susceptible to misuse by parties wholly outside the knowledge or control of the producer."

Toned-Down But Tough

When the final version of the letter appeared a couple of weeks ago, it took a considerably cooler tone than the draft, which called P2Ps a "dangerous product" and accused developers of failing to warn of the "obvious threat" to children and adolescents from the pornography that is widespread on the services.

Whether the changes were in response to the concerns raised by Eisgrau or to the P2Ps heard from at the NAAG's summer meeting isn't clear, but, while far from conciliatory, the letter of Aug. 5 includes an invitation to work with the NAAG on the issues rather than a threat to "take whatever actions we deem necessary to ensure that you fulfill your duties as a responsible corporate citizen."

The attorneys general of 45 states, Washington, DC and the U.S. Virgin Islands signed on to the letter, which begins, "We are writing to encourage your companies to take concrete and meaningful steps to address the serious risks posed to the consumers of our states by your company's peer-to-peer file-sharing technology."

After acknowledging P2P technology's "potential as a means for facilitating a wide range of collaborative project-management, business-planning and/or academic/education activities," the NAAG letter continues, "At present, P2P software has too many times been hijacked by those who use it for illegal purposes

The iTunes Music Store Top 10

Apple's iTunes Music Store is the leading digital-music service in the U.S., offering a catalog of more than 1 million songs from all five major label groups and hundreds of independents. Here's a snapshot of the top-selling downloads on Tuesday, Aug. 17, 2004.

Top 10 Songs

1. **NELLY** My Place
2. **MAROON 5** She Will Be Loved
3. **KELLY CLARKSON** Breakaway
4. **BLACK EYED PEAS** Let's Get It Started (Spike Mix)
5. **GREEN DAY** American Idiot
6. **AVRIL LAVIGNE** My Happy Ending
7. **ASHLEE SIMPSON** Pieces Of Me
8. **USHER f/LUDACRIS & LIL JON** Yeah!
9. **FRANZ FERDINAND** Take Me Out
10. **LOS LONELY BOYS** Heaven

Top 10 Albums

1. **JOHN MAYER** *As/Is: Mountain View, CA*
2. **JOHN MAYER** *As/Is: Houston, TX*
3. **COLDPLAY** *Brothers & Sisters (EP)*
4. **ASHLEE SIMPSON** *Autobiography*
5. **MAROON 5** *Songs About Jane*
6. **VARIOUS ARTISTS** *Spider-Man 2 ST*
7. **RYAN CABRERA** *Take It All Away*
8. **BLACK EYED PEAS** *Elephunk*
9. **DEATH CAB FOR CUTIE** *Studio X Sessions (EP)*
10. **MODEST MOUSE** *Good News For People Who Love Bad News*

es to which the vast majority of our consumers do not wish to be exposed."

Claiming to be just like any other search engine or portal is part of the P2P party line, but the letter says the structure of P2Ps, which provide direct user-to-user access, "differentiates P2P file-sharing technology from garden-variety e-mail accounts and commercial search engines such as Google and Yahoo!"

'We Want Consumers Warned'

The emphasis of the letter is on consumer education about the hazards, both practical and, potentially, legal, of using P2Ps. Most P2Ps have gotten a lot better about cautioning consumers that the network is not supposed to be used to swap infringing content, and the NAAG says this is "commendable." But the fact remains that the vast majority of traffic on P2Ps is either infringing or pornographic (or both).

And the porn is a big issue, as far as the NAAG is concerned. As it points out, "One substantial and ever growing use of P2P software is as a method of distributing pornography, including child pornography." Of course, there is no shortage of other ways to send and receive pornography online, and the P2Ps' often-repeated position that a disproportionate emphasis is being placed on their networks in this area may well be accurate.

But moving billions of bytes of adult content — legal, illegal, infringing and noninfringing — is one price of maintaining ignorance of and lack of control over what users

do. The NAAG is not demanding that the traffic be stopped, but the attorneys general do want to see much better filtering, as well as an unmistakable warning. They write, "P2P users need to be made aware that they are exposing themselves and their children to widespread availability of pornographic material when they download and install P2P file-sharing programs on their computers."

About Those Encryption Plans....

Spyware, adware and viruses are raised, but if there's a threat to P2Ps in this letter, it's over any encryption that would make it harder for law enforcement to track down traders in illegal material. The brand-name P2Ps, facing falling traffic since the RIAA began suing users, have toyed with the idea of protecting users with advanced encryption, and some smaller networks use their encrypted anonymity as a selling point.

But the attorneys general don't care for that idea at all. They write, "Encryption only reinforces the perception that P2P technology is being used primarily for illegal ends. Accordingly, we would ask you to refrain from making design changes to your software that prevent law enforcement in our states from investigating and enforcing the law."

The letter closes, "We look forward to working with you to proactively address these problems." Which, considering that the letter came from the top law-enforcement officers in nearly every state, sounds a bit like a threat as well.

DIGITALBITS

RealNetworks Offers Deep Digital Discounts

In a limited-time campaign that coincides with the release of the RealPlayer 10.5 software package, RealNetworks is selling digital downloads at a loss: 49 cents per song and \$4.99 for most albums. The program is called "Freedom of Choice" because songs sold by RealNetworks now feature the new Harmony technology, which makes Real's downloads compatible with Apple's iPod and hundreds of other digital music players. Before the introduction of Harmony, downloads sold through Real worked with only a few players, most made by RCA. Apple is not happy with Real's move to sell music to iPod owners and has even said it is considering legal action.

Epitaph, Others Make Distribution Deal With Altnet

Altnet, a digital-distribution system that piggybacks on peer-to-peer network KaZaa, has announced distribution agreements with Epitaph, Koch, Militia Group, Palm Pictures, Side One Dummy and Vagrant. Altnet, a subsidiary of Brilliant Digital Entertainment, releases rights-managed music, game and video files through KaZaa, where the files often appear in search results alongside pirated content. Pricing for music varies by track, and files can be offered free for a limited number of plays before the downloader is asked to pay.

Music CHOICE

30 million homes
27,000 businesses

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Damon Williams • 646-459-3300

Hit List

Seth Neiman

BEU SISTERS What Do You Do In The Summertime
VANESSA CARLTON White Houses
HANSON Lost Without Each Other
LINDSAY LOHAN I Decide
STORY OF THE YEAR Anthem Of Our Dying Day
THREE DAYS GRACE Just Like You

SOFT ROCK

Seth Neiman

CLAY AIKEN I Will Carry You
ALICIA KEYS If I Am I Got You

RAP

DJ Mecca

BEATNUTS w/BAHZEL Confused Rappers
BRAND NUBIAN Just Don't Learn
MOBB DEEP I/JADAKISS One Of Ours, Pt. II
BEANIE SIGEL w/PEE! I CRACK I Gotta Have It
KANYE WEST I/MAESE Jesus Walks

ROCK

Gary Susalis

SEVEN MARY THREE Without You Feet
SUBMERSED Hollow

ALTERNATIVE

Gary Susalis

DENVER HARBOR Picture Perfect Wannabe
INTERPOL Slow Hands
LIT Forever Begins Right Now
MOONEY SUZUKI Alive And Amplified
MUSIC Freedom Fighters
SENSATION JUNKIES Ojala
THE SNAKE THE CROSS THE CROWN Gates Of Dis
WEST INDIAN GIRL Hollywood

TODAY'S COUNTRY

Liz Opoka

TOBY KEITH Stays In Mexico

PROGRESSIVE

Liz Opoka

RAY CHARLES Here We Go Again
STEVE EARLE The Revolution Starts
ALANIS MORISSETTE Eight Easy Steps
PATTI SCIALFA 23rd Street Lullaby
JILL SOBULE Cinnamon Park

SMOOTH JAZZ

Gary Susalis

MARK ELF GAD To Be Back

Americana

Liz Opoka

BOBBY BARE I/RADNEY FOSTER... Take This Job
And Show It
J. BUFFETT w/M. GRIFFITH Someone I Used To Love
STEVE EARLE Rich Man's War
ALLISON MOORER One On The House
M. SHOCKED & P. ANDERSON Oh! Susanna



866-MVTUNES

21,000 movie theaters

WEST

1. REBA MCENTIRE Somebody
2. RAY CHARLES I/MORAN JONES Here We Go...
3. BRANDY Talk About Our Love
4. BURKE RONEY Wendy
5. TIM MCGRAW Live Like You Were Dying

MIDWEST

1. BRANDY Talk About Our Love
2. REBA MCENTIRE Somebody
3. VAN HALEN It's About Time
4. TIM MCGRAW Live Like You Were Dying
5. KATIE MELUA Closest Thing To Crazy

SOUTHWEST

1. BRANDY Talk About Our Love
2. REBA MCENTIRE Somebody
3. BURKE RONEY Wendy
4. VAN HALEN It's About Time
5. ECHOBELLY Get Me Through The Good Times

NORTHEAST

1. REBA MCENTIRE Somebody
2. BRANDY Talk About Our Love
3. BURKE RONEY Wendy
4. TOM KAFAFIAN Can't Change Me
5. STEVE CORDONE That's All

SOUTHEAST

1. TIM MCGRAW Live Like You Were Dying
2. REBA MCENTIRE Somebody
3. ECHOBELLY Get Me Through The Good Times
4. BURKE RONEY Wendy
5. TOM KAFAFIAN Can't Change Me

SIRIUS

1221 Ave. of the Americas
New York, NY 10020
212-584-5100

Steve Blatter

Alt Nation

Rich McLaughlin

INTERPOL Slow Hands

The Pulse

Haneen Ararat

ALANIS MORISSETTE Eight Easy Steps

Sirius Hits. 1

Kid Kelly

LINKIN PARK Breaking The Habit
J. ROMAN I/SOLUNA Where Are You
K. CHESNEY & U. KRACKER When The Sun Goes Down
J.C. CHASEZ Build My World

Hot Jamz

Geronimo

BEYONCE Dangerously In Love
XZIBIT Mutha...
MASE Breathe, Stop, Shake
CHRISTINA MILIAN Whatever You Want
213 Groupie Love
NINA SKY Turning Me On

New Country

Al Skop

KATRINA ELAM No End In Sight
BLAKE SHELTON Some Beach
TRACE ADKINS Rough & Ready

Octane

Jose Mangin

KORN Word Up
HELMET See You Dead

Spectrum

Gary Schoenwetter

PHISH Undermind
LOS LONELY BOYS More Than Love
JOHN MELLENCAMP Walk Tall
STEVE EARLE The Revolution Starts Now

Jam On

Lenny Bloch

GOV'T MULE Slackjaw Jezebel

Underground Garage

Kid Leo

MOONEY SUZUKI Loose 'N' Juicy



Rick Gillette • 800-494-8863

10 million homes 180,000 businesses

DMX Fashion Retail Video

David Mihail

The top music videos shown on DMX Fashion Video, targeted at 18-34 adults.

BEASTIE BOYS Triple Trouble

JEM They

RACHAEL YAMAGATA Worn Me Down

CARL THOMAS My First Love

SCISSOR SISTERS Take Your Mama

SNOW PATROL Run

FEFE DOBSON Don't Go

JARVIS Radio

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

CHR/POP

Jack Patterson

TERROR SQUAD Lean Back

FRANZ FERDINAND Take Me Out

CHR/RHYTHMIC

Mark "In The Dark" Shands

OUTKAST Prototype

URBAN

Jack Patterson

SHYNE I/ASHANTI Jimmy Choo

ANTHONY HAMILTON Charlene

ALTERNATIVE

Dave Sloan

RILO KILEY It's A Hit

MODEST MOUSE Ocean Breathes Salty

ROCK

Stephanie Mondello

VELVET REVOLVER Fall To Pieces

ADULT ALTERNATIVE

Stephanie Mondello

BRUCE HORNSBY Gonna Be Some Changes Made

ADULT CONTEMPORARY

Jason Shift

ALANIS MORISSETTE Eight Easy Steps

RICHARD MARX When You're Gone

VANESSA CARLTON White Houses

HOWIE DAY Collide

INTERNATIONAL HITS

Mark "In The Dark" Shands

BURKE RONEY Wendy

RHYTHMIC DANCE

Danielle Ruysschaert

IAN POOLEY Heaven (Tonika's Bass Beats Mix)

DEBBIE PENDER Movin' On (Soul Rebels Mix)

SODA CLUB Go Go Crazy (Love To Infinity Mix)

RAP/HIP-HOP

Mark "In The Dark" Shands

SHYNE I/ASHANTI Jimmy Choo

SHYNE For The Record

SHYNE The Gang



Artist/Title	Total Plays
JOJO Leave (Get Out)	83
ASHLEE SIMPSON Pieces Of Me	79
HILARY DUFF Come Clean	79
CHEETAH GIRLS Cinderella	79
HILARY & HAYLIE DUFF Our Lips Are Sealed	76
HILARY DUFF Why Not	76
JESSE MCCARTNEY Beautiful Soul	75
RAVEN Supernatural	75
AVRIL LAVIGNE My Happy Ending	66
JESSE MCCARTNEY Good Life	43
BLACK EYED PEAS Let's Get It Started	36
YELLOWCARD Ocean Avenue	31
AVRIL LAVIGNE Sk8er Boi	31
SMASH MOUTH I'm A Believer	30
HOBBASTANK The Reason	29
LINDSAY LOHAN Ultimate	29
SIMPLE PLAN Perfect	29
LINDSAY LOHAN Drama Queen (That Girl)	28
HILARY DUFF The Math	28
MICHELLE BRANCH Are You Happy Now?	27

POWERED BY
MEDIABASE

Playlist for the week of Aug. 9-15.

AOL Radio@Network

Ron Nenni 415-934-2790

Top Alternative

Robert Benjamin

INTERPOL Slowhands
KILLERS Mr. Brightside
KORN Word Up

Fresh 100

Mark Hamilton

VARIOUS ARTISTS Wake Up Everybody
LLOYD I/ASHANTI Southside
MASE Welcome Back

Top Country

Lawrence Kay

OUSTY DRAKE I Am The Working Man

REBA MCENTIRE He Gets That From Me

Top Jams

Davey D

VARIOUS ARTISTS Wake Up Everybody

R. KELLY U Saved Me

BEENIE MAN King Of The Dance Hall

Smooth Jazz

Stan Dunn

TIM BOWMAN Summer Groove



Phil Hall • 972-991-9200

Touch

Stan Boston

TAMYRA GRAY Raindrops Will Fall

Country Coast To Coast

Dave Nicholson

BLAKE SHELTON Some Beach

SHEDDISY Come Home Soon

TRACY LAWRENCE It's All How You Look At It

TRICK PONY The Bride

Real Country

Richard Lee

BLAKE SHELTON Some Beach

CLEDUS T. JUDD I Love NASCAR



Ken Moultrie • 800-426-9082

Active Rock

Steve Young/Kristopher Jones

GREEN DAY American Idiot

MEGADETH Die Dead Enough

CHR

Steve Young/John Fowlkes

HILARY DUFF Fly

CIARA I/PETEY PABLO Goodies

SEETHER I/AMY LEE Broken

Rhythmic CHR

Steve Young/John Fowlkes

ALICIA KEYS Diary

FRANKIE J I/PAUL WALL On The Floor

Mainstream Country

Hank Aaron

DARRYL WORLEY Awful, Beautiful Life

New Country

Hank Aaron

SHEDDISY Come Home Soon

Danny Wright

Ken Moultrie/Hank Aaron

LONESTAR Mr. Mom

24 HOUR FORMATS

Jon Holiday • 303-784-8700

Adult Hit Radio

Jon Holiday

ASHLEE SIMPSON Pieces Of Me

BOWLING FOR SOUP 1985

Adult Contemporary

Rick Brady

KIMBERLEY LOCKE 8th World Wonder

Rock Classic

Adam Fendrich

VAN HALEN Up For Breakfast

JOHN FGERTY Oaja Vu (All Over Again)

Live365 is the largest Internet radio network, with thousands of stations in a wide variety of formats. Programmed by true music tastemakers from around the globe, Live365 offers an enthusiastic audience for established and up-and-coming artists alike. In a world of consolidated playlists, Live365 charts the tastes and preferences of today's most vibrant music community. Tracks with the most plays during the seven days ended Aug. 2, 2004 are listed below.



Travis Storch • 866-365-HITS

US COUNTRY

Penny Mitchell

TRENT WILLMON Dixie Rose Deluxe

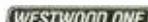
GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700

TOBY KEITH Stays In Mexico

TRENT WILLMON Dixie Rose Deluxe's

HILLJACK I Kissed Miss Mississippi



Charlie Cook • 661-294-9000

Soft AC

Andy Fuller

HOBBASTANK The Reason

Bright AC

Jim Hays

ALANIS MORISSETTE Eight Easy Steps

Mainstream Country

Dave Felker

REBA MCENTIRE He Gets That From Me

Hot Country

Jim Hays

DIERKS BENTLEY How Am I Doin'

JIMMY WAYNE You Are

Young & Verna

David Felker

REBA MCENTIRE He Gets That From Me

TRACY LAWRENCE It's All How You Look At It



After Midnight

Sam Thompson

LONESTAR Mr. Mom



AC

Emmis

Continued from Page 1

Emmis President/CEO Jeff Smulyan said, "Earlier this year we adopted an aggressive policy to ensure that Emmis provides quality, compelling on-air content that conforms to decency standards. We announced a zero-tolerance policy and are taking extraordinary steps to educate our on-air employees and program directors. The consent decree settles all pending indecency-related issues and allows us to move forward."

While the settlement clears up the numerous complaints activist David Edward Smith filed concerning Mancow, the commission must still consider challenges Edwards filed against the license renewals for Emmis' Indianapolis stations.

Commissioners React

While FCC Commissioner Michael Copps was pleased that the agency investigated some of the pending complaints before entering into the consent decree with Emmis, he believes such settlements can have negative repercussions. "I am most concerned about the effect of today's decision on the

commission's license-renewal process," he said on Aug. 12. "The totality of a broadcaster's record is pertinent and should be considered when licenses are renewed. This decision takes an entire part of the record off the table."

Copps also bemoaned that the commission's license-renewal procedure has "degenerated" to the point where stations' public files and community-service efforts aren't included in renewal reviews.

Meanwhile, FCC Commissioner Jonathan Adelstein said, "I am pleased that, as we enter into this settlement agreement, we have conducted at least a preliminary investigation of all pending indecency complaints against the company."

In June, Clear Channel took a similar step when it entered into a \$1.75 million consent decree with the FCC that cleared up all pending indecency investigations against that company.

Fine Decline?

Merrill Lynch analyst Laraine Mancini was more upbeat than the commissioners and believes the settlements from both Emmis and Clear Channel have set the stage for

Hurricane

Continued from Page 1

devoted Monday's show to raising local awareness of the hurricane's devastation.

"By the end of the show we were all set up with the truck, two li-

a decline in indecency fines for radio. In a report released late in the day on Aug. 12, she said, "The elimination of any further investigation for Clear Channel's shows and, now, Emmis' Mancow leaves few high-profile personalities in the limelight, so we do not expect to see widespread fines across the radio group."

Mancini said her conversations with Emmis have indicated that the company and Mancow are "working toward providing appealing entertainment without violating FCC indecency standards."

As for the \$300,000 payment, Mancini said the sum won't have a material impact on the company's finances, as it will affect less than 1% of Emmis' fiscal 2005 earnings per share, EBITDA and free cash flow.

censed drivers, all the gas we needed and a mall parking lot for collections," PD Scott Sands told R&R. "We expect them to begin handing out the water personally."

In Philadelphia, Beasley's CHR/Rhythmic WRDW (Wired 96.5) used an Usher concert planned for this week as its platform for Hurricane Charley relief, accepting bottled-water and canned-food donations that were crammed into the station's bus. The bus is on its way to the Sunshine State with morning show producer Alex on board.

KKMG/Colorado Springs also has a truck en route to Charlotte County, FL. "I'm a little loopy because I've been here since 4am," KKMKG PD/afternoon host Chad Rufer said Monday afternoon. OM Bobby Irwin rented a 25-foot U-Haul, and bottled water and cleaning supplies donated by KKMKG listeners were packed inside the truck. Two KKFM air personalities boarded the truck and drove 30 hours to Ft. Myers. "These two are extremely gung-ho, so I wouldn't be surprised if they took it straight through," Rufer said.

Hurricane Charley hit a little too close to home for Rufer, whose parents live in Ft. Myers. "They are doing great," he said. "They got their power and phones back on Sunday, so anything I can do to help..." Clear Channel CHR/Pop KZHT/Salt Lake City also sent a truck of bottled water to Southwest Florida.

According to WJHM (102 Jamz)/Orlando Promotions Director Keith Memoly, the most pressing need in the region is ice. "Who would have thought that frozen water would end up being such a hot commodity?" Memoly said.

"It really became personal for us as several of our employees' homes were damaged by the storm," he continued. "I feel lucky because my house is OK, but everything around me was destroyed. That was a real lesson for me to be better prepared for next time. I'm buying a generator and all the emergency supplies I didn't have this time." WJHM is still collecting canned goods, batteries and monetary donations for the Red Cross.

WWGR (Gator Country 101.9)/Ft. Myers PD Mark Phillips, who had the unfortunate task of running a radio station just a few miles away from where the hurricane made landfall, remarked, "It was a pretty scary thing. There are 26 stations in town, and only five stayed on the air through the hurricane. WWGR was one of those five."

Phillips said WWGR began simulcasting local ABC-TV affiliate WZVN at 3am on Aug. 13, and WZVN repeatedly reminded viewers to tune to Gator Country for coverage if they found themselves without power.

"I don't want to sound overly dramatic or toot our own horn too much, but I really feel that the radio station, and all the other stations that were on the air, saved a lot of lives," Phillips said. "This hurricane changed direction so quickly that many people didn't have time to

evacuate, and it went from a Category 2 to a Category 4 hurricane very quickly."

Tampa Coverage

At 11am on Aug. 13, most of the Tampa-St. Petersburg area was preparing for the worst, as Hurricane Charley was forecast to make landfall smack dab in the middle of the nation's 21st-largest market. Most of Tampa's radio stations preempted regular programming with continuous coverage of the predicted arrival of Hurricane Charley.

All of Clear Channel/Tampa's eight stations switched to nonstop coverage from News/Talk WFLA, and Cox Radio/Tampa's stations aired wall-to-wall coverage from NBC affiliate WFLA-TV. Infinity's WSJT aired an audio simulcast of cable network Bay News 9, as did Wagenvoord's TanTalk Radio Network simulcast (WDCE, WTAN & WZHR) and Metropolitan Radio Group's Gospel WBRD/Sarasota. Additionally, WFTS-TV/Tampa's coverage of Hurricane Charley aired on Genesis' Talk WWBA and ESPN Radio affiliate WLUV.

"Never before have we got as far as evacuating everything and everyone except for the final group of people," WQYK/Tampa PD Mike Culotta said. "We went all the way except for the final step of physically leaving the building."

Infinity's three St. Petersburg stations moved in to the facilities used by the company's three stations in Tampa — a move that became necessary when the electricity was turned off following an evacuation order from Pinellas County, FL officials. All six stations operated with skeleton crews; the morning shows for all six stations remained on the air until late in the afternoon on Aug. 13, when it finally became clear that Tampa had somehow emerged unscathed from Charley.

Despite the devastation 90 minutes to the south, Aug. 13 wasn't without its humorous side at Infinity/Tampa. Technical considerations forced the simulcast of "Outlaw Country" WYUU's and CHR/Rhythmic clustermate WLLD's morning shows. One memorable segue featured Gretchen Wilson into Usher. "Of course, music was minimal — content was all about Charley," Culotta said.

WWGR's Phillips said, "I have a renewed appreciation for the power of radio and for serving the public. I'm still amazed by how many calls we received from people saying that they followed it on the radio all day long and how thankful they were, when they lost power, to have our station to inform them and get them through the storm."

Stations that still wish to assist in Hurricane Charley relief efforts must register their donations in advance with the Florida State Emergency Operations Center. Please contact 800-354-3571 for additional information.

Additional reporting by Adam Jacobson & Keith Bernan



Linda Chavez

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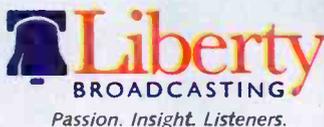
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Website: libertybroadcasting.com

Radio

• **LOUIE DIAZ** is named OM for Scott Shannon's True Oldies Channel. He was most recently PD at WKLI/Albany, NY.

Records

• **HEATH KUDLER** is promoted to VP/Business & Legal Affairs at Island Def Jam Music Group. He was previously Sr. Director/Business & Legal Affairs.

• **SHAWN HOLIDAY** is appointed VP/GM at HITCO Music Publishing. He was most recently Creative Manager at EMI Music Publishing.

• **SERCA MUSIC** signs a three-year U.S. distribution deal with Sony Music Norte and a promotion and marketing deal with Mexa Marketing.

National Radio

• **JONES RADIO NETWORKS** will air in several major markets *The History of Rock and Roll*, a 52-hour program that covers rock 'n' roll from its inception through the early '80s. For more information, contact Sarah Beatty at 800-426-9082.

• **FENG SHUI DIVA** offers "Feng Shui Minute," aimed at women 18-49 and featuring tips on relationships, career, health and children. For more information, contact Robyn Bentley at 804-241-1685.

Industry

• **TOUGH ACT PROMOTIONS** and **NTR** merge to become TAP/NTR, a providing promotion and marketing for 40 Urban and Urban AC stations nationwide.

SBS

Continued from Page 1

Wild 96 into its portfolio in the near future.

According to Styles, KZAB and KZBA will each have its own format, targeted to each market, upon completion of the deal. "This will enable the stations to better serve the needs of their individual markets and increase their value," the company said in a release. SBS said it expects to close on its sale of the two stations in Q4.

SBS President/CEO Raul Alarcon Jr. called the sale of the Southern California stations "consistent with our strategic plan of disposing of certain noncore stations to delever the company."

At the same time, McCoy, who was raised on L.A. radio while growing up in Riverside, called the purchase of KZAB and KZBA "a dream come true." He continued, "All of us are thankful to have the additional station in the Riverside market, which is one of the fastest-growing population areas in the United States, and to be entering America's largest revenue market, Los Angeles, which billed over \$1 billion last year."

DiBacco said, "We worked long and hard with the good folks at SBS to make this happen, and we knew it would be in the best interests of our partners. We will be one of only two groups to own two full-signal FMs in the Riverside-San Bernardino market."

Changes

Nat'l Radio: College network mtvU names Ross Martin VP/Programming.

Industry: Touring Pro Events and Jack Utsick Presents appoint Tina Suca VP/Booking & Event Management.

Gillispie

Continued from Page 3

WDVE/Pittsburgh, Asst. PD/MD of KAZY/Denver and MD of WIOT/Toledo and WWWW/Detroit. In addition, Gillispie is co-author of the textbook *Process and Practice of Radio Programming*.

"Applying my years of varied media experience to 3WS and Sports WBGG is an exciting challenge," Gillispie said. "It is an incredible opportunity to join Clear Channel Radio in time to lead the 'less is more' clutter-reduction initiative for Pittsburgh."

Leonard

Continued from Page 3

WBLS/New York, in addition to shifts on Sirius Satellite Radio's Soul Review and Swing Street channels.

Longtime WABC afternoon air talent Dan Ingram can be credited with discovering Leonard. "I listened to WWRL, and I heard this guy named Chuck Leonard," Ingram said. "I didn't know if he was red, white or green. I couldn't care less. He just sounded like he was kicking butt." Ingram brought Leonard to the attention of then-WABC GM Wally Schwartz, who agreed to put Leonard on the air after evening host "Cousin" Brucie Morrow.

Glenn Morgan, who served as WABC's PD from 1973-79, said, "Chuck never let his stature as a superstar jock go to his head. He always had time for anybody who wanted to talk with him, which helped him immensely when it came to never losing touch with his audience. Chuck was always a gentleman. He will be missed very much."

A memorial service will be held at 6pm on Aug. 26 at St. Paul the Apostle Church in Manhattan. In lieu of flowers, the family requests that donations be made to the American Cancer Society or the March of Dimes.

BUSINESS BRIEFS

Continued from Page 6

million, due to lower national advertising. Operating income for the radio division fell 8%, to \$6.6 million. LBI Exec. VP Lenard Liberman said improved ratings at the company's Los Angeles Regional Mexican "Que Buena" trimulcast "should provide us with the platform to capture a greater share of national advertising budgets in the second half of this year." He added that the company is pleased by the ratings growth at its Houston stations.

Sirius Teams With Directed Electronics For Distribution

Sirius Satellite Radio has joined forces with Directed Electronics to distribute Sirius products to consumer-electronics retailers throughout the U.S. DE is affiliated with such brands as Viper, Clifford, a/d/s/, Orion and Precision Power. Under the agreement DE will distribute the new Sirius Sportster Plug & Play receiver, Sirius-Connect direct-connect receivers and a line of accessory products.

XM Refinances Headquarters

XM Satellite Radio has refinanced its 250,000-square-foot Washington, DC headquarters, replacing a \$34 million adjustable-rate loan with a long-term fixed-rate loan. A new Metro Red Line station is being built across the street from XM's building in the Northeast District; the station was part of the incentive package that lured the satcaster to the nation's capital. Financial website GlobeSt.com reports that LJ Melody & Co facilitated the \$33 million loan. XM paid \$34 million for the property in 2001.

Rivers

Continued from Page 1

Programming Kurt Johnson told R&R. "With my expanding duties in the company, it is important to me that KVIL gets focus and attention every minute of every day. It makes me very pleased to be able to confidently hand the reins over to someone who appreciates the station's history, success, challenges

and potential. KVIL deserves the best, and we're getting it in Smokey Rivers."

Johnson will remain VP/Programming for the six-station cluster and will continue to program Smooth Jazz KOAI (The Oasis). He will also take on programming duties for the newly launched KJCK (Jack FM).

Rivers' programming credits include KEZK & KYKY/St. Louis,

KIOI/San Francisco and WAVA/Washington. He was also National VP/Programming for Stoner Broadcasting Systems.

"Programming KVIL is a dream come true," Rivers said. "Its legacy to Dallas-Ft. Worth and the broadcast industry is awesome. I am honored that the Infinity/DFW team has invited me to help with the next successful chapter of the KVIL chronicles."

Shmuley
If you're looking for passion, bring on Shmuley.

With his new program **Passion!**, Rabbi Shmuley Boteach goes after the issues America is most passionate about, raising the volume on politics, family values, race, religion, crime and more. On **Passion!** Shmuley can take on anything with anyone, anytime, anywhere.

- TV and radio guest appearing on programs including *The Today Show*, *Good Morning America*, *Larry King LIVE*, *Scarborough Country* and *O'Reilly Factor*
- Author of 14 best-selling books including *Kosher Sex* and *Why Can't I Fall in Love? A 12-step Program*
- Profiled in Time Magazine, Newsweek, The New York Times, The London Times, and The Washington Post

Passion! improves everything including audiences!

Passion!
Live: Monday-Friday 2pm-5pm ET
Avals: 10 minutes local,
6 minutes network

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72 million households

Plays

NELLY UJAHEIM My Place	47
D12 How Come	43
ASHLEE SIMPSON Pieces Of Me	41
LINKIN PARK Breaking The Habit	41
AVRI LAVIGNE My Happy Ending	40
TERROR SQUAD Lean Back	39
HOUSTON I Like That	38
LIL FLIP Sunshine	35
KANYE WEST Jesus Walks	34
JUVENILE Slow Motion	30
MARDOON 5 She Will Be Loved	25
USHER Confessions Part 2	24
JADAKISS Why	22
TWISTA I/R, KELLY So Sexy	20
LIL SCRAPPY No Problem	18
HOOBASTANK Same Direction	17
YOUNG BUCK Let Me In	16
ROOTS Don't Say Nuthin'	15
TAKING BACK SUNDAY A Decade Under Influence	15
AKON I/STYLES P. Locked Up	15

Video playlist for the week of Aug. 9-15.



David Cohn
General Manager

2

TERROR SQUAD I/FAT JOE & REMY Lean Back	22
KANYE WEST Jesus Walks	21
T.I. Let's Get Away	20
LIL CDDJ J Headsprung	20
LIL FLIP Sunshine	19
NELLY UJAHEIM My Place	19
JADAKISS Why	19
TWISTA I/R, KELLY So Sexy	18
YOUNG BUCK Let Me In	18
LINKIN PARK Breaking The Habit	15
JET Rollover DJ	15
YELLOWCARD Only One	15
KILLERS Somebody Told Me	14
BREAKING BENJAMIN So Cold	14
USHER Confessions Part 2	13
NEW FOUND GLORY Failure's Not Flattering	21
LOSTPROPHETS Wake Up (Make A Move)	13
JUVENILE Slow Motion	12
BEASTIE BOYS Triple Trouble	12
THREE DAYS GRACE Just Like You	12

Video playlist for the week of Aug. 9-15.



75 million households

Rick Kim
Exec. VP

ADDS

BOWLING FOR SOUP 1985
JOSS STONE You Had Me

ALICIA KEYS If I Ain't Got You
MARDOON 5 She Will Be Loved
SWITCHFOOT Meant To Live
ALTER BRIDGE Open Your Eyes
BLACK EYED PEAS Let's Get It Started
AVRIL LAVIGNE My Happy Ending
MODEST MOUSE Float On
GRETCHEN WILSON Redneck Woman
BOWLING FOR SOUP 1985
GAVIN DEGRAW I Don't Want To Be
FINGER ELEVEN One Thing
KEANE Somewhere Only We Know
LOS LONELY BOYS Heaven
JILL SCOTT Golden
JOSS STONE You Had Me
USHER Confessions Parts 1 & 2
BEASTIE BOYS Triple Trouble
311 Love Song
FRANZ FERDINAND Take Me Out
LENNY KRAVITZ California

Video playlist for the week of Aug. 16-23.



Lori Parkinson
202-380-4425

20 on 20 (XM 20)
Michelle Boros

KELLY CLARKSON Breakaway
DASHBOARD CONFEDIONAL Vindicated
SEETHER I/AMY LEE Broken
TERROR SQUAD Lean Back
SWITCHFOOT Dare You to Move

BPM (XM 81)
Blake Lawrence

ARMAND VAN HELDEN My, My, My
SUZANNE PALMER Luv 2 Luv
DALLAS SUPERSTARS Fast Driving
THREE DRIVES Air Traffic

U-POP (XM 29)
Zach Overking

TIM BOOTH Wave Hello
MORRISSEY First Of The Gang To Die
JET Hold On
FINN BROTHERS Won't Give In
FATBOY SLIM The Joker
SHAPESHIFTERS Lola's Theme
THE LIBERTINES Can't Stand Me Now
WILL YOUNG Friday's Child
SARAH CONNOR He's Unbelievable

THE LOFT (XM50)
Mike Marrone

A GIRL CALLED EDDY The Long Goodbye
HAYDEN Hollywood Ending
HAYDEN Don't Get Down
HAYDEN Home By Saturday
JILL SOBULE Underdog Victorious
JILL SOBULE Jetpack
JILL SOBULE Cinnamon Park

REAL JAZZ (XM70)
Maxx Myrick

NANCY WILSON R.S.V.P.

X COUNTRY (XM12)
Jessie Scott

BILLY JOE SHAVER Billy And The Kid

XM CAFE (XM45)
Bill Evans

VARIOUS ARTISTS Future Soundtrack For America

XMLM(XM42)
Ward Cleaver

CARNAL FORGE Aren't You Dead Yet?
MINDGRINDER MindTech
ACACIA STRAIN 3750

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mtrias@radioandrecords.com

CMT

COUNTRY MUSIC TELEVISION

75.1 million households
Brian Phillips, Sr. VP/PM
Chris Parr. VP/Music & Talent

ADDS
RASCAL FLATTS Feels Like Today
TOBY KEITH Stays In Mexico

TOP 20

	Plays	TW	LW
LOS LONELY BOYS Heaven	34	32	
KENNY CHESNEY I Go Back	33	30	
BIG & RICH Save A Horse (Ride A Cowboy)	32	32	
JOSH GRACIN I Want To Live	32	32	
MARTINA MCBRIDE How Far	32	32	
J. BUFFETT I/G, BLACK Hey Good Lookin'	32	31	
TERRI CLARK Girls Lie Too	32	31	
TIM MCGRAW Live Like You Were Dying	31	31	
B. PAISLEY w/a, KRAUSS Whiskey Lullaby	31	31	
TRACE ADKINS Rough & Ready	30	32	
GRETCHEN WILSON here For The Party	28	37	
MONTGOMERY GENTRY You Do Your Thing	26	28	
LYLE LOVETT In My Own Mind	26	17	
SARA EVANS Suds In The Bucket	25	13	
JOE NICHOLS I Nobody Believed In You	20	30	
JUSTIN ROBERTS Break Down Here	15	32	
KEITH URBAN You'll Think Of Me	15	11	
SHANIA TWAIN When You Kss Me	14	14	
RASCAL FLATTS My Worst Fear	31	14	
DIERSKS BENTLEY How Am I Doin	13	10	

Airplay as monitored by Mediabase 24/7 between Aug 9-15.



Jim Murphy, VP/Programming
26.5 million households

ADDS
HILLJACK I Kissed Miss Mississippi
TOBY KEITH Stays In Mexico
TRENT WILLMOND Dixie Rose Deluxe's

TOP 20

B. PAISLEY w/a, KRAUSS Whiskey Lullaby
KENNY CHESNEY I Go Back
BIG & RICH Save A Horse (Ride A Cowboy)
TIM MCGRAW Live Like You Were Dying
SARA EVANS Suds In The Bucket
GRETCHEN WILSON here For The Party
TRACE ADKINS Rough & Ready
ALAN JACKSON Too Much Of A Good Thing
DIERSKS BENTLEY How Am I Doin'
RACHEL PROCTOR Me And Emily
JOSH GRACIN I Want To Live
BLAKE SHELTON Some Beach
JULIE ROBERTS Break Down Here
CLEUDUS T. JUDD I Love NASCAR
TERRI CLARK Girls Lie Too
MONTGOMERY GENTRY You Do Your Thing
BILLY CURRINGTON I Got A Feelin'
SHEANISY Come Home Soon
JOSH TURNER What It Ain't
JENKINS Getaway Car

Information current as of Aug. 15.



Pos.	Artist	Avg. Gross (in 000s)
1	MADONNA	\$6186.3
2	PRINCE	\$1579.1
3	DAVE MATTHEWS BAND	\$1292.9
4	SIMON & GARFUNKEL	\$1170.5
5	EAGLES	\$1070.5
6	ERIC CLAPTON	\$974.4
7	YAN HALEN	\$935.2
8	STING	\$917.8
9	SHANIA TWAIN	\$916.1
10	NO DOUBT/BLINK-182	\$706.5
11	KENNY CHESNEY	\$571.7
12	FLEETWOOD MAC	\$556.1
13	AEROSMITH	\$523.5
14	RUSH	\$482.5
15	3 DOORS DOWN/NICKELBACK	\$438.8

Among this week's new tours:

- ETTIE MIDLER
- OLD 97'S
- DRGY
- R.E.M.
- RASCAL FLATTS

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

TELEVISION

TOP TEN SHOWS
Total Audience (105.5 million households)

- 1 Summer Olympics (Sunday, 7pm)
- 2 Summer Olympics - Opening Ceremonies
- 3 Summer Olympics (Saturday, 8pm)
- 4 Everybody Loves Raymond
- 5 CSI
- 6 Law And Order: SVU
- 7 CSI: Miami
- 8 Two And A Half Men
- 9 AFC-NFC Hall Of Fame Game
- 10 Without A Trace

Aug. 9-15
Adults 18-49

- 1 Summer Olympics (Sunday, 7pm)
- 2 Summer Olympics - Opening Ceremonies
- 3 Summer Olympics (Saturday, 8pm)
- 4 Amazing Race 5
- 5 Last Comic Standing 2 (Thursday)
- (tie) Trading Spouses
- 7 AFC-NFC Hall Of Fame Game
- 8 Big Brother 5 (Tuesday)
- 9 CSI
- 10 Big Brother 5 (Thursday)
- (tie) Everybody Loves Raymond

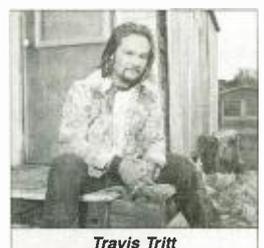
Source: Nielsen Media Research

COMING NEXT WEEK

Friday, 8/20

- Dolly Parton and Smokey Robinson, On-Air With Ryan Seacrest (check local listings for time and channel).
- Faith Hill, The View (ABC, check local listings for time).
- Phish, Late Show With David Letterman (CBS, check local listings for time).
- The Libertines, Jimmy Kimmel Live (ABC, check local listings for time).
- Mase, Late Late Show With Craig Kilborn (CBS, check local listings for time).
- Chris Botti, The Sharon Osbourne Show (check local listings for time and channel).

• Matisyahu, Jimmy Kimmel.



Travis Tritt

- Travis Tritt, Craig Kilborn.
- Ben Harper, Sharon Osbourne.

Wednesday, 8/25

- Mandi Moore and Method Man & Redman, Ryan Seacrest.
- Mary J. Blige, Ellen DeGeneres.

Thursday, 8/26

- Gene Simmons and Mis-Teeq, Ryan Seacrest.
- Alanis Morissette, The View.



The Cure

- The Cure, Jimmy Kimmel.
- Indigo Girls, Ellen DeGeneres.

— Julie Gidlow

Monday, 8/23

- Jessica Simpson, The View.
- Jack Johnson & G Love, Jimmy Kimmel.



The Mooney Suzuki

- The Mooney Suzuki, Craig Kilborn.
- Alanis Morissette, The Ellen DeGeneres Show (check local listings for time and channel).

Tuesday, 8/24

- Christina Milian, Ryan Seacrest.

FILMS

BOX OFFICE TOTALS
Aug. 13-15

Title	Distributor	Weekend	\$ To Date
1 Alien Vs. Predator	(Fox)*	\$38.29	\$38.29
2 The Princess Diaries 2: Royal ...	(Buena Vista)*	\$22.95	\$37.14
3 Collateral	(DreamWorks)	\$16.17	\$52.56
4 Yu-Gi-Oh!	(WB)*	\$9.48	\$9.48
5 The Bourne Supremacy	(Universal)	\$8.60	\$139.69
6 The Village	(Buena Vista)	\$7.15	\$99.86
7 The Manchurian Candidate	(Paramount)	\$6.01	\$47.98
8 I, Robot	(Fox)	\$3.86	\$133.96
9 Little Black Book	(Paramount)	\$3.78	\$14.64
10 Spider-Man 2	(Sony)	\$3.51	\$360.97

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

COMING ATTRACTIONS: There are no music-related movies opening this week.

— Julie Gidlow



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A Perry Capital Corporation

Stopsets

Continued from Page 1

spotload clutter — a concern voiced by ad agencies at Interep's June 22 Symposium in New York.

Bridge Ratings President Dave Van Dyke told R&R, "This attrition report confirms what we have felt for some time about how effectively radio has 'trained' its listeners to expect longer and longer periods away from programming."

Van Dyke said listeners tolerated lengthening spot breaks until around 2000, when they began to more readily embrace alternatives such as MP3 players, CD players and, more recently, Internet and satellite radio.

"Among our clients, there is a general feeling that radio must now take a stand and shorten its commercial breaks and promote this change before and after the break and in advertising," Van Dyke said. "If the industry were to do this as a whole, the audience would quickly perceive the change. Listeners have not left radio; their behavior has changed. They tune to other stations or other options and apparently return in droves. They want to listen. Radio just needs to find the proper

Attrition Along The Format-Spotload Continuum

% Listener Attrition

Format	Spot 2	Spot 3	Spot 4	Spot 5	Spot 6
AC	22	25	26	28	25
Classic Rock/Hits	20	18	24	29	25
Active Rock	20	22	24	27	26
Country	16	19	30	24	N/A
Hot AC	20	22	24	26	24
Alternative	21	23	24	29	26
News/Talk	15	15	19	N/A	N/A
Oldies	20	22	24	25	N/A
Urban	19	21	24	25	25
Soft AC	18	20	22	23	N/A
Latin	13	17	19	23	N/A
CHR	25	25	27	30	27

Source: Bridge Ratings, 2004

combination of commercial and entertainment content."

In the table on Page 1 titled "Spotload Attrition," the figure in the second column represents the average percentage of remaining station listeners (across all markets measured) who tune out after each successive commercial. For example, after the first spot in the break, 20% of a station's audience has tuned out. By the end of the second spot, 22% of the remaining

audience is gone.

In the table titled "Attrition Along the Format-Spotload Continuum," the numbers reflect the percentage of each format's listeners who have stopped listening after the designated number of consecutive commercials. For example, after the first spot in the break on an AC station, 22% of a station's audience has tuned out. By the end of the second spot, 25% of the remaining audience is gone.

Infinity

Continued from Page 1

Infinity with our Media Rating Council-accredited ratings services and the other widely accepted information services that Infinity can now use to get the most revenue for the audience they deliver to advertisers."

Infinity President/COO Joel Hollander said, "This announcement is about Infinity's commitment to improving and innovating radio's audience-measurement methodologies and delivering the most efficient research to our advertisers. We look forward to advancing rating services for the industry in the future."

Liles

Continued from Page 1

Warner Music family. His remarkable, sustained success at Def Jam in such a broad range of entertainment endeavors and his demonstrated leadership abilities and business acumen will make him an invaluable asset to our operations worldwide."

Liles reports to Cohen, who said, "Not only is Kevin one of the most knowledgeable music executives I know, he's one of the hardest-working, most passionate people in the business. With his extraordinary resume, he brings an entirely new level of vitality to WMG's efforts to build momentum in urban music."

"And with such a broad grasp of every element of the business —

After months of negotiations, Infinity announced on June 23 — just before the release of Arbitron's spring ratings book — that it would not renew its contract with Arbitron and that it had signed a five-year deal with the Media Audit for multimedia ratings, demographics and product-usage information for all 185 of its stations.

Then, in July, Infinity asked the Media Audit to develop a ratings system that could compete with Arbitron. On Tuesday, Media Audit Exec. VP Phillip Beswick told R&R that his company has submitted a proposal for that system to Hollander and is in a "wait-and-see mode" on how to proceed. However, Beswick noted that other radio group heads have ex-

pressed "significant interest" in the initiative and that Infinity's contract renewal with Arbitron won't stall development of his company's possible competing service.

Beswick described the Media Audit's proposal as a "two-stage" system. The first stage would be a direct competitor to Arbitron's ratings-based data, while the second stage would focus more on qualitative audience data. "We want to determine where radio fits in the media mix and what radio's role is complementary to other media," Beswick said.

By Joe Howard, with additional reporting by Kevin Carter and Keith Berman

from A&R, artist relations, brand-building, merchandising, movies, television, video games and mobile content — as well as phenomenal business instincts, he really is the consummate entertainment executive. We couldn't be more thrilled to have him join the Warner Music team."

A 15-year industry vet, Liles previously served as President/CEO of Def Jam Records in addition to his duties with Island Def Jam Music Group. His music career began in 1986 as a songwriter-performer; he joined Def Jam in 1991 as an unpaid intern and rose through the ranks before exiting the label in February and Island Def Jam Music Group in June.

"I am very excited about this next phase in my career," Liles said. "Warner Music Group's ex-

ecutive team has extraordinary vision and a commitment to building a dynamic cultural enterprise. Reuniting with Mr. Bronfman and my good friend Lyor sets the stage for one of the greatest shows on earth. We all know how to win big and won't accept anything less."

Bellini

Continued from Page 3

of his interest in the Classical format as a listener and programmer," said Saga/Milwaukee Market Manager Tom Joerres, to whom Bellini reports. "With Bob's hand in the WFMR future, I look forward to our ambitions to grow Milwaukee's only Classical format to the next level."



Still Catching The Bad Guys

John Walsh's 20-year fight for victims' rights

A tireless advocate for victims' rights and missing children, John Walsh turned his passion for justice into the country's No. 1 crime-fighting show, *America's Most Wanted*. To date, the long-running Fox Television show and AMW's daily ABC Radio Networks feature have helped to bring more than 800 fugitives to justice.

But the guy with the rugged good looks and leather jacket who has become a familiar face to millions as host of *America's Most Wanted* for nearly two decades never dreamed he'd become the media celebrity that he is today. Back in 1981, Walsh — then a partner in a successful hotel-management company — and his wife were living out the American dream in South Florida with their 6-year-old son, Adam. Little did Walsh suspect that he was about to experience every parent's worst nightmare.

On July 27, 1981, Adam Walsh was abducted from a local shopping mall. For 16 days a frantic search was carried out, but then the boy's remains were discovered more than 100 miles from his home. The prime suspect in the murder, Otis Toole, was never charged and died while serving time for other crimes.

Now Walsh — using the AMW television show, website and radio feature as a vehicle — is able to bring the kind of closure that he and his wife never had to other victims of violent crime. Along with hosting the weekly television show and daily radio feature, Walsh is also the author of three books, including his 1997 breakthrough best-seller, *Tears of Rage*, the powerful story of his transformation from grieving father to full-time activist.

Honored by law-enforcement officials across the country and three U.S. presidents — Ronald Reagan, George H.W. Bush and Bill Clinton — Walsh has waged a war against criminals and for the rights of victims and children for nearly 20 years. I recently caught up with him to talk about how radio has increased AMW's reach, the impact of the Internet on crimes against children and

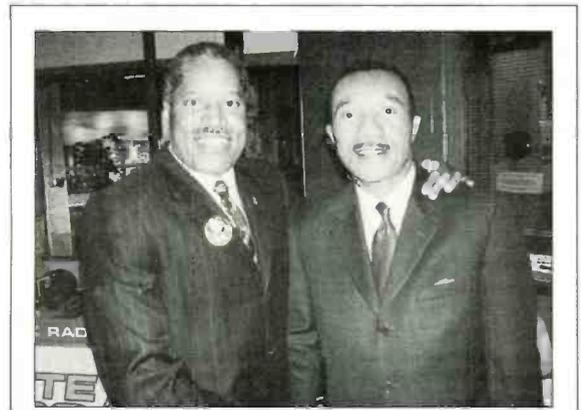
what has kept him going all these years in the face of a seemingly endless parade of bad guys.

R&R: How gratifying is it for you that, after all these years, AMW is still catching bad guys on a pretty regular basis?

JW: I find it amazing. We've caught people in 31 countries around the world, and we've gotten back 34 missing children, including Elizabeth Smart. All these successes really are gratifying, and it's a testament to the American public and the show's fans around the world who have kept *America's Most Wanted* going. Using the resources of average citizens, we have caught the uncatchable.

R&R: Talk about the addition of the ABC Radio Networks daily feature as a

"Using the resources of average citizens, we have caught the uncatchable."



SHARP-DRESSED MEN They may not always agree on their politics, but KABC/Los Angeles afternoon host Larry Elder (l) and NAACP President/CEO Kweisi Mfume looked pretty cool following their debate on the issues during Elder's radio show at the Democratic National Convention in Boston.

relatively new weapon in AMW's media arsenal.

JW: Last year I was offered the great privilege of taking our show to radio. I have done a lot of radio over the years, and I am a big believer in the medium. I've worked with radio, too, especially with regard to the Amber Alert project, which was started by radio broadcasters in Dallas. I love having the opportunity, through "The America's Most Wanted Minute," to put information out there on radio all across the country even before the TV show airs that week.

R&R: What did you hope the expansion to radio would add in your quest to find America's most wanted?

JW: When little Amber Hagerman was murdered a number of years back in Texas, I learned firsthand about the power of radio. As I said earlier, the Amber Alert really started with radio broadcasters in Dallas, and it was something I then tried to help spread around the country, state-by-state.

Last year we were finally able to get the federal Amber Alert legislation passed that mandates that radio

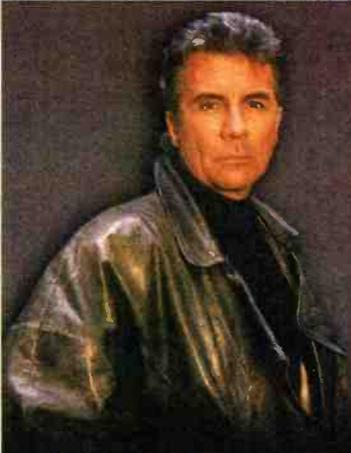
and TV stations that have the Emergency Broadcast System broadcast Amber Alerts. Since June these alerts have led to the recovery of 110 children, and that is incredible.

With "The America's Most Wanted Minute," I'm able to get something out there on the air through radio without having to wait until the TV show airs Saturday — like when it's a breaking case of a fugitive, a missing child or a prison escape. Radio has given me another tool to reach out with, and I know the power of that tool. Our feature is now on over 170 stations, and it's working.

R&R: Needless to say, this was not the career you had planned for yourself, was it?

JW: I never planned to be a TV or radio host, never planned to write a book or, for that matter, planned any of the things that have happened to me in the last 22 years. After the kidnapping and murder of my only son, 6-year-old Adam, I never went back to the successful hotel business I was a partner in at the time. I couldn't; I was devastated. My wife and I were

Continued on Page 17



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* Arbitron Winte-2004. AQH share increase

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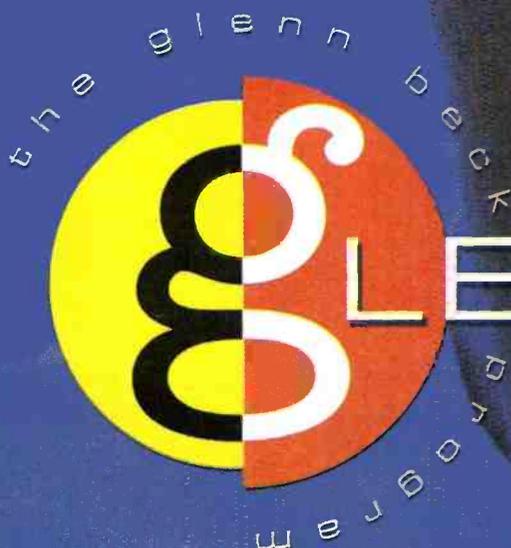
WPGB-FM Pittsburgh
3.7 to 7.3 **↑ 97%**

WTAM-AM Cleveland
9.0 to 10.1 **↑ 12%**

WKRC-AM Cincinnati
3.9 to 4.4 **↑ 13%**

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Still Catching The Bad Guys

Continued from Page 14

totally and completely brokenhearted and were descending into hell, just as lots of victims do. I couldn't work, my company dissolved, and our house went into foreclosure — all of those terrible things that so often happen to victims of crimes.

When Adam was kidnapped, we got enormous support and help from the public, but virtually nothing from law enforcement. There were not any resources in place for that sort of crime at that time. So, we started to battle to change existing laws.

My wife started the National Center for Missing and Exploited Children, and for the past 22 years we have traveled from state to state to testify on legislation dealing with missing children and child victimization. I have also testified before Congress some 75 times or more now. It's been a long and strange journey that began when my wife and I took our first steps to try to deal with our pain and make sure that Adam did not die in vain.

R&R: *Having been both victim and advocate, what can you tell us about the state of child-protection laws and victims' rights in America today?*

JW: We've come a long way as it relates to children, but victims' rights still have a long way to go. A lot has changed concerning children, and the American public has rallied to that cause. We've had some good success on the federal level over the years on the issue of missing children.

Isn't it ironic that when we first started this fight, we were brutal enemies of the FBI because they didn't want to get involved in the case of a missing child? They felt that should be left to local authorities. But, as we learned, the local police didn't have the necessary resources. Now I've been named the FBI's Man of the

Year, and we have helped them to catch 15 of their most-wanted fugitives.

But as things relate to victims — and America had 40 million victims of violent crimes last year — it's still a crapshoot state by state. Some states have good legislation for crime victims, and some still have virtually none. All of the polls say that 99% of Americans want to see victims get the same rights as criminals in the courtroom.

I have been pushing for a constitutional amendment that would not take away any rights of the accused but would increase the rights of victims. We've had 27 amendments to our Constitution, and four of those have been about criminals' rights. I think it's about time for one that gives victims the same rights as criminals, because I see victims brutalized in courtrooms all the time — especially women and children on the witness stand.

R&R: *Putting yourself out there in such a public way to catch these unsavory characters, do you ever fear for your own safety?*

"I see the worst of society all week, but through the radio show and the TV show, I also see the best of society."

JW: Over the years I've had a lot of threats made against me. Traveling with bodyguards and giving up a lot of your privacy come with the turf; they are just part of the job. I

profile the worst of the worst, and a lot of them threaten to kill me. But, look, lowlives threaten judges and cops all the time, so it's not a surprise. I'm probably just more high-profile. But it's never made me consider not doing this job, because it's so rewarding. It's an intense type of job and a challenge, but it's incredibly rewarding.

R&R: *When you first began this crusade, the Internet wasn't really a big part of the world in general, let alone the world of kids. How has the rapid growth of that medium impacted crimes against children, and what do you think parents need to know?*

JW: The Internet is a tremendous resource and tool for everyone, but it's also a big tool for criminals and child pornographers. Kid-porn people, who used to get caught by postal inspectors and customs agents, were way ahead of law enforcement when they figured out they could send each other illegal, horrible pictures of child abuse and molestation over the Internet, pedophile-to-pedophile.

Parents need to know what their children are doing online. Your 13-year-old daughter may think she's talking with another 13-year-old girl in a chat room when she arranges to meet her at the mall. Instead of another 13-year-old girl, she finds she's meeting some 54-year-old pervert.

Our National Center for Missing and Exploited Children is incredibly involved in this area of crime. Not only is 1-800-THE LOST a tip line to report lost or missing kids, it's also a child pornography tip line, where you can report child porn. Did you know that every day in this country, one in five kids receives unwanted sexual solicitations over the Internet? Unfortunately, only one in four of the victims ever reports it.

I can't stress enough how important it is for parents to know what their kids are doing. Kids are far more naive than they believe they are and are easy prey for sexual

"I love having the opportunity, through 'The America's Most Wanted Minute,' to put information out there on radio all across the country even before the TV show airs that week."

predators. The kids of upper-middle-class and upper-income families — the ones who are so greatly loved by good parents like you — are the No. 1 category of victims of these kinds of crimes, and girls from 11 to 19 are by far the No. 1 category of crime victims in this country. If you don't know what to do, you can get lots of free tips to help you out by calling 1-800-THE LOST.

R&R: *Tell us about any other issues or projects you're working on that we can expect to hear more about in the weeks and months ahead.*

JW: I'm working toward the idea that, hopefully, one of these days we can force Mexico into an extradition treaty like we have with hundreds of other countries around the world. While we've loaned that country billions of dollars to help save its economy in recent years, it won't sign a treaty to extradite lowlives who commit horrible crimes here in America and then run across the border to live freely in Mexico.

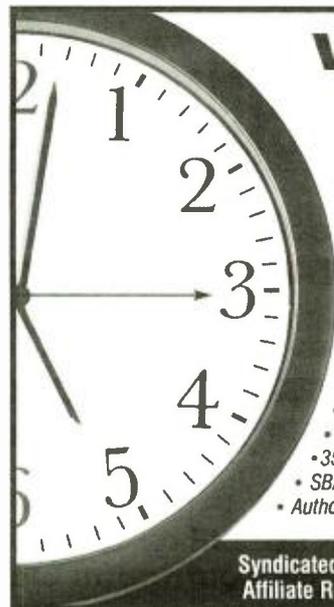
I know of at least 20 fugitives I have profiled on *America's Most Wanted* over the years who are walking around free in Mexico right now. I also think that in this day and age of terrorism and with all the problems that brings for our borders, Mexico needs to get on the same page as us. Borders mean nothing to these lowlives, and we all have to saddle up and get with the facts of

life of the 21st-century world we live in.

R&R: *To use your own word, you are constantly immersed in a world of lowlives, criminals and just plain ugliness. How have you remained so personally positive, as well as such a positive force for change? Doesn't it sometimes get you down?*

JW: Oh, absolutely. I see the worst of society all week, but through the radio show and the TV show, I also see the best of society. I believe that the vast majority of people on this planet are good, and I have seen that demonstrated time and time again by the millions of people who have called AMW over the years and turned in over 800 fugitives from the law without one single incident of vigilantism.

People have supported me in getting laws changed even though there's no big political action committee behind child-protection and victims' rights legislation. I can honestly say that I'm energized by average people and by the public overall. Unfortunately, there is a segment of the public — and it sometimes seems to be a big one — that does some pretty horrible things. But I feel they choose to do those acts, and they choose to be fugitives and evade justice. I believe it's our job to bring them back and make them face the music. If you do the crime, you should do the time.



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STREET TALK

Preview Of McGreevey's Next Gig?

Listeners in the Tri-State area were taken aback last Monday when they tuned in at lunchtime and heard embattled New Jersey Gov. **Jim McGreevey** sitting in as a guest DJ on Classic Rocker WAXQ (Q104.3)/New York. Observers were scratching their collective head, wondering why McGreevey, who publicly came out of the closet last week and announced his resignation amid a flurry of controversy, had chosen to make such a weirdly timed appearance. During the hour, he made no reference to his current situation and sounded bright and upbeat as he played his favorite Springsteen songs.

It was later revealed that McGreevey's appearance was actually a rerun of a show recorded several months ago. "The phones went crazy!" says Q104.3PD **Bob Buchmann**, a man



McGreevey, rockin' the mike in happier times.

who understands the value of free, timely publicity. "You can't go anywhere here without people talking about this situation." So, shrewdly reacting to today's headlines, WAXQ rolled the McGreevey segment to see who noticed. We did.

In what may be a case of unintentional foreshadowing, Buchmann says that McGreevey cut several liners while he was at the station, one of which was "Hi, this is Jim McGreevey, and you're listening to me do my brand-new job on Q104.3!"

Look, Ma! I'm In Greece!

While flipping through the TV morning show haze this week, we stumbled upon a five-second brush with greatness. There, peeking out from behind Matt Lauer and Katie Couric on the *Today* show's Athens set, was a love note to WPLJ/New York morning guys **Scott Shannon** and **Todd Pettengill**. A tourist clutched a grammatically awkward homemade sign that read, "Hi, *Big Show With Scott & Todd* on 95.5 PLJ from Athens — 'S'agapo," which, we are told, means "I love you" in Greek. At press time, the Greek translation indecency police were *not* investigating.

Back in New York, Scott & Todd have taken full promotional advantage of last week's drama surrounding the controversial arrest of *60 Minutes* icon Mike Wallace, who was busted and roughed up outside Luke's Bar & Grill in Manhat-

tan while his limo waited for him to run in and grab a takeout order. To celebrate, Scott & Todd are giving one lucky listener the opportunity to have dinner at Luke's with Mike Wallace.



Caution: Your Mike Wallace may vary.

Sadly, the real Mike Wallace is "unavailable," so the boys secured the services of an alternative Mike Wallace — this one's a 47-year-old handyman from Astoria, Queens. ABC's own **Tom Cuddy** says, "The winners will be chauffeured in their very own town car to Luke's, where they will dine on meatloaf and mashed potatoes" — Wallace's takeout meal of choice on that fateful evening.

The Programming Dept.

Just four days after new owners Salem flipped KPOI/Honolulu from Active Rock to FM Talker KHNR, the KPOI calls were resurrected — this time on 105.9, as former KPOI owner Visionary dusted them off and stuck them on Classic Rocker KAHA, "The Big Kahuna." The new KPOI will remain Classic Rock by day and play new rock music at night, during which it'll be hosted by former KPOI MD **Fil Slash**. KAHA PD/morning host Ed Kanoi, midday talent Mailli Silver and MD/afternoon dude Dave Lawrence remain aboard; all other ex-KPOI staffers are, literally, on the beach.

• Former WSTO/Evansville, IN PD **Keith Allen** is named Director/Programming for Styles Media's CHR/Pop WILN and Active Rock WYYX/Panama City, FL. He replaces **Peter Gunn**, who is exploring an offer within the company. Allen will also do afternoons on WILN, replacing **Shady**, who heads to Styles' Dothan, AL cluster.



Weener family reunion.

• KRFR/Bakersfield MD/night jock/imaging guy **JJ "Weener" Prieve** is named interim PD.

• WDCG (G105)/Raleigh Asst. PD/MD/Creative Services Director/afternoon talent **Chase** grabs his first PD gig, at Clear Channel sister CHR/Pop KIZS (92.1 Kiss FM)/Tulsa. He replaces **Kim Gower**, who exited last week. G105 PD **Rick Schmidt** says, "Chase is a great guy who is bright enough to

R&R Timeline

1 YEAR AGO

- **Johnnie Walker** named head of Urban promotion at DreamWorks Records.
- **Greg Ashlock** named co-RVP/Los Angeles for Clear Channel, working with **Roy Laughlin**; **JD Freeman** named RVP/Central California.
- KGO/San Francisco becomes the first radio station in a top 15 market to log 100 No. 1 books in a row.

5 YEARS AGO

- **Roger Ames** named Chairman/CEO of the Warner Music Group.
- **Justin Case** named PD of WUSN/Chicago.
- **Jann Hendry** named head of Rock promotion at Giant Records.



Jann Hendry

10 YEARS AGO

- **Mo Ostin** leaves Warner Bros. Records. **Lenny Waronker** named Chairman/CEO.
- **Zach Horowitz** named COO at MCA Music Entertainment Group.
- **Frankie Blue** becomes Director/Programming for The Box network.

15 YEARS AGO

- **Clarke Brown** becomes Sr. VP/GM at WQXI-AM & FM/Atlanta.
- **Mike Horne** named VP/GM of WRBQ-AM & FM/Tampa.
- **Kerry Wood** named VP/AC for Mercury, Polydor and associated labels.



Clarke Brown

20 YEARS AGO

- **Jay Clark** named OM of KHTZ/Los Angeles.
- **Les Acree** named OM of WGKX/Memphis.
- **Marc McCoy** named PD of WLAK/Chicago.

25 YEARS AGO

- **Russ Knight** appointed PD of WNEW-AM/New York.
- **Don Imus** returns to WNBC/New York from WHK/Cleveland.
- CBS, Motown and RCA Records continue "consolidation" with "slightly over 100 field and label people" terminated.



Russ Knight



Uncle Herb is a nice guy, but

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be the next Tom Poleman — if Poleman was five-foot-six."

This means G105 now has a prime opening. "Phones, entertainment and ratings required! This is not a beginner's opportunity," Schmidt stresses. "You must have Asst. PD, MD or imaging experience. Basically, if you can do lots of things and not suck at them, please contact me!" Make a love connection with Schmidt at rickschmidt@clearchannel.com, or mail your gifted package to G105 PM Drive, 3100 Smoketree Court, Suite 700, Raleigh, NC 27614.

• After nearly four years of service, KQKS/Denver MD **John E. Kage** adds Asst. PD stripes. Now, enjoy this message from the KQKS PD: "I'm Cat Collins, and I approved this promotion."

• **Danny Fletcher** exits as VP/Market Manager for Clear Channel's stations in McAllen and Corpus Christi, TX.

• This just in from Jay Taylor, the frequent-driving Director/Programming for Triad's Biloxi, MS cluster and, as of two weeks ago, Triad's Tallahassee, FL cluster: Midday talent **Justin Tyne** is upped to Asst. PD at CHR/Pop WHTF (Hot 104)/Tallahassee, and, across the hall at Classic Rocker WUTL (U106.1), afternoon talent **Jimmy Bone** also adds Asst. PD stripes.

Quick Hits

• With KMXB (Mix 94.1)/Las Vegas midday talent **Carly Brown** strolling back down the hall to become MD/night goddess on sister KXTE, Mix PD **Charese Frugé** needs a sturdy replacement. Want to live and work in Vegas, baby? Rush your stuff to the mysterious entity known as the KMXB Human Resources Department, Attn: Sharon Jones, 6655 W. Sahara, Suite D-110, Las Vegas, NV 89146.

• Jones Radio Networks announces the inkage of one **Chad Blake**, Asst. PD/MD/midday personality at Cumulus Hot AC WJLQ (Q-100)/Pensacola, FL. Blake will do nights on Jones' Adult Hit Radio format using his Witness Protection Program name, "Blake at Night."

• WMMR/Philadelphia welcomes Twisted Sister frontman **Dee Snider** for nights. Not-so-coincidentally, the station will also add Dee's syndicated *House of Hair* show. Former night host **Frank Lario** remains aboard in an unspecified capacity. Down the hall, PD Bill Weston still needs a morning host to team up with *The Philly Guys*: Joe Conklin, Blaine



At long last — a dental plan!

Enslay, Vinnie the Crumb and Gina Crash — a Philly Girl.

• Former WBZZ/Pittsburgh personality **Adam Bomb** (may be an assumed ordnance) is new to nights at WHYI (Y-100.7)/Miami as **A-Rod**.

• There's been a large disturbance in the Force in Philadelphia radio, as WUSL (Power 99) afternoon fixture **Glenn "Golden Boy" Cooper** exits after almost 10 years, two of those as PD.

• Market vet **Sammi Martinez** is new to middays at Classic Rocker KZPS/Dallas. She replaces Pam Steele, who exits on Friday to concentrate on her voiceover business.

• New Cumulus Urban WMKS (Blazin' 92-3)/Macon, GA borrows **DJ Wiz** from crosstown CC rival WIBB. Wiz will handle *The 9 O'Clock Mix Tape* with night jock **J Chris**.

Talk Topics

• It's coming — a head-to-head Steel City duel between **Rush Limbaugh** and **Bill O'Reilly**: Effective Nov. 15, Premiere's Limbaugh crosses the street from Infinity News/Talk KDKA/Pittsburgh to recently launched Clear Channel FM News/Talker WPGF-FM. KDKA wasted no time in announcing Limbaugh's replacement: Westwood One syndicated talker and Fox News personality Bill O'Reilly, who will air from noon-2pm. Veteran afternoon drive host **Fred Honsberger's** show will begin an hour earlier to fill the 2-3pm hour.

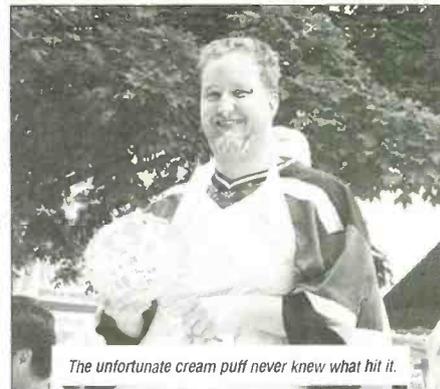
• The Atlanta radio rumor mill says an official announcement of Air America Radio's debut in the Peachtree City will come at any moment.

• Longtime San Diego talk personality **Mark Larson** says he's moving from his current home at Salem's KCBQ to crosstown Clear Channel News/Talker KOGO, reportedly sliding into the noon-3pm slot currently occupied by Premiere's Dr. Laura. Her show will reportedly move to 6-9pm and replace Stacy Taylor, who is rumored to be shifting over to CC's KPOP, which will flip to liberal Talk next week and feature Air America's Al Franken and Randi Rhodes, as well as Jones Radio Networks' Ed Schultz. Are you following all this? We can't either.

Condolences

• **ST** was saddened to learn that **Fred Hughes**, writer, inventor, and the father of XM's **Gregg "Opie" Hughes**, was killed in a car accident last weekend. Opie's mother was seriously injured but is expected to fully recover. Other details

Pic O' The Week



The unfortunate cream puff never knew what hit it.

"Rex pulled off a four-peat — something the Lakers and Bulls could never do!" That's WLUM (Rock 102.1)/Milwaukee Promotions Director Paul Oren, proclaiming overnigher **Rex Charger's** fourth consecutive win in the annual Wisconsin State Fair Cream Puff-Eating Competition. While fair officials decided to up the ante this year by making the contestants down a single one-pound monster cream puff — without using their hands — that didn't stop Charger, who will attempt a half-decade of dominance at next year's event.

are still sketchy, but we hear the elder Hughes' funeral services have been postponed until Mrs. Hughes is released from the hospital.

• Veteran Boston air personality/club jock **Vinnie Peruzzi** passed away Aug. 13 after a yearlong battle with lymphoma. He was 51. The colorful Peruzzi, proudly known in an earlier era as "Disco Vinnie," worked at several Boston stations but was best known for his late-'80s/early-'90s stint at WXKS-FM (Kiss 108). Most recently, he had been working at WQSX (Star 93.7). Donations can be made in Peruzzi's name to the Make-A-Wish Foundation.

• Cancer also tragically cut short the life of WJZZ/Atlanta Sr. AE **Richard Dietrich**, who died Aug. 12 at age 50. He is survived by his wife, Katie, and daughter, Paige. For details about the memorial fund established in Dietrich's name, contact Radio One/Atlanta at 404-765-9750.



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THE INDUSTRY'S NO. 1 RETAIL CHART August 20, 2004

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	ASHLEE SIMPSON	Autobiography	Geffen	258,871	-9%
2	2	NOW VOL. 16	Various	UTV	236,466	-16%
	3	SHYNE	Godfather Buried Alive	Def Jam/IDJMG	185,152	—
—	4	MOBB DEEP	Amerikaz Nightmare	Jive/Zomba	116,241	—
—	5	ALTER BRIDGE	One Day Remains	Wind-up	109,334	—
4	6	USHER	Confessions	LaFace/Zomba	90,567	-9%
3	7	JIMMY BUFFETT	License To Chill	RCA	73,318	-29%
7	8	AVRIL LAVIGNE	Under My Skin	Arista/RMG	70,278	-2%
8	9	MAROON 5	Songs About Jane	Octone/J/RMG	67,617	+10%
6	10	BIG & RICH	Horse Of A Different Color	Warner Bros.	64,953	-10%
5	11	GRETCHEN WILSON	Here For The Party	Epic	61,803	-35%
12	12	LOS LONELY BOYS	Los Lonely Boys	Epic	56,326	+13%
—	13	HOUSTON	It's Already Written	Capitol	51,154	—
9	14	LLOYD BANKS	The Hunger For More	Interscope	46,767	-21%
17	15	BLACK EYED PEAS	Elephunk	A&M/Interscope	41,524	+5%
13	16	KEVIN LYTTLE	Kevin Lyttle	Atlantic	40,596	-19%
10	17	TAKING BACK SUNOAY	Where You Want To Be	Victory	40,409	-28%
11	18	TERROR SQUAD	True Story	SRC/Universal	39,839	-22%
14	19	JAOAKISS	Kiss Of Death	Interscope	38,323	-16%
16	20	JOJO	Jojo	BlackGround/Universal	35,953	-12%
25	21	BRAO PAISLEY	Mud On The Tires	Arista	35,390	-1%
20	22	SWITCHFOOT	Beautiful Letdown	Columbia	34,875	-8%
24	23	MODEST MOUSE	Good News For People Who Love...	Epic	34,753	-5%
18	24	KANYE WEST	College Dropout	Roc-A-Fella/IDJMG	34,544	-11%
26	25	VELVET REVOLVER	Contraband	RCA/RM	34,293	-4%
27	26	JUVENILE	Juve The Great	Cash Money/Universal	34,038	-1%
15	27	VAN HALEN	The Best Of Both Worlds	Warner Bros.	33,778	-23%
43	28	PRINCESS DIARIES 2	Soundtrack	Walt Disney	32,968	+18%
21	29	D12	D12 World	Shady/Interscope	32,835	-12%
34	30	HOOBASTANK	The Reason	Island/IDJMG	31,507	-2%
40	31	BREAKING BENJAMIN	We Are Not Alone	Hollywood	31,410	+8%
31	32	LINKIN PARK	Meteora	Warner Bros.	31,257	-5%
30	33	YELLOWCARD	Ocean Avenue	Capitol	30,795	-8%
32	34	KENNY CHESNEY	When The Sun Goes Down	BNA	30,485	-7%
23	35	LIL' WAYNE	The Carter	Universal	29,789	-19%
36	36	ALICIA KEYS	The Diary Of Alicia Keys	J/RMG	29,651	-6%
42	37	GUNS N'ROSES	Greatest Hits	Geffen	29,626	+4%
35	38	EVANESCENCE	Fallen	Wind-up	29,338	-8%
46	39	KILLERS	Hot Fuss	Island/IDJMG	29,096	+9%
28	40	SPIDER-MAN 2: MUSIC FROM...	Soundtrack	Columbia	28,685	-15%
41	41	FRANZ FERDINANO	Franz Ferdinand	Epic	28,351	-2%
49	42	LIL' FLIP	U Gotta Feel Me	Columbia	27,933	+11%
33	43	TERRI CLARK	Greatest Hits	Mercury	27,532	-15%
37	44	SLIPKNOT	Vol 3 (The Subliminal Verses)	Roadrunner/IDJMG	27,531	-11%
29	45	ROOTS	The Tipping Point	Geffen	27,347	-19%
22	46	BEASTIE BOYS	To The 5 Boroughs	Capitol	27,347	-26%
—	47	TRILLVILLE/LIL' SCRAPPY	The King Of Crunk & Bme...	BME/Reprise	26,637	—
—	48	ROCK AGAINST BUSH VOL.2	Various	Fat Wreck Chords	24,965	—
47	49	NICKELBACK	Long Road	Roadrunner/IDJMG	24,864	-4%
48	50	SHINEDOWN	Leave A Whisper	Atlantic	24,774	-3%

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ON ALBUMS

Ashlee's Auto-Matic

The more things change, the more they stay the same.

Geffen's Ashlee Simpson remains atop the heap, as *Autobiography* has sold 1.2 million in the



Ashlee Simpson

four weeks it's been out. UTV/UME's *Now 16* continues in the No. 2 slot.

Def Jam/IDJMG's Shyne tops the list of top five newcomers as the imprisoned rapper nails the No. 3 slot, ahead of Jive/Zomba's Mobb Deep (No. 4) and Wind-up's Stapp-less Creed, Alter Bridge (No. 5).

The rest of the top 10 is rounded out by



Shyne

LaFace/Zomba R&B perennial Usher (No. 6), RCA Nashville Parrothead God Jimmy Buffett (No. 7), Arista/RMG sk8board rocker Avril Lavigne (No. 8), Octone/J/RMG's re-surgent Maroon 5 (No. 9) and Warner Bros. Nashville country iconoclasts Big & Rich (No. 10).

Other chart debuts are registered by Capitol crossover freshman Houston (No. 13), Reprise crunksters Trillville/Lil Scrappy (No. 47) and indie Fat Wreck Chords' punk *Rock Against Bush Vol. 2* compilation (No. 48).

Double-digit increases are registered by Walt Disney Records' *Princess Diaries 2* soundtrack (No. 43-28, +18%, with the movie opening in theaters last week), Epic's Los



Alter Bridge

Lonely Boys (No. 13, +13%), Columbia's Lil Flip (No. 49-42, +11%) and Octone/J/RMG's Maroon 5 (No. 9, +10%).

Next week: look for TVT rap supergroup 213, Island/IDJMG's Saliva and EVLA/Atlantic's Ryan Cabrera, a.k.a. Ashlee's boyfriend, to top the list of the week's new releases.



MIKE TRIAS

mtrias@radioandrecords.com

213 Debut (Finally)

They met in the '80s in their hometown of Long Beach, CA, before any of them became superstars. Snoop Dogg had dreams of becoming a rapper, Nate Dogg wanted to sing, and Warren G looked for life as a DJ. They took the moniker 213, naming themselves after the area code of the city in which they grew up (though that area code no longer applies to Long Beach).

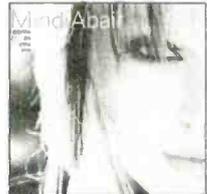
Says Warren G, who broke on to the scene with his huge hit "Regulator" in the early '90s, "Nate brought the gangster melodies to the game. Snoop brought the smooth gangster style to the game. We've had an incredible impact. Now it's time for us to reinvent West Coast hip-hop."



213

So, after 10 long years, 213 are finally making their debut, with the DJ Pooh-produced "Groupie Love," Going for Adds at Urban next week. "It's a fun record and everybody likes it," says Snoop. "When we first made it, all the girls in the studio went crazy for it. That was actually the last record that we made and the one that got the most response, so we felt it was the one that we wanted to put out."

The song marks the first single from 213's debut album, *The Hard Way*, which features production by Kanye West, Hi-Tek, Battlecat and others. Rhythmic radio is already on the track — "Groupie Love" rises to No. 31* this week on the CHR/Rhythmic chart.



Mindi Abair

Meanwhile, at Smooth Jazz, Mindi Abair hopes to build on the success of her debut album as she introduces "Come As You Are," the lead single and title track from her upcoming sophomore CD. The St. Petersburg, FL native began her musical journey when she started learning the piano at age 5. By the time she was 8 years old, Abair had picked up the saxophone

and was writing songs. Since then, she has learned other instruments, including the soprano and alto saxophones, flute and percussion, and she's become a noteworthy vocalist.

Abair has lent her saxophone prowess to such artists as The Backstreet Boys, Mandy Moore, Jonathan Butler, Adam Sandler, Bobby Lyle and many more. To help promote her upcoming album, due in stores Sept. 14, Abair will be playing shows in Madera, CA on Aug. 28 and Deer Valley, UT on Aug. 29. She will also be appearing on the cover of *Windplayer* magazine this month.

Kenny Wayne Shepherd is another artist who got off to an early start: The 27-year-old Shreveport, LA native began playing guitar at age 7. He honed his skills, and by the time he was 18, Shepherd and his band had released their first album. Since then, Shepherd's star has been rising, and he's toured with The Rolling Stones, B.B. King, The Eagles, Van Halen, Aerosmith, Bob Dylan and The Black Crowes.



The Music

Next week Shepherd will introduce "Alive" to Rock and Active Rock, and "Hey, What Do You Say" to Triple A outlets. It will be our first look into his forthcoming Oct. 5 album, *The Place You're In*. Says Shepherd, "The Place You're In represents the place I am in at this point in my life and career. After 10 years of touring and making records, this album is more of a rock album than [my] previous three."

The Music are coming to Active Rock and Alternative outlets with "Freedom Fighters," the first single from their album *Welcome to the North*. Early activity on the Brendan O'Brien-produced single includes WZTA/Miami and KQRC/Kansas City. The Music began recording the album with O'Brien in May and finished the project in seven weeks.

Says Music vocalist-lyricist Rob Harvey, "The Music have always been about the incredible high we get from audiences at our shows, and the new album is about retaining your spiritual strength and positive feelings in what can be a bad world. It's about optimism, opening your mind and fighting the cynicism." The band just finished playing shows at the Troubadour in Los Angeles and the Bowery Ballroom in New York, and they will hit the Mod Club Theater in Toronto on Aug. 23. From there, they'll head overseas to tour across their homeland, England.

R&R Going For Adds

Week Of 8/23/04

CHR/POP

- BUSTED What I Go To School For (Universal)
- CIARA f/ PETEY PABLO Goodies (LaFace/Zomba)
- CROSSFADE Cold (Columbia)
- GOOD CHARLOTTE Predictable (Epic)
- JOSS STONE You Had Me (S-Curve/EMC)
- MIS-TEEQ One Night Stand (Reprise)

CHR/RHYTHMIC

- AMERICA COMING TOGETHER Wake Up Everybody (Bungalo)
- JOSS STONE You Had Me (S-Curve/EMC)
- K-OS Lovesong (Astralwerks/Virgin)
- K YOUNG That Girl (Treacherous)
- LIL ROMEO f/ NICK CANNON My Cinderella (New No Limit)
- MANNIE FRESH Real Big (Cash Money/Universal)
- MIS-TEEQ One Night Stand (Reprise)
- OUTKAST Prototype (LaFace/Zomba)
- YONNIE In Da Club (BlackGround/Universal)

URBAN

- 213 Groupie Love (TVT)
- AMERICA COMING TOGETHER Wake Up Everybody (Bungalo)
- JOHN LEGEND Used To Love You (Columbia)
- LIL ROMEO f/ NICK CANNON My Cinderella (New No Limit)
- OUTKAST Prototype (LaFace/Zomba)
- SPICE Feelin' Like Hell (Dudley)

URBAN AC

- AMERICA COMING TOGETHER Wake Up Everybody (Bungalo)

COUNTRY

- BILLY DEAN Let Them Be Little (Curb)
- JESSI ALEXANDER Make Me Stay Or Make Me Go (Columbia)
- JOE DIFFIE If I Could Only Bring You Back (BBR)
- PAT GREEN Don't Break My Heart Again (Universal/Republic/Mercury)
- REBA MCENTIRE He Gets That From Me (MCA)

AC

- KATRINA CARLSON Drive (Kataphonic)

HOT AC

- BEN ARTHUR Tonight (Bardic)
- DIDO Sand In My Shoes (Arista/RMG)
- FATBOY SLIM f/ BOOTSY COLLINS The Joker (Astralwerks/Virgin)
- LOS LONELY BOYS More Than Love (Or/Epic)
- R.E.M. Leaving New York (Warner Bros.)
- SKYE SWEETNAM Tangled Up In Me (Capitol)

SMOOTH JAZZ

- AJ Joy Ride (Integy)
- GRADY NICHOLS Tuesday Morning (Compendia)
- GREG ADAMS Firefly (215)
- KONSTANTIN KLASHTORNI Sunday (Nightstage)
- MINDI ABAIR Come As You Are (GRP/VMG)

ROCK

- KENNY WAYNE SHEPHERD Alive (Reprise)

ACTIVE ROCK

- KENNY WAYNE SHEPHERD Alive (Reprise)
- MUSIC Freedom Fighters (Capitol)

ALTERNATIVE

- AUTHORITY ZERO Mexican Radio (Lava)
- CAKE No Phone (Columbia)
- GLORIOUS Suddenly (Toucan Cove)
- GOOD CHARLOTTE Predictable (Epic)
- LIT Times Like This (Nitrus/DRT)
- MODEST MOUSE Ocean Breathes Salty (Epic)
- MUSIC Freedom Fighters (Capitol)

TRIPLE A

- BEN ARTHUR Tonight (Bardic)
- CAKE No Phone (Columbia)
- DAMNWELLS Kiss Catastrophe (Epic)
- G. LOVE Waiting (Brushfire/Universal)
- GLORIOUS Suddenly (Toucan Cove)
- JEFF BUCKLEY Forget Her (Columbia Legacy)
- KEB' MO' Get Together (Epic)
- KENNY WAYNE SHEPHERD Hey, What Do You Say (Reprise)
- MADELINE PEYROUX Don't Wait Too Long (Rounder)
- RAY LAMONTANGE Trouble (RCA/RMG)
- R.E.M. Leaving New York (Warner Bros.)
- TEGAN & SARA Walking With A Ghost (Sanctuary/SRG)
- TIFT MERRITT Good Hearted Man (Lost Highway)
- TRENT DABBS It's Not Like That (Terminus)
- JIMMY CLIFF Black Magic Sampler (Artemis)
- JUDITH OWEN Christmas In July Sampler (Century Of Progress)
- NORA O'CONNOR Till The Dawn (album) (Bloodshot)
- WEST INDIAN GIRL West Indian Girl (Astralwerks/Virgin)

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.



Beyond The Music

Rock Art Show gets listeners talking

Classic Rock programmers are constantly looking for ways to keep their stations relevant and fresh. Greater Philadelphia Radio Group Director/Marketing Scott Segelbaum hit the jackpot in 1992 when he staged the first Rock Art Show at KLSX/Los Angeles, where he was working at the time.

"The show got a lot of attention and publicity," Segelbaum says. "Because of this show, Robbie Kreiger of The Doors — who had never done art before — did something for us, and now he has his own pieces going out."

A few years later the opening-night party for a KLSX Rock Art Show attracted some of the artists themselves, as Elton John, Stevie Nicks and Yes' Jon Anderson stopped by. "It certainly gets the media out there when you have that kind of star power," Segelbaum says.

When Segelbaum joined Greater Media's Philadelphia stations in the mid-1990s, the Rock Art Show came with him, to the cluster's Classic Rock WMGK. "The first event in Philadelphia was a tremendous success for the station," Segelbaum says. "The imaging of the event, the charity aspect of it, the press attention we got — it was amazing."

Segelbaum has now made the decision to expand the Rock Art Show to other markets. It hit the road for the first time this year, and seven stations

have signed agreements with Segelbaum and his advisor, former WMMR/Philadelphia PD Sam Milkman, to stage the exhibit in their towns.

Cool Investments

The show's 150 featured framed pieces of art include lithographs and paintings by famous musicians, in addition to hand-penned lyrics, Beatles animation art, classic album art, photos of classic rock artists and works inspired by classic rock artists, including pieces by late *New Yorker*



GENERATIONS Late Who bassist John Entwistle created this piece by placing each band member in a different generation — one he believed was significant for that person and best illustrated his personality.

magazine caricature artist Al Hirschfeld.

Perhaps the best part of the show is that all of the pieces in the exhibit are for sale, with a certain percentage of the proceeds going to a charity of the participating station's choice. Want to take home a cell of Beatles cartoon art? It's yours. "This is not a memorabilia show," Segelbaum says. "These are actual things that can go in an office, living room or family room. It's an investment."

One example of the many items available for purchase is a limited-edition piece from Paul McCartney. "McCartney printed only 300 numbered lithographs of one of his pieces, and it's signed," Segelbaum says. "When you see this collection, you'll look at it and say to yourself, 'This is really cool.' People have seen Jerry Garcia's ties, but when they see his artwork up close and in person, they really oooh and aaah."

Other items in the exhibit include outtake photos of a Crosby, Stills and Nash album cover shoot; outtakes from the famed shoot for the Doors' *Morrison Hotel* album cover; "Reality," a 2003 limited-edition lithograph created by David Bowie for his CD of the same name; and Jerry Garcia's "Dawn at the Ritz," which captures the artist's impressionist vision of New York's Central Park. Also on display is the popular "Jerry Garcia Multimedia" by Baron Wolman and Rick Garcia.

The marriage of rock and art isn't that far-fetched. Many famous rock 'n' roll stars went to art school and forged

their craft as musicians there, including John Lennon, Garcia and Bowie. Interestingly, one of Bowie's instructors in art school was the father of famed guitarist Peter Frampton.

Rockin' Road Show

The Rock Art Show is "seamless," says Segelbaum, meaning that any station that brings the exhibit to its market may brand the event as its own. "We just run it and put it together," says Segelbaum. "This is a whole new way to see classic rock artists, and

proceeds will benefit the Jimmy V. Foundation, formed in memory of famed North Carolina State men's basketball coach Jim Valvano.

WGRF/Bufalo and WDVE/Pittsburgh have already brought the show to town this year, and it will be staged by WODE/Allentown; WBOS/Boston; WBLM/Portland, ME; WTKV & WTKW/Syracuse; and WRCK/Utica, NY before the end of the year. WMGK is also planning a Rock Art Show event (Greater Media gets the right of first refusal in those markets where the company owns stations).

A Total Package

Show venues range from vacant stores in shopping malls to galleries to hotel ballrooms. "It's basically up to the radio station," Segelbaum says. "They know how best to promote themselves."

The show can also be tailored to suit the station's image. "For a 'Classic Rock That Really Rocks' station, we'll get more material that reflects that station's playlist," Segelbaum says. He's more than willing to make adjustments for a station.

While the Rock Art Show has proven to be popular with listeners, it's also helped some stations financially. "This is something that makes a lot of money for a radio station, and we work with the GMs, PDs and sales managers to make sure it's done well," Segelbaum says. "It's not just a situation where we bring in some artwork. It's a total package, and they can call it whatever they want."

"I've been in marketing and promotions for 20 years, and one of the things that comes back to me is how easy this thing is to do for radio. With the cooperation and support of all, it's really a great thing for a station to be involved in."

A full listing of exhibit pieces and further information about the Rock Art Show can be found at www.rockartshow.com.



SATURDAY MORNING BEATLES A limited-edition cell featuring cartoon art from the Beatles' ABC-TV Saturday-morning animated series is just one of many pieces available for sale in the Rock Art Show.

it's a hip promotion. Classic Rock is a stagnant format; a lot of people don't understand putting 'hip' and 'Classic Rock' together."

Segelbaum also touts the upscale appeal of the Rock Art Show and how it gives stations a nice advantage when lining up advertisers as sponsors. Segelbaum doesn't charge for staging the show, relying instead on commissions from show sponsorships to cover his expenses. "The show is free to listeners and fully sponsored," he says.

Segelbaum and his team do much of the work for the stations that stage the show, and keeping it fresh is his biggest challenge. "It's a very visual event," Segelbaum says. "It's something that takes a lot of talent to do. But everywhere we've done it, the airstaffs are amazed and supportive of it."

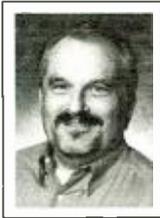
The Rock Art Show is spending the weekend of Aug. 21 in Raleigh, where Clear Channel's WRDU is staging it in a local mall. A portion of the show's

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PART TWO OF A TWO-PART SERIES

Spring 2004: Return Of The Ratings

Multiple Pop successes force second column on topic

And we're back! Last week, we shared some of the great ratings people in the CHR/Pop world had in the spring book. But, since the format received an industrial-sized vat of ratings love this book, we couldn't cram it into just one column. So, here, enlarged for your enjoyment, is the second part of this round of Pop successes.

**WKQI (Channel 95-5)
Detroit**

"It's refreshing to see the Pop format, as a whole, coming back strong in the spring." That's master of understatement Dom Theodore, PD of WKQI, on the receiving end of a pretty sweet spring book his own self, cracking the top 10 with a 3.5-4.0 12+ effort.

"The book was amazing; we had more No. 1 categories than ever before," he tells R&R. "We're No. 1 with women 18-34, No. 2 18-34, and, in the third phase, we pulled a 4.5 12+, which is huge in this environment. *Mojo in the Morning* is also No. 1 with women 18-34, as were midday talent Michelle Taylor and Beau in the afternoon."

Theodore chalks up CHR's success to a number of factors: "A lot of stations did some great promotions, and the music cycle has improved. It's a good time for the format again, although history tells us that it could all change at a moment's notice—it's the nature of the beast. All I know is, we've been up for three months in a row and are still going up, so life is good."

**WRVQ (Q94)
Richmond**

"It's a happy time around the old campfire," says WRVQ PD/morning anchor Wayne Coy, who's been around the biz long enough to know what an old campfire is supposed to look and smell like. He hasn't been around Q94 very long, however,

which makes this spring book particularly satisfying. "I was hired on April 15, just before the book started," he says.

"We're up 3.7-4.4 12+. With our target of 18-34 women, we jumped from fifth to second, and we went from seventh to third 18-34. Clear Channel Regional VP/Market Manager Ruth Jones was so happy that she and [CC/Virginia RVP/Programming] Bill Cahill were handing out hugs in the hallway. It was so much fun that I got back in line twice." Coy's own reformulated *Q Morning Zoo* also showed some nice upward movement.

"The timing couldn't be better," says Coy, who's now wrapping up his 2005 budgets. "It's great to have some nice numbers to hang that on. It's like asking your mom if you can borrow the car after getting a good report card."

**KHTS (Channel 93-3)
San Diego**

Not only did CHR/Pop as a format enjoy an incredible showing in the spring book, it was so strong in several key markets that it actually dominated—as in No. 1 12+. Such is the case in San Diego, as the crew at Clear Channel's KHTS, including PD Diana Laird, are enjoying the view from the top with no fear of heights.

"We're pretty damn excited," Laird says. "Not only were we No. 1 12+, we're also No. 3 18-34, and we did really well with the chicks too — can you blame them for loving us?"

We casually remind Laird that the last time Channel 93-3 landed at No. 1

12+, shortly after she arrived at the station, she had made an ill-advised promise before the book came out. "Yes, I had promised to do the Snoopy Dance naked across the street," she says, trying to act all annoyed that we brought it up. "So, on New Year's Eve of 2001, my neighbors got quite an eyeful. You will notice, however, that this time I have made no such stupid statement. I'm not a hatrack, you know — I do figure shit out after a while."

Add this news to the festivities: "[Clusterbuddy] XHTZ (Z90) was No. 2 in its target demo of 18-34, just 0.2 away from No. 1," says Laird, who adds, "I feel confident that I'm well on my way to world domination — or another good book, whichever comes first."

**WAPE (The Big Ape)
Jacksonville**

"We may be the oldest ride in the park, but we still have the longest line." That's WAPE PD Cat Thomas, calling to scream about his ridiculous spring book performance that saw the venerable Big Ape leap two full shares, 5.0-7.0 12+. We had a sneak-in suspicion there was more good news, and we were right: "We're also No. 1 with the following fine demos: 18-34 persons, 18-34 women, 25-34 women, 18-49 women and 25-54 women," Thomas tells R&R.

"I've been in radio since 1981 — that's 23 years, times four books a year — 92 books without a break. This is now the time. We've decided to take a vacation for the summer book to get ready for the fall and give everybody else a chance to catch up. However, Arbitron is welcome to include us if they want to."

**KHFI (96.7 Kiss FM)
Austin**

"This is the best book we've had in four years," says Tommy Austin, PD of Clear Channel CHR/Pop



BOOT TO THE HEAD Thanks to Don Anthony for allowing the R&R miscreants to play with the wacky jocks at this year's edition of Morning Show Boot Camp, held earlier this month here in Los Angeles. Due to circumstances beyond anyone's control, R&R CHR/Pop Editor Kevin Carter was invited to moderate the Programming Town Hall session. Seen here in pre-session mode are (l-r) Paragon Media Strategies' John Stevens, Infinity President/Programming Steve Rivers, Clear Channel/San Diego Regional VP/Programming Jim Richards, Carter, Emmis VP/Programming Jimmy Steal and Infinity Sr. VP/Programming Kevin Weatherly.

KHFI, located in the city named after him — or so he claims. "We're up a full point 12+, 3.7-4.7, and now fifth in the market."

"We're also No. 1 with our target of 18-24 women, No. 2 with 18-34 women, and top 10 25-54. I know these numbers don't sound as glamorous as some I've read about who are No. 1 in everything, but for us this is great growth. Hopefully, we can keep it going and build upon it."

"I told the staff, 'Sure, we just put together three good months in a row, but the next three could be horrible, so we can't let up, even for a minute.'"

**WQEN (103.7 The Q)
Birmingham**

"Our team name is 'The Empire!'" shrieks Tommy Chuck, PD of WQEN, who checks in while on his way to a company softball game. "But we're not evil, we're the kinder, gentler empire." And this apparently shows in the ratings: The station went 4.0-4.8 12+ and hit No. 4 18-34 with an 8.6-8.7.

"Mornings — *The Ace & TJ Show* — have seen tremendous growth. They were 13th when they started, but they've jumped to fifth 18-34 with a 7.2, doubling their numbers in the last nine months. Afternoons with Tommy Chuck — a radio god — we're fifth 12+, going 4.7-5.3.

"Our night show was great — third 12+ with a 7.7, No. 2 18-34 with a 10.3. Nick Nice continues to have the highest-rated daypart on the station. Overall, we were No. 1 18-34 on the weekends."

Asked how he does that voodoo that he does so well, Chuck replies, "We're constantly getting behind Ace & TJ and incorporating them into everything we do, and we're hammering it on the streets. We

have no outside marketing budget, so we're feeding our listener e-mail database with VIP e-mails. The 'Q Unit,' our street team, has done an awesome job of getting involved with every community event."

We suspect he's also got a spare R-, S- and T-Unit waiting in the wings.

**KKMG (98.9 Magic FM)
Colorado Springs**

"I rolled some dice, and, apparently, I didn't land on craps and all my money didn't go away." So says Chad Rufer, PD/afternoon maniac at KKMg. "I'm just blessed to have a phenomenal team. It's all about the people you surround yourself with, and I have one of the best staffs around. They give me the tools that I need to do it right."

We see no reason why Rufer should be so humble: He's ruling Colorado Springs with a giant bo staff as Magic continues its ratings reign with a 10.7-11.6 12+ climb to hold on to No. 1. "I'm just somebody who's paid to have fun, and the circus monkeys help," he says.

"I recently had a chance to catch up with [former KIIS/Los Angeles Asst. PD] Michael Steele, and I asked him what was in the special sauce that made KIIS such a great station. He told me, 'We won in the hallways. Everyone loved one another, we had fun together, everyone looked forward to coming to work, and no one was worried about their job.'"

"I thought about it, and we're winning in the halls here, too, and it carries over onto the air. Everyone comes here to have fun." And, damn, does it show. Magic is up 20.4-21.5 18-34 with a seven-point lead. With women 25-54 it's up 18.8-27.3. It is also No. 1 25-54, with an 8.7-10.8. After relaying these numbers, Rufer promptly burst into flames from all the excitement.



Tommy Austin



Chad Rufer



Tommy Chuck

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (000)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	JOJO Leave (Get Out) (BlackGround/Universal)	8425	-474	631200	19	119/0
2	2	ASHLEE SIMPSON Pieces Of Me (Geffen)	8377	+547	680518	13	120/0
3	3	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	6876	+36	548231	18	118/0
4	4	KEVIN LYTTLE Turn Me On (Atlantic)	6288	-97	528398	13	119/0
5	5	NINA SKY Move Ya Body (Next Plateau/Universal)	6006	+6	487897	12	111/2
8	6	MAROON 5 She Will Be Loved (Octone/JRMG)	5747	+721	477030	8	121/2
6	7	HOOBASTANK The Reason (Island/IDJMG)	5403	-536	432807	25	121/0
10	8	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	5065	+326	373669	8	121/2
11	9	ALICIA KEYS If I Ain't Got You (J/RMG)	4874	+177	328296	15	118/0
7	10	USHER Confessions Part 2 (LaFace/Zomba)	4487	-758	261080	14	114/0
9	11	SWITCHFOOT Meant To Live (Red Ink/Columbia)	4472	-496	366324	32	114/0
12	12	JUVENILE Slow Motion (Cash Money/Universal)	4437	+361	290761	8	91/1
17	13	NELLY My Place (Derry/Fo' Reel/Universal)	4189	+390	277006	5	113/1
16	14	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	4172	+295	318886	9	119/2
15	15	D12 How Come (Shady/Interscope)	3626	-305	260962	10	108/0
21	16	HOUSTON fICHINGY & NATE DOGG I Like That (Capitol)	3469	+431	252074	6	104/4
22	17	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	3349	+499	276577	10	108/4
14	18	LOS LONELY BOYS Heaven (Or/Epic)	3341	-656	196542	17	114/0
18	19	USHER fLUDACRIS & LIL' JON Yeah (LaFace/Zomba)	3296	-282	266426	30	110/0
20	20	FINGER ELEVEN One Thing (Wind-up)	3180	+83	195801	13	97/2
24	21	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	3050	+619	206632	6	101/8
19	22	BRITNEY SPEARS Everytime (Jive/Zomba)	2665	-593	191490	16	115/0
23	23	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	2577	-127	125093	12	101/0
26	24	BRITNEY SPEARS Outrageous (Jive/Zomba)	2482	+155	154030	5	103/0
29	25	LINKIN PARK Breaking The Habit (Warner Bros.)	2450	+512	185339	4	108/11
27	26	PETEY PABLO Freek-A-Leek (Jive/Zomba)	2057	-192	140303	16	95/0
34	27	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	1839	+463	86354	3	97/9
30	28	LLOYD BANKS On Fire (Interscope)	1767	-64	104564	7	70/0
33	29	KELLY CLARKSON Breakaway (Hollywood)	1733	+344	140322	4	81/2
32	30	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	1536	+10	78506	8	66/0
39	31	TERROR SQUAD Lean Back (Universal)	1467	+416	163303	3	54/11
35	32	MODEST MOUSE Float On (Epic)	1453	+192	50543	6	79/6
31	33	MIS-TEEQ Scandalous (Reprise)	1449	-340	87275	18	111/0
36	34	KIMBERLEY LOCKE Wrong (Curb/Reprise)	1367	+139	52652	6	78/1
41	35	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	1337	+358	83543	3	86/10
40	36	CIARA fPETEY PABLO Goodies (LaFace/Zomba)	1314	+315	124986	4	51/19
42	37	DASHBOARD CONFSSIONAL Vindicated (Vagrant/Interscope)	1116	+145	45413	3	83/8
45	38	SEETHER fJAMY LEE Broken (Wind-up)	1034	+305	43298	2	60/15
43	39	LLOYD fASHANTI Southside (Murder Inc./Def Jam/IDJMG)	1025	+119	64243	4	49/8
44	40	FRANZ FERDINAND Take Me Out (Domino/Epic)	877	+147	43778	2	65/4
47	41	TOBY LIGHTMAN Real Love (Lava)	782	+167	43133	2	67/8
38	42	TRAPT Echo (Warner Bros.)	750	-314	42090	16	77/0
37	43	SHIFTY Slide Along Side (Maverick/Warner Bros.)	748	-434	28224	8	61/0
Debut	44	SKYE SWEETNAM Tangled Up In Me (Capitol)	714	+197	18176	1	69/7
Debut	45	NITTY Nasty Girl (Universal)	600	+94	46459	1	20/6
Debut	46	PITBULL fLIL' JON Culo (TVT)	592	+66	61691	1	28/3
Debut	47	HILARY DUFF Fly (Buena Vista/Hollywood)	579	+413	63802	1	77/18
46	48	TWISTA Overnight Celebrity (Atlantic)	525	-100	28724	16	56/0
50	49	YING YANG TWINS Whats Happnin! (TVT)	488	-64	18323	4	30/0
Debut	50	ANGEL Just The Way I Am (Midias/ADA/WMG)	448	-42	8940	1	37/0

Most Added*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
CIARA fPETEY PABLO Goodies (LaFace/Zomba)	19
HILARY DUFF Fly (Buena Vista/Hollywood)	18
VANESSA CARLTON White Houses (A&M/Interscope)	18
SEETHER fJAMY LEE Broken (Wind-up)	15
KILLERS Somebody Told Me (Island/IDJMG)	15
LINKIN PARK Breaking The Habit (Warner Bros.)	11
TERROR SQUAD Lean Back (Universal)	11
GAVIN DEGRAW I Don't Want To Be (J/RMG)	11
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	10
MONICA U Should've Known Better (J/RMG)	10

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MAROON 5 She Will Be Loved (Octone/JRMG)	+721
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	+619
ASHLEE SIMPSON Pieces Of Me (Geffen)	+547
LINKIN PARK Breaking The Habit (Warner Bros.)	+512
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	+499
BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	+463
HOUSTON fICHINGY & NATE DOGG I Like That (Capitol)	+431
TERROR SQUAD Lean Back (Universal)	+416
HILARY DUFF Fly (Buena Vista/Hollywood)	+413
NELLY My Place (Derry/Fo' Reel/Universal)	+390

New & Active

STORY OF THE YEAR Anthem Of Our Dying Day (Maverick/Reprise)
Total Plays: 352, Total Stations: 30, Adds: 0

VANESSA CARLTON White Houses (A&M/Interscope)
Total Plays: 284, Total Stations: 34, Adds: 18

MONICA U Should've Known Better (J/RMG)
Total Plays: 280, Total Stations: 37, Adds: 10

KILLERS Somebody Told Me (Island/IDJMG)
Total Plays: 241, Total Stations: 41, Adds: 15

FRICKIN' A Trend (Toucan Cove/Alert Entertainment)
Total Plays: 199, Total Stations: 18, Adds: 3

BEU SISTERS What Do You Do In The Summer... (S-Curve/EMC)
Total Plays: 183, Total Stations: 20, Adds: 1

FATBOY SLIM fBOOTSY COLLINS The Joker (Astralwerks/Virgin)
Total Plays: 178, Total Stations: 20, Adds: 4

THREE DAYS GRACE Just Like You (Jive/Zomba)
Total Plays: 103, Total Stations: 18, Adds: 8

GAVIN DEGRAW I Don't Want To Be (J/RMG)
Total Plays: 63, Total Stations: 14, Adds: 11

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

121 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	ASHLEE SIMPSON Pieces Of Me (Geffen)	3765	+86	68982	12	60/0
1	2	JOJO Leave (Get Out) (BlackGround/Universal)	3720	-47	69349	18	59/0
3	3	KEVIN LYTTLE Turn Me On (Atlantic)	3334	+55	63200	13	58/0
4	4	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	3269	+1	60521	19	58/0
6	5	NINA SKY Move Ya Body (Next Plateau/Universal)	2926	+282	49771	10	55/1
8	6	MAROON 5 She Will Be Loved (Octone/JRMG)	2895	+355	53562	8	59/1
5	7	USHER Confessions Part 2 (LaFace/Zomba)	2619	-130	45682	11	54/1
10	8	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	2487	+174	44192	9	58/2
7	9	HOOBASTANK The Reason (Island/IDJMG)	2339	-228	42363	25	51/0
9	10	SWITCHFOOT Meant To Live (Red Ink/Columbia)	2203	-201	42277	30	47/0
12	11	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	2011	+124	35828	9	56/0
14	12	ALICIA KEYS If I Ain't Got You (JRMG)	1957	+182	35957	14	52/0
11	13	LOS LONELY BOYS Heaven (Or/Epic)	1884	-263	36104	17	46/0
16	14	NELLY My Place (Derty/Fo' Reel/Universal)	1861	+198	36787	5	53/0
18	15	FINGER ELEVEN One Thing (Wind-up)	1781	+173	31202	12	51/0
21	16	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	1557	+233	27921	7	53/5
20	17	JUVENILE Slow Motion (Cash Money/Universal)	1501	+99	27855	6	46/1
17	18	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	1498	-132	28172	12	44/0
19	19	D12 How Come (Shady/Interscope)	1294	-119	23808	10	49/0
15	20	BRITNEY SPEARS Everytime (Jive/Zomba)	1278	-492	23189	16	38/0
22	21	BRITNEY SPEARS Outrageous (Jive/Zomba)	1236	+156	20778	5	48/2
24	22	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	1229	+174	23260	5	46/0
28	23	LINKIN PARK Breaking The Habit (Warner Bros.)	1137	+283	21630	3	49/1
32	24	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	935	+233	17218	4	40/3
26	25	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	908	-44	20279	10	31/0
34	26	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	884	+309	16852	3	46/4
29	27	KIMBERLEY LOCKE Wrong (Curb/Reprise)	817	+57	14692	7	37/2
33	28	KELLY CLARKSON Breakaway (Hollywood)	811	+127	15677	4	36/2
30	29	LLOYD BANKS On Fire (Interscope)	745	+7	15046	6	39/0
23	30	MIS-TEEQ Scandalous (Reprise)	737	-343	14228	18	23/0
31	31	USHER f/LUDACRIS & LIL' JON Yeah (LaFace/Zomba)	701	-23	12892	30	28/0
38	32	SEETHER f/AMY LEE Broken (Wind-up)	693	+242	11490	4	39/14
35	33	FRICKIN' A Trend (Toucan Cove/Alert Entertainment)	558	+24	11487	6	20/0
39	34	BROOKE HOGAN Everything To Me (Transcontinental/I-4)	510	+67	8903	6	32/7
45	35	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	420	+118	8879	2	32/6
40	36	LEVEL Ride (Rock Quarry)	401	+1	6193	8	11/0
43	37	DASHBOARD CONFSSIONAL Vindicated (Vagrant/Interscope)	396	+53	7900	3	29/3
41	38	FEEL She Makes Makeup Look Good (Curb)	388	+26	6732	3	15/0
37	39	PETEY PABLO Freek-A-Leek (Jive/Zomba)	354	-145	7061	14	19/0
48	40	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	337	+59	5674	3	24/6
36	41	SHIFTY Slide Along Side (Maverick/Warner Bros.)	336	-189	6771	9	18/0
Debut	42	TERROR SQUAD Lean Back (Universal)	309	+99	6487	1	24/5
46	43	DAVID MARTIN Anyway (Independent)	305	+14	4285	5	8/0
44	44	TRAPT Echo (Warner Bros.)	284	-59	5549	18	10/0
Debut	45	LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	281	+100	5448	1	17/2
50	46	MODEST MOUSE Float On (Epic)	272	+41	4961	2	20/4
47	47	ANGEL Just The Way I Am (Midas/ADA/WMG)	254	-35	4238	6	22/0
42	48	JESSICA SIMPSON Angels (Columbia)	243	-101	3935	10	11/0
Debut	49	311 Love Song (Maverick/Volcano/Zomba)	207	+11	4089	1	8/1
49	50	TRAIN Ordinary (Columbia)	202	-33	5260	4	7/1

60 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14.
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Most Added*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
HILARY DUFF Fly (Buena Vista/Hollywood)	15
SEETHER f/AMY LEE Broken (Wind-up)	14
VANESSA CARLTON White Houses (A&M/Interscope)	9
BROOKE HOGAN Everything To Me (Transcontinental/I-4)	7
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	6
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	6
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	5
TERROR SQUAD Lean Back (Universal)	5
BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	4
MODEST MOUSE Float On (Epic)	4
MONICA U Should've Known Better (JRMG)	4
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	3
DASHBOARD CONFSSIONAL Vindicated (Vagrant/Interscope)	3
TOBY LIGHTMAN Real Love (Lava)	3
FRANZ FERDINAND Take Me Out (Domino/Epic)	3
STORY OF THE YEAR Anthem Of Our Dying Day (Maverick/Reprise)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MAROON 5 She Will Be Loved (Octone/JRMG)	+355
BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	+309
LINKIN PARK Breaking The Habit (Warner Bros.)	+283
NINA SKY Move Ya Body (Next Plateau/Universal)	+282
SEETHER f/AMY LEE Broken (Wind-up)	+242
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	+233
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	+233
NELLY My Place (Derty/Fo' Reel/Universal)	+198
ALICIA KEYS If I Ain't Got You (JRMG)	+182
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	+174
HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	+174
FINGER ELEVEN One Thing (Wind-up)	+173
BRITNEY SPEARS Outrageous (Jive/Zomba)	+156
KELLY CLARKSON Breakaway (Hollywood)	+127
BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	+124
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	+118
HILARY DUFF Fly (Buena Vista/Hollywood)	+106
LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	+100
JUVENILE Slow Motion (Cash Money/Universal)	+99
TERROR SQUAD Lean Back (Universal)	+99
BURKE RONEY Wendy (R World/Ryko)	+90
ASHLEE SIMPSON Pieces Of Me (Geffen)	+86
MONICA U Should've Known Better (JRMG)	+82
VANESSA CARLTON White Houses (A&M/Interscope)	+79
SKYE SWEETNAM Tangled Up In Me (Capitol)	+74
KILLERS Somebody Told Me (Island/IDJMG)	+73
BROOKE HOGAN Everything To Me (Transcontinental/I-4)	+67
TOM KAFAFIAN Can't Change Me (Great Escape)	+65
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	+59
KIMBERLEY LOCKE Wrong (Curb/Reprise)	+57

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ON THE RECORD

With

Mason

PD, KNDE/College Station, TX



College Station, TX is home to the fightin' Aggies of Texas A&M University. In less than 18 months, KNDE (Candy 95) has taken College Station by storm. Our city's population is as unique as our station moniker; 60,000 college students call Aggieland home. • Candy 95 is a mainstream CHR station playing all of today's hottest hits, like "Leave (Get Out)" by JoJo, "Burn" by Usher and "The Reason" by Hoobastank — three of our top-spinning records. Our phones light up for "Confessions Part II" by Usher, "Pieces of Me" by Ashlee Simpson, "How Come" by D12 and "Slow Motion" by Juvenile. • New songs like "She Will Be Loved" by Maroon 5 and "Let's Get It Started" by Black Eyed Peas have huge hit potential for us as we head into the fall. • Our listeners kick off their day with Mason and Mack of the *Morning Zoo*, followed by middays with Lesley K, the drive home with Adam Knight and the *Niblett Radio Program* at night. • Promotionally, we're as hot as a Texas summer! Our street team is constantly out and about, we've got tickets to all the major summer concerts, and we're looking forward to a busy fall with MTV's *Rock the Vote*, the VMAs and another great season of Aggie football. • We're thrilled with our new station and are excited about the momentum we continue to build. It's going to be another great year for "Aggieland's only hit music station," Candy 95!

JoJo makes it a double hat trick: six weeks at No. 1! No other movement in the top five, but **Maroon 5** inch up 8-6* and score Most Increased Plays ... **Avril Lavigne** climbs 10-8*, and **Alicia Keys** moves into the top 10 with an 11-9* jump ... **Nelly** is big in the teens, going 17-13*, and **Black Eyed Peas** are hot on his heels, with a 16-14* climb ... **Houston f/Chingy & Nate Dogg** aren't far behind; they run up 21-16* and are followed by **Ryan Cabrera**, with a 22-17* move ... The mid-20s see a lot of action: **Britney Spears** is up 26-24*, **Linkin Park** slide up 29-25*, and **Bowling For Soup** vault 34-27* ... **Kelly Clarkson** breaks 33-29* ... **Terror Squad** bring fear to the 30s with a 39-31* launch. Right behind them are **Modest Mouse**, who jump 35-32* ... **Switchfoot** dare to move 41-35*. Other notable climbs in the 30s: **Ciara f/Petey Pablo**, 40-36* (they also pick up Most Added honors this week); **Dashboard Confessional**, 42-37*; **Seether f/Amy Lee**, 45-38*; **Lloyd f/Ashanti**, 43-39* ... **Franz Ferdinand** take themselves up 44-40*, and **Toby Lightman** rockets 47-41* ... Chart debuts: **Skye Sweetnam**, **Nitty**, **Pitbull f/Lil Jon** and **Hilary Duff**.

— Keith Berman, Associate Radio Editor



ON THE RISE

ARTIST: Seether

LABEL: Wind-up

By MIKE TRIAS/ASSOCIATE EDITOR

Shaun Morgan (vocals, guitar), Dale Stewart (bass, vocals), John Humphrey (drums) and Pat Callahan (guitar), otherwise known as the rock outfit Seether, have steadily gained a following at radio since the release of their debut album, *Disclaimer*. "Through our touring and word of mouth we've been getting played on the Rock radio stations, but we'd never really been exposed to a pop audience," says South African-born frontman Morgan. "Soundtracks are a great way to get exposed internationally and on a Pop radio level."

Seether have offered a number of tracks to high-profile movies, including *Punisher* ("Sold Me"), *Daredevil* ("Hang On") and *Freddy vs. Jason* ("Out of My Way"). Now, it looks like "Broken," a version of which is on the *Punisher* soundtrack, will be their ticket to capturing Pop audiences.

The *Punisher* version of "Broken" is now hitting radio, and it features singer Amy Lee of Evanescence. Morgan suggested the duet when Seether were first approached by the movie's producers about using the song. "Amy and I had been dating for about a year, and when we both got off the road, we decided to work together on it," Morgan recalls. "We first recorded it in a Damien Rice, folk rock kind of way, all acoustic guitar and cello. But then Bob Marlette expanded it more with the vocals and the strings, and essentially gave the song a facelift. At first I wasn't convinced, but part of the growing process is the willingness to try something new. It's now more exciting and emotional."

Indeed "Broken," a sad song reminiscent

of an '80s power duet (except it rocks harder), evokes emotion, thanks to a strong melody and haunting vocals. After having a solid run on the Rock, Active Rock and Alternative charts, "Broken" climbs to No. 38* at Pop and No. 27* at Hot AC this week.

The new version of "Broken" also appears on Seether's *Disclaimer II*, a re-recording of their debut album, with a twist. They added eight more tracks and a DVD with videos and concert and behind-the-scenes footage. The entire album was remastered by Bob Marlette.

"I never thought the original version sounded exciting enough," says Morgan.

"It was a little compressed and didn't have the right dynamic. And if I'm not excited about it, how could someone else be? Bob is someone who likes the band and the music and who took the old version and breathed some excitement back into it. It now sounds more vibrant. There's an ebb and flow with the sound that we



missed the first time out.

"The band was really ready to do a new album, but then we realized it would be awesome to be able to remaster this one. It's now very diverse and better illustrates the band's flexibility as far as the way we can sound."

Fans who are waiting for brand-new material won't have to wait very long. So far Morgan has penned 25 new songs for potential use on the band's true sophomore effort, which they plan to start working on in earnest at the end of the summer. "I expect the next album will establish us as a rock band with a sound all our own," says Morgan. "Our singles so far may have been a little easy to confuse with other bands, but with the next one you will definitely know it's Seether when you hear it."

The band hopes to release the album next spring.

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August 20, 2004



America's Best Testing CHR/Pop Songs
12+ For The Week Ending 8/20/04

Artist Title (Label)	TW	LW	Famil.	Burn	W 12-17	W 18-24	W 25-34
MAROON 5 She Will Be Loved (Octone/JRMG)	4.19	4.29	94%	13%	4.40	4.29	3.83
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	4.14	4.19	68%	6%	4.54	4.25	3.64
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	4.10	4.02	92%	14%	4.39	4.20	3.96
MAROON 5 This Love (Octone/JRMG)	4.00	4.05	99%	50%	3.91	4.10	3.95
ASHLEE SIMPSON Pieces Of Me (Geffen)	3.99	4.02	97%	27%	4.35	4.02	3.88
JOJO Leave (Get Out) (BlackGround/Universal)	3.97	3.93	97%	36%	3.94	4.02	4.15
BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	3.94	3.76	93%	22%	3.97	3.85	3.88
SWITCHFOOT Meant To Live (Red Ink/Columbia)	3.91	3.95	94%	35%	4.06	3.90	3.70
HOOBASTANK The Reason (Island/IDJMG)	3.86	4.11	99%	54%	3.72	3.73	3.88
USHER f/LUDACRIS & LIL' JON Yeah (LaFace/Zomba)	3.81	3.81	99%	55%	3.72	3.97	3.79
FINGER ELEVEN One Thing (Wind-up)	3.81	3.81	71%	19%	3.91	3.70	3.90
YELLOWCARD Ocean Avenue (Capitol)	3.75	3.91	94%	35%	4.12	3.74	3.44
NICKELBACK Feelin' Way... (Roadrunner/IDJMG)	3.70	3.70	67%	16%	3.75	3.80	3.69
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	3.65	3.53	94%	41%	3.65	3.83	3.60
BRITNEY SPEARS Everytime (Jive/Zomba)	3.64	3.57	98%	44%	3.59	3.73	3.61
USHER Bum (LaFace/Zomba)	3.56	3.65	98%	54%	3.55	3.62	3.61
BRITNEY SPEARS Outrageous (Jive/Zomba)	3.55	-	82%	22%	3.65	3.68	3.49
MIS-TEEQ Scandalous (Reprise)	3.53	3.46	92%	36%	3.50	3.58	3.42
ALICIA KEYS If I Ain't Got You (J/RMG)	3.51	3.59	93%	41%	3.31	3.59	3.49
NINA SKY Move Ya Body (Next Plateau/Universal)	3.51	3.41	92%	40%	3.26	3.55	3.51
LOS LONELY BOYS Heaven (Or/Epic)	3.49	3.52	87%	33%	3.20	3.52	3.77
USHER Confessions Part 2 (LaFace/Zomba)	3.44	3.50	95%	46%	3.51	3.59	3.28
NELLY My Place (Derrty/Fo' Reel/Universal)	3.44	3.44	66%	18%	3.47	3.44	3.40
HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	3.41	-	69%	21%	3.54	3.75	3.24
O12 How Come (Shady/Interscope)	3.40	3.56	91%	33%	3.62	3.58	3.15
KEVIN LYTTLE Turn Me On (Atlantic)	3.32	3.49	89%	42%	3.13	3.39	3.44
M. WINANS f/ENYA... I Don't... (Bad Boy/Universal)	3.24	3.42	94%	55%	3.08	3.30	3.45
BEYONCÉ Naughty Girl (Columbia)	3.21	3.29	98%	64%	2.90	3.19	3.53
JUVENILE Slow Motion (Cash Money/Universal)	3.16	3.11	81%	36%	3.21	3.36	3.09

Total sample size is 463 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.



CHR/POP TOP 30



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	JOJO Leave (Get Out) (BlackGround/Universal)	475	-25	10	4/0
2	2	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	405	-59	14	5/0
4	3	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	403	+14	10	5/0
5	4	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	399	+23	8	4/0
3	5	NINA SKY Move Ya Body (Next Plateau/Universal)	383	-59	12	6/0
7	6	USHER Confessions Part 2 (LaFace/Zomba)	365	+12	11	4/0
6	7	K. CHANTE Does He Love Me (Vik/BMG Music Canada)	360	-3	7	4/0
8	8	NELLY My Place (Derrty/Fo' Reel/Universal)	342	+20	3	4/0
9	9	ASHLEE SIMPSON Pieces Of Me (Geffen)	314	+7	6	3/0
14	10	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	284	+34	3	2/0
13	11	JUVENILE Slow Motion (Cash Money/Universal)	283	+24	5	2/1
12	12	MAROON 5 She Will Be Loved (Octone/JRMG)	282	+11	3	3/0
15	13	KEVIN LYTTLE Turn Me On (Atlantic)	272	+22	6	5/0
10	14	SEETHER f/AMY LEE Broken (Wind-up)	267	-24	12	2/0
16	15	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	249	+12	6	3/1
18	16	HOOBASTANK The Reason (Island/IDJMG)	236	+6	19	7/0
11	17	MIS-TEEQ Scandalous (Reprise)	233	-44	14	1/0
28	18	K-OS Crabbucket (Astrawerks/Virgin)	232	+62	2	5/0
22	19	LINKIN PARK Breaking The Habit (Warner Bros.)	228	+35	2	3/0
17	20	D12 How Come (Shady/Interscope)	226	-10	5	5/0
27	21	BRITNEY SPEARS Outrageous (Jive/Zomba)	225	+51	2	4/0
26	22	TERROR SQUAD Lean Back (Universal)	208	+32	5	0/0
21	23	FEFE DOBSON Don't Go (Girls & Boys) (Island/IDJMG)	203	-2	11	4/0
19	24	BEYONCÉ Naughty Girl (Columbia)	197	-25	19	8/0
30	25	ALICIA KEYS If I Ain't Got You (J/RMG)	189	+22	5	3/0
23	26	SOULDECISION Cadillac Dress (Independent)	177	-14	8	3/0
-	27	LLOYD BANKS On Fire (Interscope)	170	+6	7	1/0
20	28	SWITCHFOOT Meant To Live (Red Ink/Columbia)	167	-48	5	2/0
Debut	29	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	156	+17	1	0/0
-	30	MAROON 5 This Love (Octone/JRMG)	155	-6	18	9/0

14 Canadian CHR reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. ♦ Indicates Cancan. © 2004, R&R, Inc.



KISS ON THE CHARLES WXKS-FM (Kiss 108)/Boston recently held its Kiss Concert on the Esplanade, which took place on the shores of the Charles River. Seen here before jumping in for an ill-advised swim are (l-r) Atlantic rep Lou Rizzo, performer Ryan Cabrera and Kiss jock Chris Shine.



A PIECE OF ASHLEE After being interviewed by WKSC (103.5 Kiss FM)/Chicago morning guy Drex, Geffen artist Ashlee Simpson was tackled by MD Smash, who forced her to pose with him. Seen here, pictured are (l-r) Smash and (under duress) Simpson.

Please Send Your Photos

R&R wants your best snapshots (color or black & white).

Please include the names and titles of all pictured and send them to:

R&R, c/o Keith Berman: kberman@radioandrecords.com

Stations and their adds listed alphabetically by market

WFLY/Albany, NY
OM: Kevin Callahan
APM: David Gony
1 PITKILL, ALI, JON
1 HILARY DUFF
1 VANESSA CARLTON
1 MONICA

WKCF/Albany, NY
PM: Bob Downes
SALUS
CHRISTINA MILKMAN BLACK BLOOD
MS-TEO

KKOB/Albuquerque, NM
OM: Eddie Hernandez
APM: Mike Anderson
APM: Mark Anderson
MD: Carlos Deza
1 CARA WETBY PABLO
1 KYLE SWEETNAM

KQOD/Alexandria, LA
PD: Ron Roberts
SALUS
SALUS OF THE YEAR
ALB

WAEB/Alentown, PA
PD: Laura S. James
MD: Mike Kelly
No Adds

KGOT/Anchorage, AK
OM: Mark Murphy
PD: Bill Stewart
RYAN CARPENA
5 AMELI LAVERNE
5 MARCOON 5

WDX/Appleton, WI
PM: David Berni
No Adds

WSTR/Atlanta, GA
PD: Don Brown
APM: J.J. Ammons
MD: Michael Chase
KELLY CLARKSON
1 HILARY DUFF

WNWO/Atlanta, GA
OM: Dylis Sprague
MD: Jeff Pitt
MD: Stephen Ed
MONICA
DASHBOARD CONFESSIONAL
HILARY DUFF

WAYV/Atlantic City, NJ
PM: Paul Kelly
3 CARA DEWARY
1 TONY LIGHTMAN
1 JOSS STONE
THREE DAYS GRACE

WZNY/Augusta, GA
PD: Jane Suller
5 LE P.F.
HILARY DUFF
SWITCHFOOT

KHF/Austin, TX
PM: Tammy Austin
TRIPLE DATE NIGHT
FATORY S.L.M. BROOKLYN COLLINS
1 HILARY DUFF
1 MONICA
1 VANESSA CARLTON

WBZN/Bangor, ME
OM: Paul Deegan
PD: Don Cashman
APM: Brian "Big" Jameson
2 HILARY DUFF
2 VANESSA CARLTON

WFMY/Baton Rouge, LA
PD: Kevin Campbell
No Adds

KOZY/Beaumont, TX
OM: Jim West
PM: Brandon Shaw
APM: Patrick Sanders
5 LE P.F.
MONICA

KRSO/Billingham, MT
OM: Tom Oshes
PD: Kyle Beck
APM: Lloyd Lashanti
1 MONICA

WZYX/Blot, MS
OM: Jilly Taylor
PD: Rick Carley
APM: M.J. Lantz
SALUS
SALUS OF THE YEAR
ALB

WWYL/Binghamton, NY
OM: KJ Brown
APM: KJ Brown
MS-TEO
CARA WETBY PABLO

WDBN/Birmingham, AL
OM: Doug Houston
PD: Tommy Clark
MD: Madeline Reeves
No Adds

KSAS/Boise, ID
PD: Hoss Brien
TOP LIP
VANESSA CARLTON

KZMG/Boise, ID
PD: Jim Allen
1 BITTY

WKXS/Boston, MA
PD: Patrick Davis
APM: Fernando Velez
SETHEN IAMY LEE

KWDE/Bryan, TX
PD: Donnie Hines
APM: Lashay K.
SETHEN IAMY LEE

WKSE/Delaware, NY
MD: Brian White
RYAN CARPENA
1 KYLE SWEETNAM
1 TONY LIGHTMAN
1 MONICA

WOO/Berlington
PM: Don Hollister
APM: Pete Baker
No Adds

WZL/Canton, OH
PD: John Lewis
MD: Gary Olson
DASHBOARD CONFESSIONAL
RYAN CARPENA
1 VANESSA CARLTON

WRZE/Cape Cod, MA
OM: Steve Hilde
PM: Steve Hilde
1 JUSTIN THERLER
1 NO COURT
1 MARCOON 5
1 BELLY
1 3 DOORS DOWN
1 SCORPION
1 BRYAN ADAMS
1 LUCIANO
1 CASSIDY HANCOCK
1 JESSIE J
1 ALICIA KEYS
1 BOWLING FOR SOUP
1 MONICA
1 VANESSA CARLTON
1 SEETHEN IAMY LEE

WRZC/Cape Cod, MA
OM: Steve Hilde
PM: Steve Hilde
1 JUSTIN THERLER
1 NO COURT
1 MARCOON 5
1 BELLY
1 3 DOORS DOWN
1 SCORPION
1 BRYAN ADAMS
1 LUCIANO
1 CASSIDY HANCOCK
1 JESSIE J
1 ALICIA KEYS
1 BOWLING FOR SOUP
1 MONICA
1 VANESSA CARLTON
1 SEETHEN IAMY LEE

WDCN/Chapel Hill, NC
APM: Chris McKeay
1 HILARY DUFF
1 MONICA
1 BITTY

WSSX/Charleston, SC
PD: Mike Edwards
APM: Greg Pitt
MD: Stephen Ed
MONICA
DASHBOARD CONFESSIONAL
VANESSA CARLTON

WVSR/Charleston, WV
OM: Jeff Whitehead
PD: Tony Lightman
APM: Anella
1 MONICA
1 HILARY DUFF
1 SEETHEN IAMY LEE

WKWS/Charlotte, NC
MD: Kell Reynolds
SALUS SWEETNAM
1 MONICA
1 JOSS STONE

WKCI/Chattanooga, TN
OM: Eric Van Dine
PM: Rigo
CARLA DEGAZI

WKSC/Chickasaw, IL
PD: Paul Phillips
APM: J. Ryan
SETHEN IAMY LEE
SWITCHFOOT
1 MONICA
1 VANESSA CARLTON
1 TONY LIGHTMAN

KLRS/Chicago, IL
PD: Scott Fries
1 SEETHEN IAMY LEE

WKFS/Cincinnati, OH
OM: Scott Reinhart
PD: Tommy Bodess
MD: Justin
1 LORNA PARK
1 MONICA

WKWS/Cleveland, OH
OM: Kevin Hildner
APM: Jeff Zaluski
1 BOWLING FOR SOUP
HILARY DUFF
VANESSA CARLTON
1 TONY LIGHTMAN

WKMG/Colorado Springs, CO
OM: Jilly Taylor
PD: Rick Carley
APM: M.J. Lantz
SALUS
SALUS OF THE YEAR
ALB

WKOK/Columbia, SC
PD: L.J. McKey
1 BOWLING FOR SOUP

WBFA/Columbus, GA
OM: Brian Wilkes
PM: Wes Carroll
APM: Amanda Lantz
1 STORY OF THE YEAR
1 CARA WETBY PABLO
1 FATORY S.L.M. BROOKLYN COLLINS
1 VANESSA CARLTON

WCGQ/Columbus, GA
OM: Bob Oshes
1 THREE DAYS GRACE
1 PITKILL, ALI, JON
1 VANESSA CARLTON

WCBC/Columbus, OH
PD: Jimmy Steele
APM: Joe Kelly
1 LE P.F.
1 VANESSA CARLTON

KHKS/Dallas, TX
PD: Patrick Davis
APM: Mike Forts
3 MARCOON 5
BLACK PIED PEGAS

WKDF/Dayton, OH
OM: Terry Ward
PD: Matt Johnson
TOP LIP/TWINS

WGTZ/Dayton, OH
OM: J.D. James
PM: Scott Sharp
2 LE P.F.
HILARY DUFF

WYD/Daytona Beach, FL
OM: Paul Stet
PM: Kater
THREE DAYS GRACE
FRIGIDA A

KFRD/Denver, CO
PD: Jim Lewis
MD: Gary Olson
DASHBOARD CONFESSIONAL
RYAN CARPENA
1 VANESSA CARLTON

KDWB/Des Moines, IA
PD: Greg Deane
MD: Scott Sandberg
LLOYD LASHANTI
HILARY DUFF

WDRO/Detroit, MI
PD: Alex Toy
APM: Jay Toyner
MD: Zach Carter
1 MONICA
1 BITTY
1 LLOYD LASHANTI

WKOD/Detroit, MI
PD: Don Theodor
APM: Steve Daniels
1 MONICA

WVTV/Elmira, NY
OM: Gary Olson
APM: Brian Stup
12 AMELI LAVERNE
11 HILARY DUFF
1 MONICA
1 SEETHEN IAMY LEE

WKDQ/Elmira, NY
PM: JJ Brown
SWITCHFOOT
KILLERS

WRTS/Erie, PA
OM: Rick Randoza
PD: Jeff Hartley
APM: Karen Black
5 SEETHEN IAMY LEE

WSTO/Evanston, IN
PM: John Brinkhoff
APM: Brad Reuter
20 SIMPLE PLAN
1 LE P.F.
1 CHERYL COOGE & LUCIANO
1 RYAN CARPENA
1 MONICA
1 VANESSA CARLTON

KMCK/Fayetteville, AR
OM: Jay Phillips
APM: J. Ryan
SETHEN IAMY LEE
SWITCHFOOT
1 MONICA
1 VANESSA CARLTON

WKWC/Flint, MI
PD: Scott Fries
1 SEETHEN IAMY LEE
1 TONY LIGHTMAN
1 MONICA
1 JOSS STONE

WKFS/Cincinnati, OH
OM: Scott Reinhart
PD: Tommy Bodess
MD: Justin
1 LORNA PARK
1 MONICA

WKWS/Cleveland, OH
OM: Kevin Hildner
APM: Jeff Zaluski
1 BOWLING FOR SOUP
HILARY DUFF
VANESSA CARLTON
1 TONY LIGHTMAN

WKMG/Colorado Springs, CO
OM: Jilly Taylor
PD: Rick Carley
APM: M.J. Lantz
SALUS
SALUS OF THE YEAR
ALB

WKOK/Columbia, SC
PD: L.J. McKey
1 BOWLING FOR SOUP

WBFA/Columbus, GA
OM: Brian Wilkes
PM: Wes Carroll
APM: Amanda Lantz
1 STORY OF THE YEAR
1 CARA WETBY PABLO
1 FATORY S.L.M. BROOKLYN COLLINS
1 VANESSA CARLTON

WCGQ/Columbus, GA
OM: Bob Oshes
1 THREE DAYS GRACE
1 PITKILL, ALI, JON
1 VANESSA CARLTON

WCBC/Columbus, OH
PD: Jimmy Steele
APM: Joe Kelly
1 LE P.F.
1 VANESSA CARLTON

WYMG/Gainesville, FL
PD: Rich Bailey
MD: Scott Sandberg
1 CARA WETBY PABLO
1 MONICA

WWSO/Grand Rapids, MI
PM: Eric O'Brien
7 LE SCHAPPY
1 TONY LIGHTMAN
1 MONICA
1 BOWLING FOR SOUP

WKLI/Greensboro, NC
PD: Jeff Metzger
APM: Terrie Keadle
MD: Brenda Jay
30 SEETHEN IAMY LEE
1 VANESSA CARLTON

WERO/Greenville, NC
PD: Jay Batts
APM: Chris "Hollywood" Mann
1 HILARY DUFF

WRHT/Greenville, NC
PD: Rick Tugler
OM: Holly Deane
APM: Rick Deane
1 MONICA
1 SEETHEN IAMY LEE

WFBC/Greenville, SC
PD: Rick Tugler
APM: Tim Schuster
1 MONICA
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WVMD/Hagerstown, MD
OM: Don Brien
BROCK HOGAN

WKHF/Harrisburg, PA
OM: Michael McCoy
APM: Jerry Kidd
KILLERS
KIMBERLY LOOGE

WKSS/Hartford, CT
PD: Rick Tugler
OM: Jo Jo Beane
22 TONY LIGHTMAN
1 THREE DAYS GRACE
1 VANESSA CARLTON

KRBE/Houston, TX
PD: Paul Kelly
MD: Leslie White
10 CARA WETBY PABLO
1 MONICA
1 SEETHEN IAMY LEE
1 CARA WETBY PABLO
1 MONICA
1 SEETHEN IAMY LEE

WYZZ/Hartsville, AL
PD: Keith Scott
MD: Billy "Big" Elliott
TONY LIGHTMAN

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WYQY/Jackson, MS
OM: Jimmy D.
APM: Mike West
THREE DAYS GRACE
MD: John DeSerrano
KILLERS
1 MONICA
1 SEETHEN IAMY LEE

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WWSI/Knoxville, TN
PD: Rich Bailey
MD: Scott Sandberg
1 LORNA PARK

WAZY/Lafayette, IN
PD: Tammy Frazz
APM: Mike Forts
1 MONICA
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

KSMO/Lafayette, LA
PD: Ryan Swanson
APM: Andrew "A.G." Gordon
1 MONICA
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WLAN/Lancaster, PA
OM: Michael McCoy
PD: JT Brown
APM: Holly Lane
7 JAMBLA
7 LE P.F.
1 MONICA
1 SEETHEN IAMY LEE

WLKT/Lexington, KY
PD: Ryan Swanson
APM: Rich Davis
2 CARA WETBY PABLO
1 TONY LIGHTMAN

KFRX/Lynch, NE
PD: Ryan Swanson
APM: Adam Michaels
1 TONY LIGHTMAN

KLAL/Little Rock, AR
PD: Randy Cain
APM: Ed Ammons
1 PITKILL, ALI, JON
1 CARA WETBY PABLO

WBLI/Nesque, NY
PD: Rick Schmitt
APM: JJ Ross
APM: JJ Ross
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

KUIS/Los Angeles, CA
PD: Jane Kelly
APM: Jane Pitt
No Adds

WFRN/New Bedford, MA
PD: Brian Beale
MD: David Dumas
14 DASHBOARD CONFESSIONAL
14 STELLA PEREZ
10 AMELI LAVERNE
5 BROCK HOGAN

WJLJ/Louisville, KY
PD: Steve Collins
SETHEN IAMY LEE
CARA WETBY PABLO
HILARY DUFF

WZVC/Louisville, KY
PM: Chris Beaudin
3 TONY LIGHTMAN
3 FRIGIDA A

KZLH/Lubbock, TX
OM: Wes Hiesterman
PM: Mike Johnson
10 HILARY DUFF
1 LE P.F.
1 RYAN CARPENA

WZEE/Madison, WI
OM: Mike Forts
PM: Joe Kelly
APM: Joe Kelly
1 SEETHEN IAMY LEE
1 LORNA PARK
1 DASHBOARD CONFESSIONAL

WHTZ/New York, NY
PD: Tom Palermo
APM: Steven Decker
MD: Paul "Coley" Bryant
No Adds

WJYY/Manchester, NH
PM: AJ Davette
1 LE P.F.
1 VANESSA CARLTON
1 TONY LIGHTMAN
1 CARA WETBY PABLO
1 MONICA
1 SEETHEN IAMY LEE

KFSW/Medford, OR
OM: Michael Mason
SETHEN IAMY LEE
HILARY DUFF

WQDA/Melbourne, FL
PD: Brian Beale
MD: Eric Deane
4 MONICA
1 JAMIE LEE
1 MONICA
1 SEETHEN IAMY LEE

WHYI/Miami, FL
PD: Rick Bailey
APM: Chris Beaudin
1 CARA WETBY PABLO
1 MONICA
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WSSS/Milwaukee, WI
OM: Chris Kelly
APM: PJ
1 CARA WETBY PABLO
1 BOWLING FOR SOUP

WYOO/Mobile, AL
PD: Rob Walker
APM: Scott Adams
16 MONICA

KHOP/Moderio, CA
OM: Richard Perry
PD: Chase Murphy
1 VANESSA CARLTON
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WBSO/Monmouth, NJ
PD: Greg Reed
Thames
APM: Ed Hauge
No Adds

KNOE/Monroe, LA
OM: Mark Richards
FATORY S.L.M. BROOKLYN COLLINS
HILARY DUFF
VANESSA CARLTON

WHYY/Montgomery, AL
OM: Bill Jones
APM: Karen Rife
1 MONICA

WVAQ/Morgantown, WV
PD: Lucy Hill
APM: John Mc
MD: Stephen Dard
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WVWX/Myrice Beach, SC
PM: Wes McCall
SETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WRYW/Nashville, TN
PD: Ryan Swanson
2 CARA WETBY PABLO
1 TONY LIGHTMAN

WBLI/Nesque, NY
PD: Rick Schmitt
APM: JJ Ross
APM: JJ Ross
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WFRN/New Bedford, MA
PD: Brian Beale
MD: David Dumas
14 DASHBOARD CONFESSIONAL
14 STELLA PEREZ
10 AMELI LAVERNE
5 BROCK HOGAN

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

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OM: David Edger
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WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

KGGZ/Portland, OR
PD: Eric Brindman
1 CARA WETBY PABLO
5 HOLETON HOWDY & WATE DOGS
3 TONY LIGHTMAN
1 AMANDA PEREZ
1 HAZE BOKE

WEZZ/Portland, ME
OM: Peter Jones
APM: Kevin Matthews
No Adds

KNOE/Monroe, LA
OM: Mark Richards
FATORY S.L.M. BROOKLYN COLLINS
HILARY DUFF
VANESSA CARLTON

WHYY/Montgomery, AL
OM: Bill Jones
APM: Karen Rife
1 MONICA

WVAQ/Morgantown, WV
PD: Lucy Hill
APM: John Mc
MD: Stephen Dard
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WVWX/Myrice Beach, SC
PM: Wes McCall
SETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WRYW/Nashville, TN
PD: Ryan Swanson
2 CARA WETBY PABLO
1 TONY LIGHTMAN

WBLI/Nesque, NY
PD: Rick Schmitt
APM: JJ Ross
APM: JJ Ross
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WFRN/New Bedford, MA
PD: Brian Beale
MD: David Dumas
14 DASHBOARD CONFESSIONAL
14 STELLA PEREZ
10 AMELI LAVERNE
5 BROCK HOGAN

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

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OM: David Edger
PD: Chris Edge
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PD: Chris Edge
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OM: David Edger
PD: Chris Edge
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PD: Chris Edge
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WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

KSLY/San Luis Obispo, CA
OM: Amy Winters
APM: Matt "The Best" Dennis
MD: Matt Rylter
30 JESSIE J
14 JACOB & SHELBA
MS-TEO
LORNA PARK

WAEV/Savannah, GA
OM: Brad Kelly
PM: Chris Allen
APM: Russ Francis
1 STORY OF THE YEAR
1 MONICA
1 SEETHEN IAMY LEE

KNOE/Monroe, LA
OM: Mark Richards
FATORY S.L.M. BROOKLYN COLLINS
HILARY DUFF
VANESSA CARLTON

WHYY/Montgomery, AL
OM: Bill Jones
APM: Karen Rife
1 MONICA

WVAQ/Morgantown, WV
PD: Lucy Hill
APM: John Mc
MD: Stephen Dard
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WVWX/Myrice Beach, SC
PM: Wes McCall
SETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WRYW/Nashville, TN
PD: Ryan Swanson
2 CARA WETBY PABLO
1 TONY LIGHTMAN

WBLI/Nesque, NY
PD: Rick Schmitt
APM: JJ Ross
APM: JJ Ross
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WFRN/New Bedford, MA
PD: Brian Beale
MD: David Dumas
14 DASHBOARD CONFESSIONAL
14 STELLA PEREZ
10 AMELI LAVERNE
5 BROCK HOGAN

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

WVNO/Indianapolis, IN
OM: David Edger
PD: Chris Edge
HILARY DUFF

KHTT/Dulka, OK
OM: Ted Taylor
APM: Matt "The Best" Dennis
MD: Matt Rylter
30 JESSIE J
14 JACOB & SHELBA
MS-TEO
LORNA PARK

WWKZ/Tupelo, MS
PD: Dave Taylor
MD: Marc Allen
27 JESSIE J
16 BRITNEY SPEARS
10 JAMBLA

KNOE/Monroe, LA
OM: Mark Richards
FATORY S.L.M. BROOKLYN COLLINS
HILARY DUFF
VANESSA CARLTON

WHYY/Montgomery, AL
OM: Bill Jones
APM: Karen Rife
1 MONICA

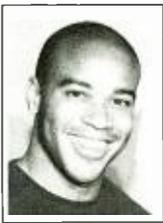
WVAQ/Morgantown, WV
PD: Lucy Hill
APM: John Mc
MD: Stephen Dard
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WVWX/Myrice Beach, SC
PM: Wes McCall
SETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WRYW/Nashville, TN
PD: Ryan Swanson
2 CARA WETBY PABLO
1 TONY LIGHTMAN

WBLI/Nesque, NY
PD: Rick Schmitt
APM: JJ Ross
APM: JJ Ross
1 SEETHEN IAMY LEE
1 MONICA
1 SEETHEN IAMY LEE

WFRN/New Bedford, MA
PD: Brian Beale
MD: David Dumas
14 DASHBOARD CONFESSIONAL
14 STELLA PEREZ
10 AMELI LAVERNE
5 BROCK HOGAN



Getting It Done Down South

Don London gives insight on WNVZ's climb to the top

When I got to looking over the spring '04 Arbitron ratings, I saw that Entercom's CHR/Rhythmic WNVZ (Z104)/Norfolk made an amazing jump, going 5.2-7.0, which put it No. 1 12+, 18-34 and 18-49. Friendly dude that I am, I gave PD Don London a call to congratulate him on his success. During the conversation London pointed out that WNVZ had not been on top since the late '80s, and I felt that it was my duty to show him some love and to detail how he and his staff worked hard to achieve their recent success.

"Right now one in five people in the market listens to Z104, which is amazing," says London. "It's all paid off and really come together."

What the station has accomplished is due in part to an incredible staff which is coupled with London's acute knowledge of programming and superb leadership. His recent success is truly a great achievement for a guy who set his sights on becoming a radio DJ when he was 6 years old.

"I grew up on Long Island, so I was listening to WABC/New York all the time and thinking about what the disc jockeys were saying and really enjoying the music," says London. "I started to break it down pretty early on."

As a child, London also lived in the market where he currently programs, and he remembers going down to the local radio station, WGH-AM/Norfolk, to watch his favorite DJs on the air.

"They had a fishbowl setup at WGH," he says. "I would go shopping with my mom at Military Circle Mall, and the only reason I wanted to go was so I could stand in front of the fishbowl window and watch the DJ while my mom did her shopping. She'd come back a couple hours later, and I'd be standing right there, checking out the scene."

Getting Started

After graduating from high school, London attended Central Michigan University, majoring in broadcast and cinematic arts. That's where he got his first shot at doing college radio.

London enriched his knowledge of radio during his college years by holding various on-air jobs at commercial stations, such as WHNN/Saginaw, MI, where he had a part-time weekend shift, working for Dave Brewer. He also spent a summer working for Mike McVay at WAKY/Louisville, where he did weekends as well.

London eventually worked his way up to being PD of his college station. "I was making \$12 a week," he says. After leaving school, London continued to build his radio foundation by working under Tom Owens, who is now in upper management at Clear Channel. "He was my program director in Louisville, at an album Rock station," says London. "He taught me a lot and, obviously, is an extremely sharp guy."

London landed his first programming position a year out of college at WJGS/Houghton Lake, MI. "I was a PD at 22," he says. "It was fantastic

and a dream come true for me. I worked hard and picked it up quick. We painted the cinderblock walls at that station, we took the trash to the dump, we cut the grass, we got coffee down at the grocery store — it was a complete small-town operation. We did whatever we needed to do. I was there for four years."

After leaving that station London programmed WIZM-FM/Lacrosse, WI for two years until he got his big break: a call to program in Indianapolis. "I think it was about a 207-market jump," he says. "I was 27 years old and programming Top 40 WZPL. We went from sixth to No. 1 with women 18-34 in our first two books and stayed there a very long time."

"Right now one in five people in the market listens to Z104, which is amazing. It's all paid off and really come together."

No Color Lines

London, who celebrates his 11th year programming WNVZ next month, took the programming position at the station in the fall of '93. He was programming another station in the market at the time, and the company he worked for purchased WNVZ.

"I came to Norfolk to program WWDE (2WD) which was an AC station," London says. "The FCC had just approved duopolies, and I knew we were going to get WNVZ. I knew there was a pretty good chance I'd be the PD there. So all of a sudden I was programming two radio stations."

The market encompasses a laid-back Southern beach resort area where it's not uncommon to see individuals trekking to the local grocery store in flip-flops and a bathing suit and where 34% of the population is African-American. Z104, though, has established itself as a station with no color lines.

"Everyone who is a part of Z104 is contributing, and everyone's a real believer in CHR/Rhythmic. Everyone listens to the station, everyone enjoys the station, and everyone's moving in the same direction and is on the same page."

"We're set up to mirror the population, and we've done a good job of it," says London. With artist such as Pharrell Williams of The Neptunes, Timbaland and Missy Elliott living in Virginia Beach and millions of tourists passing through the market, there is always something going on.

Twenty-six different radio signals beam into the market, so competition can be fairly intense at times. "Clear Channel's here, Saga's here, Barnstable's here, and Entercom, so we have some good broadcasters in the market," says London.

At one time WNVZ's biggest competitor was Clear Channel's Urban WOWI, but with more stations being launched — such as Entercom's Urban AC WVKL, which has attracted many of the market's adult African Americans — WOWI's ratings have slowly eroded over the years.

"They were truly one of the legends years ago," says London. "Then things got more and more intense. One of its sister stations, WBHH, which was rap and hip-hop at the time, took a little away from them. People kept eating into them more and more and more. It added up, and now it's no longer one of the giants of the universe."

Winning Ways

The dwindling competition has definitely played a role in WNVZ's recent success, but London attributes most of it to his staff. "We have a fantastic airstaff," he says, pointing out that the air talent have a tremendous amount of personality and are very entertaining. "We have *The Z Morning Zoo*, with Nick, Tricia and Shaggy. Nick we got from WKFR/Kalamazoo, MI; Tricia came to us from Kansas City; and Shaggy is from the market." The threesome did well in the spring book, placing second 18-34.

Next up is Nikki Lane. Afternoons are held down by MD Mike Klein, and the station recently hired Justin Wright from WXLK (K92)/Roanoke, VA to do nights. Z104 is second 18-34 in the mornings, No. 1 18-34 in middays and afternoons and No. 2 in the demo at night. "We have a tremendous staff," says London. "Everyone who is a part of Z104 is contributing, and everyone's a real believer in CHR/Rhythmic. Everyone listens to the station, everyone enjoys the station, and everyone's moving in the same direction and is on the same page."

London points out other factors that contributed to the station's ratings success: "We really made a concerted effort to focus on market hits as opposed to chart hits with our current playlist, our recurrences and what little gold we play."

"Then we plugged in to some fantastic promotions: cash giveaways, trips and all sorts of 18-34 lifestyle promotions. We gave away \$104 several times a day over the course of the



spring book. We did a promotion called "Get a Life," where we gave away \$19,000 worth of prizes, including an apartment lease, movie rentals, stereo systems — all kinds of stuff that would give the winner an opportunity to minimize their expenses.

"Then one of our smaller competitors changed formats. WBHH left rap and hip-hop, which certainly helped us. There were a couple of morning show changes in the market that also helped us. It all came together, the internal and external factors, at the same time."

Living The Dream

Although WNVZ achieved numbers it hasn't seen in years, London is still trying to improve the station in certain areas in order to solidify that success. "We can always be more visible in all the right places," he says. "The trick for all of us is to make sure to lock in our recipe and not change the game plan but to also realize that the game is always changing."

"In programming, it's a moving target. New artists and new songs come and go, changes happen here and there, and you're constantly adjusting. It's like a big chess game on a board that's moving."

London's time at WNVZ and working for Entercom has been very fulfilling. "We have a fantastic cluster, and we have a fantastic GM in Skip Schmidt," he says. "Everyone from Entercom Sr. VP/Programming Pat Paxton right on up to President David Field are 100% behind us. They're great with people, they're smart, they run a wonderful business, and it's amazing to be a part of it. It's living a dream come true every single day."

"In programming, new artists and new songs come and go, changes happen here and there, and you're constantly adjusting. It's like a big chess game on a board that's moving."

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (000)	WEEKS ON CHART	TOTAL STATIONS/ADDS
3	1	TERROR SQUAD Lean Back (Universal)	6844	+487	721009	10	86/0
2	2	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	6764	+364	645188	11	88/0
1	3	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	6576	+104	617184	13	84/0
4	4	JUVENILE Slow Motion (Cash Money/Universal)	5883	-427	623079	18	85/0
5	5	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	4954	-256	426223	14	85/1
9	6	NELLY My Place (Derrty/Fo' Reel/Universal)	4255	+543	389518	5	88/0
10	7	KEVIN LYTTLE Tum Me On (Atlantic)	3871	+364	424447	17	76/1
8	8	LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	3863	+101	297121	15	83/0
12	9	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	3793	+495	405604	22	74/7
6	10	USHER Confessions Part 2 (LaFace/Zomba)	3595	-406	405344	19	53/0
7	11	NINA SKY Move Ya Body (Next Plateau/Universal)	3583	-380	349202	19	75/0
16	12	LL COOL J Headsprung (Def Jam/IDJMG)	2812	+330	291383	7	83/3
11	13	LLOYD BANKS On Fire (Interscope)	2671	-695	268978	16	85/0
13	14	KANYE WEST Jesus Walks (Roc-A-Fella/IDJMG)	2477	-326	349056	17	80/0
18	15	YOUNG BUCK Let Me In (Interscope)	2461	+142	193352	8	78/2
14	16	YING YANG TWINS Whats Happnin! (TVT)	2360	-433	176924	18	74/0
17	17	TWISTA f/R. KELLY So Sexy (Atlantic)	2343	+17	251002	9	81/0
15	18	PETEY PABLO Freak-A-Leek (Jive/Zomba)	2207	-291	192698	33	82/0
23	19	AKON f/STYLES P. Locked Up (SRC/Universal)	2173	+313	311835	17	58/11
21	20	JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	2123	+216	296652	7	69/0
22	21	T.I. Let's Get Away (Grand Hustle/Anti)	1997	+135	169468	9	72/4
24	22	MONICA U Should've Known Better (J/RMG)	1775	+46	147122	10	72/2
20	23	D12 How Come (Shady/Interscope)	1649	-577	144070	10	68/0
29	24	J-KWON You & Me (So So Def/Zomba)	1317	+246	74881	4	69/9
33	25	MASE Breathe, Stretch, Shake (Bad Boy/Universal)	1300	+502	103918	2	64/5
27	26	PITBULL Back Up (TVT)	1195	+110	52952	7	46/0
26	27	PLAY-N-SKILLZ Freaks (Universal)	1108	-202	127284	19	43/0
28	28	SLUM VILLAGE Selfish (Barak/Capitol)	1053	-20	128631	7	51/1
31	29	AMANDA PEREZ f/LAYZIE BONE Dedicate (Powerhouse/Virgin)	1018	+105	54603	4	46/3
30	30	PETEY PABLO f/RASHEEDA Vibrate (Jive/Zomba)	964	+37	51736	7	55/1
32	31	213 Groupie Love (TVT)	960	+116	75374	4	45/3
37	32	LIL SCRAPPY No Problem (BME/Reprise)	954	+292	111481	6	49/9
34	33	SHAWNNA f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	940	+144	75811	5	58/3
36	34	ALICIA KEYS Diary (J/RMG)	928	+264	163106	5	58/12
40	35	BRANDY Who Is She 2 U (Atlantic)	751	+144	46203	2	54/2
38	36	GUERRILLA BLACK f/BENIE MAN Compton (Virgin)	687	+29	37326	3	40/3
35	37	MOBB DEEP Got It Twisted (Violator/Zomba)	658	-82	96947	16	39/0
39	38	JUVENILE f/WACKO & SKIP Nolia Clap (Rap-A-Lot)	615	-5	84647	6	25/5
41	39	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	568	-7	20580	5	26/1
43	40	FRANKIE J. f/PAUL WALL On The Floor (Columbia)	567	+20	24430	4	25/0
42	41	MASE Welcome Back (Bad Boy/Universal)	488	-79	50218	13	31/0
46	42	SILKK THE SHOCKER f/MASTER P We Like Dem Girls (New No Limit/Koch)	487	+97	44294	2	32/1
Debut	43	LLOYD BANKS I'm So Fly (Interscope)	393	+153	39833	1	52/45
Debut	44	N.D.R.E. Oye Mi Canto (Def Jam/IDJMG)	366	+67	78705	1	4/3
Debut	45	LIL' EDDIE f/MARIO WINANS I Don't Think I Ever (Yellowcity/Big3)	349	+45	15937	1	27/3
44	46	LIL ROB Neighborhood Music (Upstairs)	346	-133	29236	12	16/0
47	47	LENNY KRAVITZ f/JAY-Z Storm (Virgin)	336	-40	18863	3	23/0
Debut	48	D.D.D. f/KANYE WEST Higher (Legion)	328	+34	8986	1	27/3
45	49	CASSIDY f/MASHONDA Get No Better (J/RMG)	322	-135	29995	16	30/0
-	50	JAY-Z 99 Problems (Roc-A-Fella/IDJMG)	316	-46	18334	15	64/0

Most Added*

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ARTIST TITLE LABEL(S)	ADDS
LLOYD BANKS I'm So Fly (Interscope)	45
NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)	45
ALICIA KEYS Diary (J/RMG)	12
LLOYD Hey Young Girl (Murder Inc./Def Jam/IDJMG)	12
AKON f/STYLES P. Locked Up (SRC/Universal)	11
MOBB DEEP Real Gangstaz (Violator/Zomba)	10
J-KWON You & Me (So So Def/Zomba)	9
LIL SCRAPPY No Problem (BME/Reprise)	9
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	7
RUPEE Tempted To Touch (Atlantic)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY My Place (Derrty/Fo' Reel/Universal)	+543
MASE Breathe, Stretch, Shake (Bad Boy/Universal)	+502
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	+495
TERROR SQUAD Lean Back (Universal)	+487
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	+364
KEVIN LYTTLE Tum Me On (Atlantic)	+364
LL COOL J Headsprung (Def Jam/IDJMG)	+330
AKON f/STYLES P. Locked Up (SRC/Universal)	+313
LIL SCRAPPY No Problem (BME/Reprise)	+292
ALICIA KEYS Diary (J/RMG)	+264

New & Active

NEW EDITION Hot 2 Nite (Bad Boy/Universal)
Total Plays: 291, Total Stations: 25, Adds: 2

NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)
Total Plays: 284, Total Stations: 47, Adds: 45

TQ Right On (Hub/Lightyear)
Total Plays: 262, Total Stations: 14, Adds: 2

TONY SUNSHINE f/P. DIDDY & DIRTBAG Oh My God (Jive/Zomba)
Total Plays: 251, Total Stations: 18, Adds: 3

RUPEE Tempted To Touch (Atlantic)
Total Plays: 181, Total Stations: 26, Adds: 7

BENIE MAN King Of The Dancehall (Virgin)
Total Plays: 174, Total Stations: 14, Adds: 0

MOBB DEEP Real Gangstaz (Violator/Zomba)
Total Plays: 161, Total Stations: 23, Adds: 10

SHYNE f/ASHANTI Jimmy Choo (Glandland/Def Jam/IDJMG)
Total Plays: 159, Total Stations: 16, Adds: 5

WHITE BOY f/KANYE WEST U Know (ICEE)
Total Plays: 137, Total Stations: 23, Adds: 3

B. HARVEY f/W.F. JEAN Ole Ole Ole (Loving You) (Empire Musicwerks)
Total Plays: 125, Total Stations: 12, Adds: 1

Songs ranked by total plays

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

92 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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August 20, 2004

RANK ARTIST TITLE LABEL

- 1 **TERROR SQUAD** f/**FAT JOE** Lean Back (Universal)
- 2 **CIARA** f/**PETEY PABLO** Goodies (LaFace/Zomba)
- 3 **LIL' FLIP** Sunshine (Sucka Free/Loud/Columbia)
- 4 **JUVENILE** Slow Motion (Cash Money/Universal)
- 5 **LL COOL J** Headsprung (Def Jam/IDJMG)
- 6 **HOUSTON** f/**CHINGY & NATE DOGG** I Like That (Capitol)
- 7 **LLOYD BANKS** On Fire (Interscope)
- 8 **YOUNG BUCK** Let Me In (Interscope)
- 9 **AKON** f/**STYLES P** Locked Up (SRC/Universal)
- 10 **JADAKISS** f/**A. HAMILTON** Why (Interscope)
- 11 **CHRISTINA MILIAN** Dip It Low (Island/IDJMG)
- 12 **KEVIN LYTTLE** Turn Me On (Atlantic)
- 13 **LIL SCRAPPY** No Problem (BME/Reprise)
- 14 **T.I.** Let's Get Away (Grand Hustle/Antastic)
- 15 **KANYE WEST** Jesus Walks (Roc-A-Fella/IDJMG)
- 16 **PETEY PABLO** Freek-A-Leek (Jive/Zomba)
- 17 **NINA SKY** Move Ya Body (Next Plateau/Universal)
- 18 **YING YANG TWINS** Whats Happnin! (TVT)
- 19 **MOBB DEEP** Got It Twisted (Violator/Zomba)
- 20 **MASE** Breathe, Stretch, Shake (Bad Boy/Universal)
- 21 **TWISTA** f/**R. KELLY** So Sexy (Atlantic)
- 22 **JUVENILE** f/**WACKO & SLIP** Nolia Clap (Rap-A-Lot)
- 23 **USHER** Confessions Part 2 (LaFace/Zomba)
- 24 **LLOYD** f/**ASHANTI** Southside (Murder Inc./Def Jam/IDJMG)
- 25 **NELLY** f/**JAHEIM** My Place (Derrty/Fo' Reel/Universal)
- 26 **SLUM VILLAGE** Selfish (Capitol)
- 27 **MOBB DEEP** Real Gangstaz (Violator/Zomba)
- 28 **LLOYD BANKS** I'm So Fly (Interscope)
- 29 **SILKK THE SHOCKER** f/**MASTER P** We Like Dem Girls (New No Limit/Koch)
- 30 **213** Groupie Love (TVT)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 8/8-8/14 ©2004, R&R, Inc.

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PHAT MIX SIX

- MOBB DEEP** f/**LIL JON** Real Gangstaz (Violator/Zomba)
- BEENIE MAN** King of the Dancehall (Virgin)
- FABOLOUS** Breathe (Atlantic)
- LIL SCRAPPY** No Problem (BME/Reprise)
- N.O.R.E.** f/**NINA SKY** Oye Mi Canto (Def Jam/IDJMG)
- PITBULL** Dammit Man (TVT)

List is frozen.



ONE BIG OL' HAPPY FAMILY Everyone was in the building — well, outside — during the 17th annual KMEI/San Francisco Summer Jam at Shoreline Amphitheater, with performances by E-40, Monica, LL Cool J, Ciara, Mase, Too Short and many more. Taking a moment to snap a photo with Monica are (l-r) KMEI midday jock Sana G., Lawman Promotions' Greg Lawley, KMEI morning show host Chuy Gomez, Monica, KMEI night jock Big Von Johnson, MTV News and The World Famous Wake-Up Show's Sway, KMEI afternoon driver Super Snake, KMEI Asst. PD/MD Jazzy Jim and RCA Music Group Regional Cheryl Kovalchik.



OOPS, WE MADE A BLUNDER OK, we make mistakes too! Unfortunately, in last week's column a picture ran with the incorrect caption, so to set the record straight, this is the correct caption and photo. Yellow City/Big 3 recording artist Lil Eddie hit the road recently to promote his debut album, due out sometime in September. Pictured here (l-r) are KGGI/Riverside MD/evening jock ODM, Lil Eddie and Big 3 Entertainment's Mike Klein.

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Artist (Label)	TW	LW	Famil.	Burn	Pers. 12-17	Pers. 18-24	Pers. 25-34
TERROR SQUAD Lean Back (Universal)	4.24	4.15	89%	22%	4.23	4.23	4.24
USHER Confessions Part 2 (LaFace/Zomba)	4.21	4.17	99%	43%	4.18	4.24	3.97
HOUSTON iCHING & NATE DOGG I Like That (Capitol)	4.17	4.22	92%	22%	4.02	4.09	3.84
LIL' FLIP SLOW (Sucka Free/Loud/Columbia)	4.12	4.26	89%	19%	4.04	4.13	3.75
JUVENILE Slow Motion (Cash Money/Universal)	4.11	4.14	97%	30%	4.05	4.08	3.94
NELLY My Place (Derrty/Fo' Reel/Universal)	4.09	4.24	86%	14%	3.98	4.08	3.66
JADAKISS... Why (Ruff Ryders/Interscope)	4.08	4.07	76%	15%	4.13	4.17	4.02
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	4.03	-	95%	28%	3.97	3.97	3.94
T.I. Let's Get Away (Grand Hustle/Atlantic)	4.02	3.97	58%	11%	3.93	3.98	3.79
LLOYD BANKS On Fire (Interscope)	3.99	4.13	93%	32%	3.93	3.89	4.06
CIARA fiFETEY PABLO Goodies (LaFace/Zomba)	3.99	4.04	80%	14%	3.88	3.81	4.06
ALICIA KEYS If I Ain't Got You (J/RMG)	3.94	3.87	97%	44%	4.04	4.18	3.60
KANYE WEST Jesus Walks (Roc-A-Fella/IDJMG)	3.93	3.97	90%	28%	3.87	3.86	3.90
TWISTA ft. R. KELLY So Sexy (Atlantic)	3.90	3.97	82%	19%	3.87	3.90	3.79
AKON fISTYLES P. Locked Up (SRC/Universal)	3.90	4.08	63%	15%	3.75	3.75	3.78
NINA SKY Move Ya Body (Next Plateau/Universal)	3.89	4.07	96%	40%	3.85	3.88	3.78
YOUNG BUCK Let Me In (Interscope)	3.89	3.90	63%	10%	3.82	3.73	4.04
LLOYD fJASHANTI Southside (Murder Inc./Def Jam/IDJMG)	3.88	3.94	88%	26%	3.69	3.74	3.54
YING YANG TWINS Whats Happnin! (TVT)	3.87	3.91	75%	18%	3.70	3.68	3.76
MONICA U Should've Known Better (J/RMG)	3.86	3.92	81%	23%	3.85	3.94	3.57
LL COOL J Headsprung (Def Jam/IDJMG)	3.86	3.91	64%	12%	3.81	3.76	3.94
ALICIA KEYS Diary (J/RMG)	3.84	3.69	76%	24%	3.89	3.96	3.69
SLUM VILLAGE Selfish (Barak/Capitol)	3.78	3.81	66%	19%	3.69	3.68	3.71
MASE Welcome Back (Bad Boy/Universal)	3.67	3.88	83%	25%	3.58	3.60	3.54
LIL' WAYNE Bring It Back (Cash Money/Universal)	3.65	3.73	53%	12%	3.61	3.64	3.50
LIL SCRAPPY No Problem (BME/Reprise)	3.64	3.60	64%	18%	3.60	3.56	3.71

Total sample size is 442 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of local participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premier Radio Networks.

GOSPEL Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	KIERRA SHEARD You Don't Know (EMI Gospel)	439	+29	5	17/11
2	2	ISRAEL AND NEW... Again I Say Rejoice (Integrity/Vertical)	414	+8	5	13/10
3	3	TONEX Make Me Over (Verity)	365	-17	5	13/10
5	4	WILLIAMS BROTHERS I'm Still Here (Blackberry)	346	+40	5	12/11
7	5	STEPHEN HURD Undignified Praise... (Integrity)	329	+36	5	14/11
4	6	FRED HAMMOND Celebrate (He Lives) (Verity)	322	-58	5	12/11
6	7	TONEX (KIRK FRANKLIN) Since Jesus Came (Verity)	289	-9	5	12/10
8	8	J. HICKS & VOICES OF... Blessed Like That (World Wide Gospel)	264	-11	5	12/11
9	9	ISRAEL AND NEW... Another Breakthrough (Integrity/Vertical)	264	+14	5	12/12
10	10	R. KELLY U Saved Me (Live/Zomba)	240	+5	5	10/10
11	11	CECE WINANS Hallelujah Praise (Wellspring/Capitol)	230	-4	5	9/10
12	12	MARVIN SAPP You Are God Alone (Verity)	220	+9	5	6/10
18	13	DOROTHY NORWOOD Praise In The Temple (Malaco)	217	+47	5	12/13
16	14	K. WONDERBOY JOHNSON Let Go And Let God (Verity)	205	+29	5	12/12
14	15	NEW DIRECTION I'm Gonna... (Gospo Centric)	193	+9	5	9/10
13	16	EDDIE BRADFORD Too Close To The Mirror (Juana)	191	-10	5	9/10
19	17	KAREN CLARK-SHEARD We Acknowledge You (Atlantic)	185	+20	5	7/12
15	18	NEW BIRTH TOTAL PRAISE CHOIR Suddenly (EMI Gospel)	180	0	5	8/10
17	19	WILLIAM MURPHY, III Worship Experience (Verity)	173	+3	5	5/10
23	20	L. CAMPBELL & SPIRIT... There Is Nothing... (EMI Gospel)	129	+8	5	5/10
20	21	RICKY DILLARD Take Me Back (Crystal Rose)	129	-14	5	7/11
22	22	T. TRIBBETT ft. J. KEE My Joy (Sony Gospel/Columbia)	124	-2	3	7/10
21	23	NEVILLE PETER Personal (Good News)	124	-12	4	6/10
27	24	MIN. TIMOTHY BRITTEN Can't Nobody Do... (JDI)	120	+13	5	8/10
26	25	BISHOP PAUL S. MORTON God Is A Good God (Tehillah)	119	+10	3	4/10
24	26	D. LAWRENCE &... Restoring The Years (EMI Gospel)	118	+1	4	5/10
25	27	DEANDRE PATTERSON Give Him Glory (Tyscot)	114	+1	4	8/10
28	28	DONALD LAWRENCE Healed (Verity)	109	+24	1	7/11
30	29	DETRICK HADDOON God Is Good (Verity)	110	+11	2	10/11
Debut	30	BISHOP MICHAEL V. KELSEY &... Run And... (Independent)	104	+36	1	6/12

24 Gospel reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14.

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

Reporters

<p>WAZ/Atlanta, GA 11 BOYZ 2 MEN 12 YOUNG BUCK 13 NATE DOGG 14 NATE DOGG 15 NATE DOGG 16 NATE DOGG 17 NATE DOGG 18 NATE DOGG 19 NATE DOGG 20 NATE DOGG 21 NATE DOGG 22 NATE DOGG 23 NATE DOGG 24 NATE DOGG 25 NATE DOGG 26 NATE DOGG 27 NATE DOGG 28 NATE DOGG 29 NATE DOGG 30 NATE DOGG</p>	<p>WAZ/Atlanta, GA 11 BOYZ 2 MEN 12 YOUNG BUCK 13 NATE DOGG 14 NATE DOGG 15 NATE DOGG 16 NATE DOGG 17 NATE DOGG 18 NATE DOGG 19 NATE DOGG 20 NATE DOGG 21 NATE DOGG 22 NATE DOGG 23 NATE DOGG 24 NATE DOGG 25 NATE DOGG 26 NATE DOGG 27 NATE DOGG 28 NATE DOGG 29 NATE DOGG 30 NATE DOGG</p>	<p>WAZ/Atlanta, GA 11 BOYZ 2 MEN 12 YOUNG BUCK 13 NATE DOGG 14 NATE DOGG 15 NATE DOGG 16 NATE DOGG 17 NATE DOGG 18 NATE DOGG 19 NATE DOGG 20 NATE DOGG 21 NATE DOGG 22 NATE DOGG 23 NATE DOGG 24 NATE DOGG 25 NATE DOGG 26 NATE DOGG 27 NATE DOGG 28 NATE DOGG 29 NATE DOGG 30 NATE DOGG</p>	<p>WAZ/Atlanta, GA 11 BOYZ 2 MEN 12 YOUNG BUCK 13 NATE DOGG 14 NATE DOGG 15 NATE DOGG 16 NATE DOGG 17 NATE DOGG 18 NATE DOGG 19 NATE DOGG 20 NATE DOGG 21 NATE DOGG 22 NATE DOGG 23 NATE DOGG 24 NATE DOGG 25 NATE DOGG 26 NATE DOGG 27 NATE DOGG 28 NATE DOGG 29 NATE DOGG 30 NATE DOGG</p>	<p>WAZ/Atlanta, GA 11 BOYZ 2 MEN 12 YOUNG BUCK 13 NATE DOGG 14 NATE DOGG 15 NATE DOGG 16 NATE DOGG 17 NATE DOGG 18 NATE DOGG 19 NATE DOGG 20 NATE DOGG 21 NATE DOGG 22 NATE DOGG 23 NATE DOGG 24 NATE DOGG 25 NATE DOGG 26 NATE DOGG 27 NATE DOGG 28 NATE DOGG 29 NATE DOGG 30 NATE DOGG</p>	<p>WAZ/Atlanta, GA 11 BOYZ 2 MEN 12 YOUNG BUCK 13 NATE DOGG 14 NATE DOGG 15 NATE DOGG 16 NATE DOGG 17 NATE DOGG 18 NATE DOGG 19 NATE DOGG 20 NATE DOGG 21 NATE DOGG 22 NATE DOGG 23 NATE DOGG 24 NATE DOGG 25 NATE DOGG 26 NATE DOGG 27 NATE DOGG 28 NATE DOGG 29 NATE DOGG 30 NATE DOGG</p>	<p>WAZ/Atlanta, GA 11 BOYZ 2 MEN 12 YOUNG BUCK 13 NATE DOGG 14 NATE DOGG 15 NATE DOGG 16 NATE DOGG 17 NATE DOGG 18 NATE DOGG 19 NATE DOGG 20 NATE DOGG 21 NATE DOGG 22 NATE DOGG 23 NATE DOGG 24 NATE DOGG 25 NATE DOGG 26 NATE DOGG 27 NATE DOGG 28 NATE DOGG 29 NATE DOGG 30 NATE 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PART TWO OF A TWO-PART SERIES

Spring '04 Ratings, Part 2

Urban/Urban AC formats beat Rhythmic in nine out of 15 battles

In the second part of our spring '04 Arbitron ratings recap, R&R looks at Urban, Urban AC and Gospel stations in the markets from 51 to 100 where Urban formats are heard. Also listed are any direct Rhythmic competitors whose music libraries lean primarily hip-hop and R&B.

In looking at an overview of these 23 markets, we see that in seven of them the Urban or Urban AC outlet was the No. 1 station or No. 1 music station 12+. In at least one market the Urban AC station was the top-rated station 12+. Also in at least one market a Gospel station outperformed its Urban and Urban AC competitors.

Of the 15 markets where the Urban and Urban AC formats

competed against a Rhythmic format, there were nine instances where the Urban or Urban AC format prevailed.

Of the 24 Urban stations competing in these 23 markets, 13 increased their ratings from winter to spring '04. Similarly, of the 19 Urban AC stations in the markets, 10 increased their ratings over the same period.

Breaking down each market by broadcast corporation, we see that Cox Radio dominated the No. 1 and 2 positions in Birmingham. Clear Channel's Urbans owned two of the top five slots in Wilmington, DE. Citadel had performers in Baton Rouge that claimed the top three positions 12+. In Charleston, two of the top five stations were in Citadel's Urban cluster, and Cumulus runs Mobile, where three of the top six stations in the market are from its Urban cluster.

Here's a breakdown of the Urban, Urban AC, Gospel and Rhythmic competitors in each market. (t) indicates a tie.



HEY, YOUNG GOLDEN GIRL Def Jam recording artist Lloyd made a promo stop to see The Dream Team Morning Show at WUSL (Power 99)/Philadelphia to promote his new single, "Hey Young Girl." Seen here (l-r) are Def Jam's Frank Johnson, Power 99's Golden Girl, Lloyd, Power 99's Q Deezey, Def Jam's C-Note and, seated in front, Power 99's S-Dot.

12+ Rank Sp '04	Station/Owner	Format	Wi '04	Sp '04
Buffalo, Market No. 52				
8	WBLK/Infinity	Urban	6.1	4.8
9	CKEY/Citadel	Rhythmic	4.2	4.1
20	WUFO/Sheridan	Gospel	0.5	0.5
21	WMNY/Citadel	Gospel	1.0	0.3
Oklahoma City, Market No. 53				
1	KKWD/Citadel	Rhythmic	7.3	8.0
15	KVSP-AM/Perry	Urban	3.4	2.1
Rochester, NY, Market No. 54				
3	WDKX/Monroe County	Urban	7.5	8.3
Louisville, Market No. 55				
4	WGZB/Radio One	Urban	6.5	5.9
6	WMJM/Radio One	Urban AC	4.3	4.3
16	WEGK/Radio One	Rhythmic	0.9	1.3

12+ Rank Sp '04	Station/Owner	Format	Wi '04	Sp '04
Richmond, Market No. 56				
3	WBTJ/Clear Channel	Urban	8.4	5.7
5(t)	WCDX/Radio One	Urban	5.5	5.2
5(t)	WKJS/Radio One	Urban AC	6.7	5.2
8	WJMO/Radio One	Urban Oldies	3.3	4.1
9	WPZZ/Radio One	Gospel	4.5	3.9
16	WREJ-AM/4M	Gospel	1.0	0.8
Birmingham, Market No. 57				
1	WBHK/Cox	Urban AC	11.3	11.1
2	WBHJ/Cox	Rhythmic	7.7	9.8
8	WENN/Clear Channel	Urban AC	3.8	4.5
12	WAGG/Cox	Gospel	3.5	3.1
15	WATV/Birmingham Ebony	Urban Oldies	1.9	1.6
Dayton, Market No. 58				
5	WDHT/Radio One	Rhythmic	6.8	6.5
8	WRNB/Radio One	Urban AC	3.9	4.6
16	WDAO/Johnson	Urban AC	1.5	1.4
Greenville, SC, Market No. 59				
3	WJMZ/Cox	Urban	8.6	7.0
6	WHZT/Cox	Rhythmic	5.1	5.0
14	WANS/Phillips-Small	Gospel	0.6	1.2
15(t)	WPJM/Cohen	Gospel	1.1	0.9
17(t)	WKDY/Associated	Gospel	0.8	0.6
17(t)	WRIX/Phillips-Small	Gospel	0.4	0.6
Albany, NY, Market No. 64				
10	WAJZ/Pamal	Urban	2.9	3.9
Tulsa, Market No. 65				
12	KTBT/Clear Channel	Rhythmic	3.1	3.2
15	KJMM/Perry	Urban	1.8	1.9
18	KGTO/Perry	Urban AC	0.7	1.7
19	KTFX/K-95.5	Gospel	0.7	0.8
Grand Rapids, Market No. 66				
16(t)	WJNZ/Goodrich	Urban	1.4	1.2
Knoxville, Market No. 72				
7(t)	WKHT/Journal	Rhythmic	3.3	3.4
8(t)	WYIL/Citadel	Rhythmic	3.1	2.9
9	WJZB/Seymour	Gospel	1.4	2.3
12	WKGN/Triple S	Urban AC	0.5	0.7
Omaha, Market No. 74				
5	KQCH/Journal	Rhythmic	5.2	6.0
14	KBLR/Waitt	Urban	3.1	3.0
Wilmington, DE, Market No. 77				
3	WDAS-FM/Clear Channel	Urban AC	4.4	6.1
5	WUSL/Clear Channel	Urban	4.1	3.8

12+ Rank Sp '04	Station/Owner	Format	Wi '04	Sp '04
10	WRDW/Beasley	Rhythmic	1.1	2.8
11	WJKS/QC	Urban	3.3	2.6
Syracuse, Market No. 80				
14	WPHR/Clear Channel	Urban AC	2.2	1.9
Toledo, Market No. 82				
7	WJUC/Welch	Urban	5.5	5.0
10	WIMX/Urban	Urban AC	3.9	3.9
Baton Rouge, Market No. 83				
1	WEMX/Citadel	Urban	8.2	8.4
2	KQXL/Citadel	Urban AC	9.1	7.4
3	WXOK/Citadel	Gospel	7.4	7.3
9	KSTZ/Clear Channel	Rhythmic	2.3	3.5
11	KRKA/Regent	Rhythmic	1.2	2.6
Greenville, NC, Market No. 84				
2	WIKS/Beasley	Urban	9.5	9.6
5	WQSL & WQZL/NextMedia	Rhythmic	6.4	5.5
12	WELS/Willis	Gospel	3.0	2.2
17	WMNX/Cumulus	Urban	1.0	1.1
18(t)	WTOW/Rouse	Gospel	0.0	1.0
19	WRSV/North Star	Urban	0.7	0.8
20	WOOW/Rouse	Gospel	0.9	0.7
Little Rock, Market No. 85				
2	KIPR/Citadel	Urban	7.4	7.9
5	KHTE/Archway	Rhythmic	4.0	5.9
7	KOKY/Citadel	Urban AC	5.5	5.3
16	KLIH/Citadel	Gospel	1.4	1.3
17	KITA/Rusk	Gospel	0.9	1.1
Charleston, SC, Market No. 89				
1	WWWZ/Citadel	Urban	7.7	8.6
3	WXST/Apex	Urban AC	8.0	7.7
5	WXTG/Citadel	Gospel	4.0	4.0
8(t)	WMGL/Citadel	Urban AC	4.1	3.7
8(t)	WSSP/Clear Channel	Urban	3.1	3.7
		(flipped to Talk)		
10	WJNI/Daniels	Gospel	4.4	3.3
15	WWBZ/Daniels	Rhythmic	2.1	1.9
Columbia, SC, Market No. 90				
3	WFMV/Glory	Gospel	8.5	6.5
4	WXBT/Clear Channel	Urban	4.1	6.0
5(t)	WLXC/Citadel	Urban AC	5.6	5.9
5(t)	WDDM/Inner City	Urban AC	6.1	5.9
6(t)	WHXT/Inner City	Urban	4.8	5.4
14	WGCV/Radio One	Gospel	0.7	0.6
Mobile, Market No. 93				
1	WBLX/Cumulus	Urban	11.5	12.0
2	WDLT/Cumulus	Urban AC	10.0	10.8
6	WGOK/Cumulus	Gospel	6.4	4.0
14	WLTV/Martin	Gospel	0.9	1.2
17	WBUV/Clear Channel	Urban	1.3	0.7
Wichita, Market No. 95				
2	KDGS/Entercom	Rhythmic	8.7	7.7
16	KSJM/Sherman	Urban AC	1.2	1.1

Parker Named R&R Account Executive

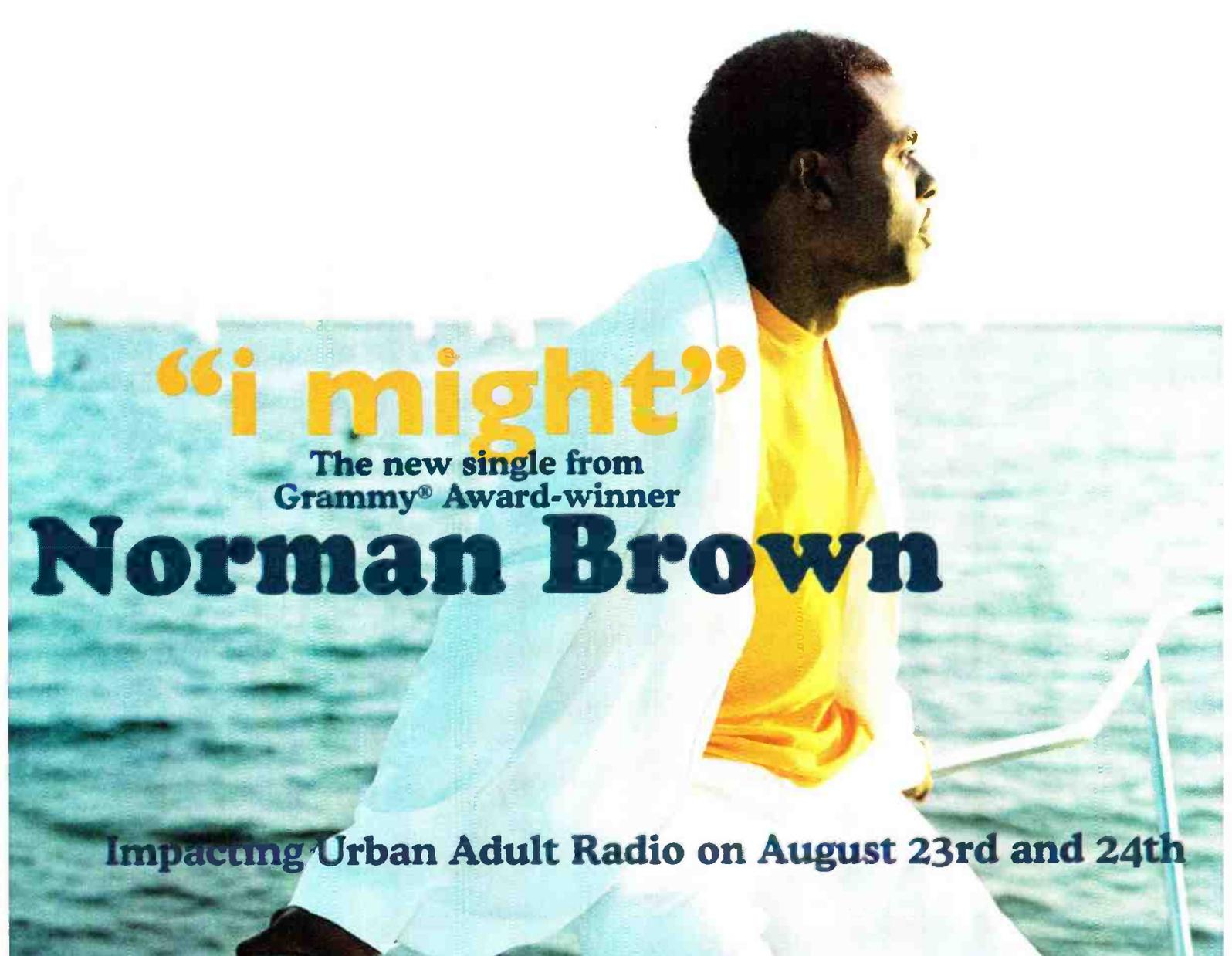
R&R has promoted Maria Parker to Account Executive, handling Urban, Urban AC, Gospel and Smooth Jazz. She replaces Em Llamado, who will now work exclusively with independent-label advertising.

Parker joined R&R in July 2003 as Sales/Marketing Coordinator. She was previously Promotions Director at Clear Channel's WJBT, WSOL & WZAZ/Jacksonville, where she worked closely with Clear Channel VP/Urban Programming Doc Wynter and then-WJBT & WSOL PD Aaron Maxwell. She has also held positions with Sidra Smith Casting, Reich Katz & Landis Baseball Group, Mouthpiece Sports and Delicious Vinyl/Brass Records in Los Angeles.

Parker officially began her new role Aug. 9. She can be reached at 310-788-1648 or at mparker@radioandrecords.com.



Maria Parker

A photograph of Norman Brown on a boat, looking out at the ocean. He is wearing a white jacket over a yellow shirt. The background is a bright, slightly hazy view of the sea and sky.

“i might”

The new single from
Grammy® Award-winner

Norman Brown

Impacting Urban Adult Radio on August 23rd and 24th

“i might”

produced by James Poyser
and Vikter Duplaix

Featured on
West Coast Coolin’
A smooth blend of R&B
and Norman’s signature guitar sound

In stores 9.21



normanbrown.com warnerbrosrecords.com
Management: Bruce Kramer for Kramer Entertainment

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August 20, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	TERROR SQUAD Lean Back (Universal)	4352	+94	596508	10	62/1
4	2	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	3241	+192	448676	11	56/1
2	3	ALICIA KEYS Diary (J/RMG)	3165	-48	422904	13	69/1
8	4	CIARA #PETEY PABLO Goodies (LaFace/Zomba)	3034	+422	359804	8	71/2
7	5	JADAKISS #ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	2943	+285	387475	9	69/1
6	6	TWISTA #R. KELLY So Sexy (Atlantic)	2818	+36	306956	12	68/1
3	7	KANYE WEST Jesus Walks (Roc-A-Fella/IDJMG)	2785	-335	394534	20	71/1
5	8	JUVENILE Slow Motion (Cash Money/Universal)	2629	-303	318022	27	24/1
11	9	NELLY My Place (Derrty/Fo' Reel/Universal)	2558	+335	311054	5	71/1
9	10	MONICA U Should've Known Better (J/RMG)	2360	-113	359797	21	70/1
10	11	USHER Confessions Part 2 (LaFace/Zomba)	2333	-67	296346	19	5/0
12	12	LL COOL J Headsprung (Def Jam/IDJMG)	2233	+67	233001	7	69/1
15	13	YOUNG BUCK Let Me In (Interscope)	1977	+115	211750	9	66/1
14	14	LIL SCRAPPY No Problem (BME/Reprise)	1968	+66	196171	12	64/1
17	15	T.I. Let's Get Away (Grand Hustle/Atlantic)	1919	+150	180436	12	66/2
19	16	AKON #STYLES P. Locked Up (SRC/Universal)	1706	+298	249207	7	35/3
13	17	LLOYD BANKS On Fire (Interscope)	1638	-314	207745	16	67/1
16	18	LLOYD #ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	1502	-271	162495	15	59/1
18	19	ALICIA KEYS If I Ain't Got You (J/RMG)	1431	-137	176297	27	67/0
22	20	ANTHONY HAMILTON Charlene (So So Def/Zomba)	1261	+221	141910	6	56/4
21	21	R. KELLY U Saved Me (Jive/Zomba)	1198	-24	129072	10	61/1
20	22	HOUSTON #CHINGY & NATE DOGG I Like That (Capitol)	1190	-183	122277	12	54/1
25	23	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	1135	+207	190426	7	31/1
30	24	JUVENILE #WACKO & SKIP Nolia Clap (Rap-A-Lot)	977	+149	96606	6	10/1
26	25	LENNY KRAVITZ #JAY-Z Storm (Virgin)	938	+20	73133	5	51/1
35	26	BRANDY Who Is She 2 U (Atlantic)	879	+173	78635	3	54/1
Debut	27	MASE Breathe, Stretch, Shake (Bad Boy/Universal)	874	+488	102420	1	53/3
31	28	GUERILLA BLACK #BEENIE MAN Compton (Virgin)	874	+102	61942	4	56/2
33	29	CRIME MOB Knuck If You Buck (BME/Warner Bros./Reprise)	851	+111	66926	8	44/1
36	30	KEVIN LYTTLE Turn Me On (Atlantic)	790	+96	174672	10	24/1
28	31	LIL' WAYNE Bring It Back (Cash Money/Universal)	778	-84	72648	17	33/0
32	32	SHAWNNA #LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	776	+17	107899	3	49/1
29	33	JILL SCOTT Golden (Hidden Beach/Epic)	776	-79	61363	6	47/1
38	34	MR. MAGIC I Smoke, I Drink (Independent)	775	+127	60406	4	2/1
23	35	YING YANG TWINS Whats Happnin! (TVT)	752	-223	74286	14	38/1
40	36	DEM FRANCHISE BOYZ White Teez (Universal)	683	+103	68288	3	36/2
27	37	MASE Welcome Back (Bad Boy/Universal)	653	-240	60306	13	53/1
37	38	D.O.D. #KANYE WEST Higher (Legion)	651	-19	52900	4	42/2
34	39	NINA SKY Move Ya Body (Next Plateau/Universal)	628	-100	58749	17	32/1
42	40	J-KWON Hood Hop (So So Def/Zomba)	533	-36	60558	11	45/2
41	41	NEW EDITION Hot 2 Nite (Bad Boy/Universal)	528	-52	59019	6	38/0
50	42	LLOYD BANKS I'm So Fly (Interscope)	500	+103	44902	2	62/54
Debut	43	NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)	449	+117	80298	1	63/62
43	44	MOBB DEEP Got It Twisted (Violator/Zomba)	428	-63	48300	16	35/1
49	45	SILKK THE SHOCKER #MASTER P We Like Dem Girls (New No Limit/Koch)	424	+25	32590	2	33/3
44	46	USHER Confessions Part 1 (LaFace/Zomba)	408	-38	62301	4	3/1
47	47	URBAN MYSTIC Where Were You? (Sobe)	398	-14	22398	2	31/2
Debut	48	SHAWN KANE Girl, I Wonder (J/RMG)	392	+2	22682	1	35/1
45	49	PETEY PABLO #RASHEEDA Vibrate (Jive/Zomba)	379	-54	19447	5	36/2
Debut	50	FANTASIA I Believe (J/RMG)	367	-21	25896	1	12/0

72 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added*

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ARTIST TITLE LABEL(S)	ADDS
NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)	62
LLOYD BANKS I'm So Fly (Interscope)	54
LLOYD Hey Young Girl (Murder Inc./Def Jam/IDJMG)	50
TRILLVILLE #PASTOR TROY Get Some Crunk In Yo System (BME/Warner Bros.)	35
MOBB DEEP Real Gangstaz (Violator/Zomba)	35
N2U Issues (Virgin)	34
JARVIS Radio (So So Def/Zomba)	9
STATIC #BABY Birdcalk (Third Millennium)	9
RUPEE Tempted To Touch (Atlantic)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MASE Breathe, Stretch, Shake (Bad Boy/Universal)	+488
CIARA #PETEY PABLO Goodies (LaFace/Zomba)	+422
NELLY My Place (Derrty/Fo' Reel/Universal)	+335
AKON #STYLES P. Locked Up (SRC/Universal)	+298
JADAKISS #ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	+285
SHYNE #ASHANTI Jimmy Choo (Gangland/Def Jam/IDJMG)	+258
ANTHONY HAMILTON Charlene (So So Def/Zomba)	+221
CHRISTINA MILIAN Dip It Low (Island/IDJMG)	+207
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	+192
JARVIS Radio (So So Def/Zomba)	+177

New & Active

BEENIE MAN King Of The Dancehall (Virgin)	Total Plays: 315, Total Stations: 30, Adds: 3
SHYNE #ASHANTI Jimmy Choo (Gangland/Def Jam/IDJMG)	Total Plays: 284, Total Stations: 51, Adds: 5
JARVIS Radio (So So Def/Zomba)	Total Plays: 279, Total Stations: 44, Adds: 9
JIM JONES #GAME, CAM'RON & LIL' FLIP Certified Gangstas (Koch)	Total Plays: 253, Total Stations: 21, Adds: 1
D'RYAN Take It Slow (Universal)	Total Plays: 250, Total Stations: 33, Adds: 0
I-20 #LUDACRIS Break Bread (DTP/Capitol)	Total Plays: 186, Total Stations: 30, Adds: 1
MARIO 18 (J/RMG)	Total Plays: 177, Total Stations: 11, Adds: 0
TONY SUNSHINE #P. DIDDY & DIRTBAG Oh My God (Jive/Zomba)	Total Plays: 174, Total Stations: 20, Adds: 1
RAHEEM OEVAGHUN Guess Who Loves You More (Jive/Zomba)	Total Plays: 143, Total Stations: 17, Adds: 1
TQ Right On (Hub/Lightyear)	Total Plays: 137, Total Stations: 11, Adds: 0

Songs ranked by total plays

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

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	ANITA BAKER You're My Everything (Blue Note/Virgin)	1397	+128	147926	8	48/3
2	2	PRINCE Call My Name (Columbia)	1331	+158	130584	14	44/2
3	3	ALICIA KEYS Diary (J/RMG)	1175	+120	132457	11	39/1
4	4	LUTHER VANDROSS Think About You (J/RMG)	1139	+105	150129	39	47/2
5	5	TEENA MARIE Still In Love (Cash Money/Universal)	1016	+44	111917	26	47/3
6	6	ALICIA KEYS If I Ain't Got You (J/RMG)	914	+106	111404	25	43/2
7	7	JILL SCOTT Golden (Hidden Beach/Epic)	851	+152	77847	10	41/2
8	8	R. KELLY Happy People (Jive/Zomba)	763	+70	83985	22	20/2
11	9	BRIAN MCKNIGHT What We Do Here (Motown)	731	+124	68216	8	44/2
10	10	PATTI LABELLE New Day (Def Soul/IDJMG)	704	+85	95195	22	40/3
12	11	KEM Love Calls (Motown/Universal)	671	+121	81003	80	36/2
9	12	USHER Burn (LaFace/Zomba)	666	+36	62577	18	13/1
15	13	AVANT Don't Take Your Love Away (Geffen)	507	+119	42148	23	19/2
14	14	BOYZ II MEN What You Won't Do For Love (MSM/Koch)	506	+63	43706	6	38/1
13	15	R. KELLY U Saved Me (Jive/Zomba)	500	+3	55002	9	36/4
17	16	MONICA U Should've Known Better (J/RMG)	431	+63	26353	17	23/2
19	17	BONEY JAMES f/BILAL Better With Time (Warner Bros.)	381	+22	35287	7	30/5
23	18	TAMYRA GRAY Raindrops Will Fall (19/Sobe)	380	+94	27535	4	33/2
16	19	LUTHER VANDROSS W/ BEYONCE' The Closer I Get To You (J/RMG)	371	-4	28664	16	38/1
20	20	JOE Priceless (Jive/Zomba)	334	-23	17961	12	30/1
18	21	JANET JACKSON R&B Junkie (Virgin)	329	-32	23104	7	27/0
21	22	LASHELL GRIFFIN Free (Epic)	322	-34	17034	15	22/0
25	23	VAN HUNT Down Here In Hell (With You) (Capitol)	296	+59	18759	6	26/2
24	24	WILL DOWNING Rhythm Of U & Me (GRP/VMG)	274	+23	21756	10	23/2
22	25	FANTASIA I Believe (J/RMG)	264	-60	19105	6	21/1
26	26	PATTI LABELLE & RONALD ISLEY Gotta Go Solo (Def Soul/IDJMG)	209	+12	35278	3	5/2
29	27	USHER Confessions Part 2 (LaFace/Zomba)	191	+10	21667	3	1/0
Debut	28	ANGIE STONE U-Haul (J/RMG)	190	+18	9813	1	21/1
-	29	REGINA BELLE For The Love Of You (Peak)	189	+20	10053	2	20/1
27	30	MARIO WINANS f/ENYA & P. DIDDY I Don't Wanna Know (Bad Boy/Universal)	176	-9	13529	16	9/0

51 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

TAMIA Still (Atlantic)
Total Plays: 170, Total Stations: 22, Adds: 3

AMEL LARRIEUX For Real (Bliss Life)
Total Plays: 167, Total Stations: 8, Adds: 2

TARRALYN RAMSEY Remedy (Casablanca/Universal)
Total Plays: 155, Total Stations: 18, Adds: 2

JEFF MAJORS Pray (Music One)
Total Plays: 134, Total Stations: 11, Adds: 3

GEORGE BENSON Irreplaceable (GRP/VMG)
Total Plays: 122, Total Stations: 15, Adds: 1

STEPHANIE MILLS Healing Time (JMJ/Lightyear)
Total Plays: 121, Total Stations: 10, Adds: 0

INCOGNITO True To Myself (Narada)
Total Plays: 107, Total Stations: 14, Adds: 1

RICKY FANTE It Ain't Easy (Virgin)
Total Plays: 99, Total Stations: 14, Adds: 2

LALAH HATHAWAY Forever, For Always, For Love (GRP/VMG)
Total Plays: 89, Total Stations: 18, Adds: 5

THEO Chemistry (TWP)
Total Plays: 88, Total Stations: 8, Adds: 1

Songs ranked by total plays

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BONEY JAMES f/BILAL Better With Time (Warner Bros.)	5
LALAH HATHAWAY Forever, For Always, For Love (GRP/VMG)	5
R. KELLY U Saved Me (Jive/Zomba)	4
ANITA BAKER You're My Everything (Blue Note/Virgin)	3
TEENA MARIE Still In Love (Cash Money/Universal)	3
PATTI LABELLE New Day (Def Soul/IDJMG)	3
TAMIA Still (Atlantic)	3
JEFF MAJORS Pray (Music One)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PRINCE Call My Name (Columbia)	+158
JILL SCOTT Golden (Hidden Beach/Epic)	+152
ANITA BAKER You're My Everything (Blue Note/Virgin)	+128
BRIAN MCKNIGHT What We Do Here (Motown)	+124
KEM Love Calls (Motown/Universal)	+121
ALICIA KEYS Diary (J/RMG)	+120
AVANT Don't Take Your Love Away (Geffen)	+119
ALICIA KEYS If I Ain't Got You (J/RMG)	+106
LUTHER VANDROSS Think About You (J/RMG)	+105
TAMYRA GRAY Raindrops Will Fall (19/Sobe)	+94

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SMOKIE NORFUL I Need You Now (EMI Gospel)	356
MUSIQ Whoknows (Def Soul/IDJMG)	329
OUTKAST The Way You Move (LaFace/Zomba)	299
BEYONCE' Me, Myself And I (Columbia)	293
ANTHONY HAMILTON Charlene (So So Def/Zomba)	272
HEATHER HEADLEY I Wish I Wasn't (RCA/RMG)	247
RUBEN STUDDARD Sorry 2004 (J/RMG)	242
ALICIA KEYS You Don't Know My Name (J/RMG)	228
LUTHER VANDROSS Dance With My Father (J/RMG)	220
R. KELLY Step In The Name Of Love (Jive/Zomba)	208

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Know Thy Listener

New Interep study portrays Country listeners and their habits

Did you know that 45.5 million Americans listen to Country radio every week? Are you aware that 61% of the audience fall in the 25-54 demographic, while 65% are between 18-49? Would it surprise you to know that 79% of all Country listeners own their own home?

These are just some of the interesting stats contained in the recently released Interep Research qualitative profile report "The State of Country Radio."

In his guest column here two weeks ago, consultant Joel Raab urged programmers to make sure that air talent understand the target audience. He wrote, "I'm amazed how many air talents do not know the target audience by age, where they live, what they do," and he suggested, "Have a seminar with your airstaff so that every time they crack the mike, what they say goes through the filter of 'Is what I'm saying relevant and compelling to my target listeners?'"

To do that, he said, PDs and personalities must define the listener. "Once you've defined the listener, have your air talent visualize a specific listener he or she knows who matches the target listener," he wrote. "The air talent can then do his or her show for that specific person. Radio is a one-to-one medium, and the more personal we make our presentations sound, the better we'll engage and the more successful we'll be."

In an effort to shed some light on exactly who Country radio is talking to every week, here are some of the results of the Interep research study.

Who And Where They Are

Perhaps more than any other format, Country radio mirrors America. According to Interep, 48% of the U.S. adult population are men 18+, and 52% are women 18+. By comparison, 46% of Country radio's 18+ audience are men and 54% are women. Of that 18+ population, 63% are 18-49, while 65% of Country listeners are 18-49. Some 59% of the general population are adults 25-54, and 61% of Country listeners are 25-54. The fact is, every demo cell of the population coordinates very closely to the percentage of that age group that listens to Country radio.

The same holds true for work, education and income levels. Of the 18+ population, 53% work full-time, and

58% of Country listeners are employed full-time. Nineteen percent of the 18+ population have attended some college; that figure is 20% for Country listeners.

Seventy-two percent of households are in the \$30,000+ income range. That number is 74% for Country listeners.



In the \$40,000-plus range, it's 61% of the general population and 63% of Country listeners. For those making over \$50,000, it's 51% of the general population and 52% of Country listeners. And in the \$60,000-plus range, it's 42% of both the general population and Country listeners.

The median age of a Country listener is 42.6 years. Sixty-three percent are married; 44% have one or more child at home. Broken out by census regions, 44% of all Country radio listeners are in the South, 28% in the Midwest, 18% in the West and 10% in the Northeast. Sixty-six percent of Country radio listeners reside in metropolitan areas — 42% in suburban areas and 24% in central city areas. Thirty-four percent are in non-MSA areas.

Country partisans spread their listening among a variety of formats. The top five formats with which Country shares listeners — meaning that Country listeners also listen to these formats — are AC (21%), CHR (17%), Classic Rock (13%), Oldies (13%) and Rock (12%). The top five radio formats that share listeners with Country radio — meaning that listeners of these formats also listen to Country — are Classic Hits (28%), Classic Rock (27%), AC (25%), Old-

ies (24%) and Rock (24%).

We're No. 1

Country is No. 1 among all formats in a number of areas, including:

- Among total adults (18+, Monday-Sunday, 6am-midnight), with 45.5 million listeners — 22% of the adult (18+) population. CHR is second, with 39.5 million, and AC is third, with 38.5 million.
- Among 25-54s, with 27.8 million listeners falling in that most desirable demo. AC is the runner-up, with 27.5 million, and CHR is third, with 24.6 million cumers.

• Among adults 18+ who own their own home. Interep notes, "Country radio clearly offers the best opportunity to reach the greatest number of adult homeowners." In fact, out of a total U.S. population (18+) of almost 150 million, 35.7 million own their own home. Among 25-54s, Country is also No. 1, with 21.6 million homeowners, compared to 21 million AC listeners and 15.6 million CHR listeners.

• Among 25-54 adults who are employed. According to Interep, Country radio reaches nearly 20 million people between 25-54 who have full-time jobs. AC is second, with 19.3 million, and CHR is third, with 17.4 million.

• Among married people. More than 19 million Country listeners 25-54 are married. Second is AC, with 18 million, and third is CHR, with 13.9 million.

Country radio also ranks No. 2 (behind AC) in a variety of key 25-54 qualitative consumer categories, including:

- Savings-account holders: 12.5 million vs. AC's 13 million
- Home-mortgage holders: 6.7 million vs. AC's 7.6 million
- Mutual-fund holders: 5.4 million vs. AC's 6.6 million
- U.S. savings- or government-bond bearers: 2.1 million vs. AC's 2.8 million
- IRA holders: 3.7 million vs. AC's 4.7 million
- Holders of 401(k) plans: 5.8 million vs. AC's 7.1 million
- Homeowners-insurance carriers: 19 million vs. AC's 19.3 million
- Life-insurance carriers: 16.2 million vs. AC's 16.7 million
- Medical-insurance carriers: 19.7 million vs. AC's 16.7 million
- Auto-insurance carriers: Just

Interep's Country Listener 'Quick Facts'

- Sixty-one percent are in the 25-54 demo; 65% are in the 18-49 demo.
- The median age of a Country listener is 42.6 years.
- Sixty-six percent live in metropolitan areas or suburbs; only 34% live in non-MSA areas.
- Twenty percent have attended some college or more.
- Sixty-three percent are married; 44% have one or more child at home.
- Seventy percent are employed full- or part-time.
- Seventy-four percent live in \$30,000-plus households; 52% in \$50,000-plus households.
- Seventy-nine percent own their primary residence.

slightly behind AC's 24.9 million

- Credit/debit-card holders: 19.4 million vs. AC's 21 million
- Department-store credit-card holders: 9 million vs. AC's 10.6 million.

More High-Tech Than Most

Country radio listeners also score highly in the area of high-tech, ranking first or second in household ownership of a variety of gear and gadgets. Country is No. 1 in households that own MP3 players (602,000 vs. No. 2 AC's 593,000) and portable DVD players (478,000 vs. No. 2 AC's 430,000).

Country ranks second (behind AC) in household ownership of cell phones (10.7 million vs. AC's 11.1 million), CD players (17.5 million vs. AC's 18.5 million), digital cameras (5.6 million vs. AC's 6 million), DVD players (13.8 million vs. AC's 15.3 million) and video games (12 million vs. AC's 12.3 million).

On the personal-computer front, Country radio listeners rank second among those who own a PC at home (20.5 million vs. No. 1 AC's 21 million) and third among those who own a laptop or notebook computer at home (3.8 million vs. No. 1 AC's 4.5 million). Country is first among those who use the Internet at least one to two times per week, with 2.4 million users; No. 2 is AC, at 2.1 million.

Eating & Driving

Country radio listeners lead all formats when it comes to buying or owning new or used cars, SUVs and trucks. We're No. 1 among those who, in the last year, bought a new domestic vehicle (10.2 million vs. No. 2 AC's 10.1 million) or a used domestic vehicle (5.7 million vs. No. 2 AC's 4.6 million).

Country is first among those who own any SUV (8.5 million vs. No. 2 AC's 8.2 million) and among those who own any two- or four-door truck (12 million vs. No. 2 AC's 8.6 million).

Country radio also leads in listeners who have dined out in the past six months. More than 21 million Country partisans visited a family restaurant or steak house in the six months prior to the survey, and more than 26 million had been to a fast-food or drive-in restaurant during that period.

As for washing it all down, Country listeners ranked first among regular-cola drinkers, first among partakers of regular-noncola drinks, second

among diet-cola fans and second among drinkers of diet-noncola drinks.

As for the suds, 25-54 Country radio listeners rank second among premium domestic beer drinkers, second among low-calorie domestic beer drinkers and second among all beer drinkers.

Attention, Shoppers

Country listeners are heavy consumers of all types of goods and services. They're No. 1 among those who have shopped at convenience stores. They're No. 1 among those who had shopped at either a Wal-Mart or a K-Mart in the six months prior to the survey — 21.1 million had shopped at a Wal-Mart, while 10.6 million had been to a K-Mart. Country was No. 2 among those who had shopped at a department, clothing or variety store in the six months preceding the survey.

Among those who had gone apparel shopping in the 12 months before the survey, Country listeners were No. 1 among those who shopped for men's clothing and for shoes and No. 2 among those who spent money on baby clothes, athletic shoes and women's clothing.

Country listeners were also tops among those who shopped for tools and home products. Country ranked No. 1 among those who had done any home remodeling and among those who had purchased any tools in the 12 months prior to the survey.

And, since all work and no play makes Country listeners pretty ornery, they spent lots of money on leisure activities. Country radio was the top format among those who took overnight camping trips, attended auto shows, gardened or painted or drew in the year before the survey. Country ranked second among those who visited museums, entertained at home and bought lottery tickets.

Thanks to Interep's Mary Ann Slepavic for allowing us to provide this overview of her report.

For the Record

In the "Slow Burn" article in the Aug. 13 issue of R&R, the executive who passed Tim McGraw's demo tape to then Curb executive Mike Borchetta was misidentified. The item should have named Capitol executive Bruce Wendell. R&R regrets the error.



Billy Joe Shaver Honors His Late Son

Storied songwriter releases *Billy and the Kid* Aug. 24

Few things in life are as traumatic as the loss of a parent, spouse or child. In 1999 artist, songwriter and honky-tonk poet Billy Joe Shaver experienced all three in a year's time. Billy Joe turns 65 this month and is marking the occasion with a star-studded birthday concert in Austin and the concurrent release of a posthumous collaboration with his son and longtime guitarist Eddy.

Not a household name, Billy Joe Shaver is nevertheless the original country outlaw, having written nine of the 10 songs on Waylon Jennings' seminal 1973 *Honky Tonk Heroes* album. A few of the musical contributions made by the man Willie Nelson once called the greatest living songwriter include "I'm Just an Old Chunk of Coal (But I'm Going to Be a Diamond Someday)," "Georgia on a Fast Train" and "Black Rose." The latter is anchored by the typically direct, brilliant and wry Billy Joe Shaver line, "The devil made me do it the first time/Second time I done it on my own."

Tragedy has followed Billy Joe all his life, from the near-homicidal beating his alcoholic father gave his mother while Billy Joe was still in her womb to childhood poverty and long-running battles with drugs and alcohol. And he has scars. Scars from the sawmill accident in which he lost portions of his right hand, and scars from the quadruple bypass surgery he endured after an onstage heart attack. That event occurred 18 months after 38-year-old Eddy Shaver overdosed on heroin in the early-morning hours of New Year's 2000.

Born To Play

"He was good ever since he picked a guitar up," Billy Joe says of his son's prodigious talent. "Dickey Betts gave him that 1955 Strat he used all the time. When Eddy was 13, Dickey gave him a Gibson 335 that belonged to Duane Allman. He just picked it up and started playing."

Eddy Shaver was the only child of Billy Joe and Brenda Shaver,

whose turbulent relationship is a story unto itself. Married and divorced twice, the couple remarried for good when Brenda was diagnosed with advanced cancer. Billy Joe cared for her night and day over the final weeks of her life. His 80-year-old mother died of cancer the same month. The losses sent Eddy deeper into the addiction that ultimately took his life.

In happier times father and son formed a band called Shaver, made a lot of noise and sold a respectable number of albums, particularly 1993's *Tramp on Your Street*. Eddy's aggressive rock style contrasted with his father's simple country writing and mannerisms, but the combination worked more often than not.



"After Eddy passed away, he kept visiting, like," Billy Joe says of the impetus for his current project, *Billy and the Kid*. "He was making visits to me and [producer] Tony Colton both. Dreams and brainstorm. I guess it was in our own minds — I don't know what it was. Just a little unfinished business, I guess.

"I talked to Tony about it, and he said, 'Oh, that's what it is! That's what he's trying to tell me.' Tony

had produced most of an album on Eddy back in 1991 that never really got out. He had it out in his barn somewhere."

"It was a labor of love. Nobody was worried about making money off it; we just wanted to get it out. We signed whatever we had to sign to get it done."

Billy Joe Shaver

Restoring the master tapes was the first task. "We had to bake those doggone things and keep our fingers crossed that they would come up to snuff," Billy Joe says. "Tony, of course, never thought something like this could happen. But we had to do it. I had to put my deal on hold. I had a lot of songs and was fixing to do a record with Kid Rock, but I put it on hold and did this, because it was worrying me to death.

"It was hard. The hardest thing was looking at pictures, because they don't move. Then it was hard listening to him play. Tony and I got together and wrote lyrics to the melodies Eddy left, and I sang a couple of the songs he had already written. I didn't know I could sing rock 'n' roll, but I did. It was kind of like hooking a bull. really. It was fun. Scared me, because I couldn't believe it turned out so good. I didn't expect for it to be so sentimental."

Life Story

Like all of Billy Joe's music, the album is an unvarnished portrait of his life and emotions. Despair and regret, understandably, are a recurring theme. "Love, she lies like an eagle on the ground/A dream cut



MUST SEE CD Andy Griggs celebrates the release of his new album, *This I Gotta See*, during a recent party at BMI. Seen here (l-r) are RCA Label Group's Butch Waugh, producer Randy Scruggs, Griggs, RLG's Joe Galante, manager Donny Kees and BMI's Harry Warner.

down in its prime," he sings on "Eagle on the Ground."

Hope and resilience shine through as well, however, as "Window Rock" reveals the spirituality that sustains Billy Joe: "God only knows why I'm still living/Jesus Christ is where it's at/The spirit tapped me on the shoulder/And he handed me my hat."

As in the heyday of the band Shaver, the music stands firmly in the no man's land between rock and country. Compadre Records owner and President Brad Turcotte knows he's got a tough sell at radio. "We were anticipating a bad response from radio, and we have gotten a few," he says. "But people are, for the most part, seeing this record for what it is, a tribute to Eddy."

Several Texas Country, Triple A and Americana stations are airing the tracks "Fame" and "Step on Up," but Compadre's focus is on getting the story out. "It's more a concept record than anything," Turcotte says. "If you understand who he is and the story behind this, your appreciation for the record will go a lot deeper."

The release is centered on a star-studded birthday bash. "We've co-ordinated an event in Austin that will be both a release party and Billy Joe's birthday," Turcotte says. "It's such a personal record, and him getting to 65 is a really big deal in a lot of ways. This is going to be, not to sound cheesy, a celebration of life."

Held at the Paramount Theater in Austin earlier this week, the Billy Joe Shaver Birthday Bash guest and performer list include at Guy Clark, Todd Snider, Bruce Robison, Jessi Colter, Jimmie Dale Gilmore, Joe Ely, Kinky Friedman, Jack Ingram, Dale Watson and Robert Duvall. Proceeds will benefit the University of Texas M.D. Cancer Center.

Portrait Of Strength

Duvall and his wife, Luciana Pedraza, produced and directed an hourlong movie titled *The Portrait of Billy Joe*, which is making the rounds at film festivals and is available on DVD. A heart-rending confessional piece, the film gives further insight

into Billy Joe's trials and may figure into Compadre's plans. It, like *Billy and the Kid*, is saved from the depressing depths of tragedy by Billy Joe's strength.

"He's someone who has so much tragedy around him, but I've never laughed as much as I do working with him," Turcotte says.

Billy Joe seems to have found a measure of peace with his losses. "It was hard, yeah," he says. "At shows I run into people who have had worse experiences. So, it happens."

Asked if making the new album gave him a sense of closure, he says, "It gives me more. I feel much better about it. It was a labor of love. Nobody was worried about making money off it; we just wanted to get it out. We signed whatever we had to sign to get it done. No money at all — we came out of our pockets and made it work."

"The hardest thing was looking at pictures, because they don't move. Then it was hard listening to him play."

Billy Joe Shaver

"Eddy never did seem to get his due, and this will help. He did some things with guitars that are kind of hard to believe. 'Baptism by Fire' is a live recording, and it's just a three-piece. He always was that way. He sounded like about 15 or 20 guitars. It was the doggonedest thing I ever seen in my life.

"I'd just love for everybody to get to hear how great he was. Art is something that should not be stuck in a barn somewhere, and I believe everybody feels that way, no matter where it came from or who it was that did it."

COUNTRY TOP 50

August 20, 2004

LAST WEEK	THIS WEEK	ARTIST	TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART	TOTAL PLAYS	WEEKS ON CHART	TOTAL AUD. (00)	WEEKS ON CHART	TOTAL ADDS	
1	1	TIM MCGRAW	Live Like You Were Dying (Curb)	14554	-249	5232	-93	502756	-6685	13	113/0
2	2	KENNY CHESNEY	I Go Back (BNA)	13349	-112	4829	-86	464752	680	17	113/0
3	3	BRAD PAISLEY	f/ALISON KRAUSS Whiskey Lullaby (Arista)	11140	407	3979	+142	358274	-836	20	113/0
5	4	KEITH URBAN	Days Go By (Capitol)	10666	993	3807	+352	364547	22845	9	112/0
7	5	TERRI CLARK	Girls Lie Too (Mercury)	9974	852	3604	+320	331671	19553	19	112/0
4	6	JOSH GRACIN	I Want To Live (Lyric Street)	9671	-16	3447	-66	327107	10696	24	113/0
9	7	BIG & RICH	Save A Horse, Ride A Cowboy (Warner Bros.)	8351	297	2973	+104	260239	3061	19	110/1
11	8	ANDY GRIGGS	She Thinks She Needs Me (RCA)	8226	632	2995	+171	277076	24853	25	113/0
10	9	GRETCHEN WILSON	Here For The Party (Epic)	8057	338	2846	+140	273419	14503	11	113/1
12	10	ALAN JACKSON	Too Much Of A Good Thing Is A Good Thing (Arista)	7977	519	2876	+200	271577	23476	10	112/0
14	11	SARA EVANS	Suds In The Bucket (RCA)	7783	861	2704	+310	262580	30398	17	110/1
6	12	BILLY CURRINGTON	I Got A Feelin' (Mercury)	7744	-1604	2903	-743	267694	-45048	31	113/0
13	13	GEORGE STRAIT	I Hate Everything (MCA)	7578	523	2640	+129	249280	21685	7	111/1
17	14	RASCAL FLATTS	Feels Like Today (Lyric Street)	6164	611	2170	+211	191052	16628	10	111/1
16	15	JOE NICHOLS	If Nobody Believed In You (Universal South)	6109	510	2181	+172	196425	11619	21	110/3
18	16	PHIL VASSAR	In A Real Love (Arista)	5998	755	2088	+281	195748	19227	16	106/2
20	17	TOBY KEITH	Stays In Mexico (DreamWorks)	5832	1255	2022	+443	197050	43582	3	109/9
19	18	BROOKS & DUNN	That's What It's All About (Arista)	5280	350	1893	+166	174858	16044	8	111/3
15	19	MARTINA MCBRIDE	How Far (RCA)	5191	-1476	1916	-496	164446	-54230	19	111/0
23	20	TRACE ADKINS	Rough & Ready (Capitol)	4614	450	1797	+156	138539	6991	17	101/1
21	21	JULIE ROBERTS	Break Down Here (Mercury)	4449	-83	1682	-47	134306	-4682	24	100/2
25	22	JIMMY WAYNE	You Are (DreamWorks)	4121	593	1528	+227	121072	9108	18	95/3
24	23	AMY DALLEY	Men Don't Change (Curb)	3702	-243	1379	-77	111726	-7411	28	93/0
26	24	DIERKS BENTLEY	How Am I Doin' (Capitol)	3527	419	1320	+150	103430	11916	14	94/4
27	25	GARY ALLAN	Nothing On But The Radio (MCA)	3507	421	1206	+149	111008	14488	10	95/12
32	26	LONESTAR	Mr. Mom (BNA)	2568	889	910	+289	81968	28501	6	81/8
29	27	SHEDAISY	Come Home Soon (Lyric Street)	2365	233	922	+92	70324	7212	7	86/7
28	28	TRAVIS TRITT	The Girl's Gone Wild (Columbia)	2206	-168	893	-58	58847	-7459	16	85/0
34	29	DARRYL WORLEY	Awful, Beautiful Life (DreamWorks)	2081	583	713	+184	58209	11114	7	67/8
31	30	BLUE COUNTY	That's Cool (Asylum/Curb)	2036	129	857	+48	54233	1732	12	83/2
30	31	CRAIG MORGAN	Look At Us (BBR)	2021	-10	829	+14	56150	1039	17	79/1
36	32	MONTGOMERY GENTRY	You Do Your Thing (Columbia)	1721	340	699	+152	49002	11439	5	79/11
35	33	STEVE HOLY	Put Your Best Dress On (Curb)	1630	168	638	+60	44394	3193	13	66/1
33	34	TRICK PONY	The Bride (Asylum/Curb)	1515	-17	632	+7	40333	-2198	8	65/4
38	35	CLAY WALKER	Jesus Was A Country Boy (RCA)	1249	243	476	+92	27932	382	6	61/5
39	36	BLAKE SHELTON	Some Beach (Warner Bros.)	1193	434	485	+146	29631	10911	3	62/8
43	37	TRACY LAWRENCE	It's All How You Look At It (DreamWorks)	1095	177	477	+62	27187	2533	8	42/0
37	38	RESTLESS HEART	Feel My Way To You (Koch)	1026	-41	378	-1	31380	1329	5	46/8
40	39	KATRINA ELAM	No End In Sight (Universal South)	932	84	364	+33	23599	1483	5	53/5
42	40	SUGARLAND	Baby Girl (Mercury)	884	118	354	+64	25628	6212	4	48/9
44	41	MARK CHESNUTT	The Lord Loves The Drinkin' Man (Vivaton)	749	76	313	+53	17413	3190	6	38/3
Debut	42	PAT GREEN	Don't Break My Heart Again (Universal/Republic/Mercury)	723	343	149	+89	23190	9328	1	7/5
46	43	TRENT WILLMON	Dixie Rose Deluxe's... (Columbia)	620	65	335	+38	12257	1032	2	46/7
41	44	BUDDY JEWELL	One Step At A Time (Columbia)	517	-290	219	-129	11424	-5307	9	42/0
50	45	CLINT BLACK	My Imagination (Equity Music Group)	512	58	203	+31	11625	2075	5	34/2
Debut	46	JENKINS	Getaway Car (Capitol)	472	88	172	+57	11196	2305	1	38/3
Debut	47	LOS LONELY BOYS	Heaven (Or/Epic)	462	114	145	+49	15781	4522	1	9/1
Debut	48	DIAMOND RIO	Can't You Tell (Arista)	447	184	191	+64	11504	4370	1	24/2
-	49	TRENT WILLMON	The Good Life (Columbia)	401	45	55	+5	14169	1485	3	0/0
Debut	50	KEVIN FOWLER	Ain't Drinkin' Anymore (Equity Music Group)	364	-17	75	+2	9126	-2413	1	9/1

113 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 8/8-8/14. Bullets appear on songs gaining points and/or plays or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points and plays for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Station Weight = AQH Persons * (Market rank X 10) divided by 4180. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company. © 2004, The Arbitron Company. © 2004, R&R, Inc.

Most Added*

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ARTIST	TITLE	LABEL(S)	ADDS
EMERSON DRIVE	November	(DreamWorks)	17
GARY ALLAN	Nothing On But The Radio	(MCA)	12
MONTGOMERY GENTRY	You Do Your Thing	(Columbia)	11
BRAD COTTER	Can't Tell Me Nothin'	(Epic)	11
CATHERINE BRITT	The Upside Of Being Down	(RCA)	10
TOBY KEITH	Stays In Mexico	(DreamWorks)	9
SUGARLAND	Baby Girl	(Mercury)	9

Most Increased Points

ARTIST	TITLE	LABEL(S)	TOTAL POINT INCREASE
TOBY KEITH	Stays In Mexico	(DreamWorks)	+1255
KEITH URBAN	Days Go By	(Capitol)	+993
LONESTAR	Mr. Mom	(BNA)	+889
SARA EVANS	Suds In The Bucket	(RCA)	+861
TERRI CLARK	Girls Lie Too	(Mercury)	+852
PHIL VASSAR	In A Real Love	(Arista)	+755
ANDY GRIGGS	She Thinks She Needs Me	(RCA)	+632
RASCAL FLATTS	Feels Like Today	(Lyric Street)	+611
JIMMY WAYNE	You Are	(DreamWorks)	+593
DARRYL WORLEY	Awful, Beautiful Life	(DreamWorks)	+583

Most Increased Plays

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
TOBY KEITH	Stays In Mexico	(DreamWorks)	+443
KEITH URBAN	Days Go By	(Capitol)	+352
TERRI CLARK	Girls Lie Too	(Mercury)	+320
SARA EVANS	Suds In The Bucket	(RCA)	+310
LONESTAR	Mr. Mom	(BNA)	+289
PHIL VASSAR	In A Real Love	(Arista)	+281
JIMMY WAYNE	You Are	(DreamWorks)	+227
RASCAL FLATTS	Feels Like Today	(Lyric Street)	+211
A. JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)	+200
DARRYL WORLEY	Awful, Beautiful Life	(DreamWorks)	+184

Breakers

No Songs qualify for Breaker Status this week.

Songs ranked by total plays

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R&R COUNTRY TOP 50 INDICATOR

August 20, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOTAL AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
1	1	TIM MCGRAW Live Like You Were Dying (Curb)	5848	-205	4500	-158	140575	-5683	13	111/0
2	2	KENNY CHESNEY I Go Back (BNA)	5532	-379	4250	-290	132498	-9156	16	112/0
5	3	KEITH URBAN Days Go By (Capitol)	5238	371	4018	+252	125942	10139	9	113/0
3	4	BRAD PAISLEY w/ALISON KRAUSS Whiskey Lullaby (Arista)	5169	89	3989	+38	125044	3333	22	109/0
6	5	TERRI CLARK Girls Lie Too (Mercury)	5090	254	3921	+208	119826	6741	18	112/0
4	6	JOSH GRACIN I Want To Live (Lyric Street)	5041	69	3878	+66	120044	2713	23	112/0
9	7	ANDY GRIGGS She Thinks She Needs Me (RCA)	4351	264	3391	+200	102681	5647	24	109/1
8	8	ALAN JACKSON Too Much Of A Good Thing Is A Good Thing (Arista)	4326	204	3331	+143	102117	5428	10	113/0
12	9	SARA EVANS Suds In The Bucket (RCA)	3976	386	3042	+306	93446	9544	17	112/2
13	10	GEORGE STRAIT I Hate Everything (MCA)	3853	278	2976	+210	90179	5052	7	110/0
11	11	GRETCHEN WILSON Here For The Party (Epic)	3833	236	2957	+153	90003	5734	10	111/0
14	12	BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	3331	-97	2648	-35	78341	-1543	16	102/0
16	13	RASCAL FLATTS Feels Like Today (Lyric Street)	3184	151	2443	+115	75880	3868	10	111/1
17	14	JOE NICHOLS If Nobody Believed In You (Universal South)	3094	218	2439	+201	71946	5707	22	99/2
18	15	BROOKS & DUNN That's What It's All About (Arista)	2992	253	2322	+178	71345	5799	8	105/1
23	16	TOBY KEITH Stays In Mexico (DreamWorks)	2946	709	2313	+560	69119	16825	3	108/10
19	17	TRACE ADKINS Rough & Ready (Capitol)	2840	122	2159	+117	66305	3159	20	101/3
20	18	PHIL VASSAR In A Real Love (Arista)	2763	225	2108	+175	66329	5703	17	104/2
10	19	REBA MCENTIRE Somebody (MCA)	2697	-964	2002	-785	68832	-22054	33	85/0
21	20	JULIE ROBERTS Break Down Here (Mercury)	2546	104	2010	+95	59125	2243	25	97/1
24	21	JIMMY WAYNE You Are (DreamWorks)	2271	222	1736	+165	52528	5778	22	90/5
25	22	GARY ALLAN Nothing On But The Radio (MCA)	2224	328	1720	+235	49956	7238	10	102/1
26	23	DIERKS BENTLEY How Am I Doin' (Capitol)	2102	237	1643	+197	48036	5458	15	94/3
28	24	LONESTAR Mr. Mom (BNA)	1682	333	1307	+252	39296	7735	6	98/17
22	25	RACHEL PROCTOR Me And Emily (BNA)	1647	-713	1253	-593	39078	-16762	22	77/0
29	26	SHEDAISY Come Home Soon (Lyric Street)	1515	211	1162	+157	35194	4695	7	86/7
27	27	AMY DALLEY Men Don't Change (Curb)	1456	-129	1093	-100	34437	-1653	28	65/1
31	28	MONTGOMERY GENTRY You Do Your Thing (Columbia)	1182	168	928	+129	27824	4270	6	77/8
34	29	DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	1106	183	874	+129	24828	5074	7	79/8
33	30	BLUE COUNTY That's Cool (Asylum/Curb)	1023	64	831	+56	22741	1260	12	61/2
32	31	CRAIG MORGAN Look At Us (BBR)	1021	61	770	+48	24346	1404	18	54/4
30	32	TRACY LAWRENCE It's All How You Look At It (DreamWorks)	950	-121	684	-144	20650	-1850	10	61/1
35	33	TRICK PONY The Bride (Asylum/Curb)	854	82	683	+63	19300	2100	8	62/2
40	34	BLAKE SHELTON Some Beach (Warner Bros.)	852	371	670	+277	19659	9054	3	69/27
36	35	STEVE HOLY Put Your Best Dress On (Curb)	767	103	591	+73	19076	2621	12	49/6
38	36	RESTLESS HEART Feel My Way To You (Koch)	636	103	504	+90	14546	2380	6	45/6
39	37	MARK CHESNUTT The Lord Loves The Drinkin' Man (Vivaton)	533	16	447	+14	11199	-538	7	44/4
42	38	SUGARLAND Baby Girl (Mercury)	527	79	431	+72	9662	1477	5	38/5
43	39	CLAY WALKER Jesus Was A Country Boy (RCA)	470	67	385	+55	10293	1382	5	37/6
46	40	DIAMOND RIO Can't You Tell (Arista)	432	147	332	+91	8990	3244	3	32/9
44	41	KEITH BRYANT Ridin' With The Legend (Lofton Creek)	386	20	331	+21	7674	523	7	22/1
37	42	BUDDY JEWELL One Step At A Time (Columbia)	365	-193	282	-139	7290	-4942	11	26/0
45	43	NOTORIOUS CHERRY BOMBS It's Hard To... (Universal South)	341	9	296	+6	7410	-205	5	18/2
47	44	KATRINA ELAM No End In Sight (Universal South)	298	48	264	+31	6096	1287	4	31/3
Debut	45	EMERSON DRIVE November (DreamWorks)	252	218	211	+180	5248	4605	1	26/20
48	46	KEN MELLONS Climb My Tree (Home)	233	0	176	0	4039	0	7	13/0
Debut	47	CATHERINE BRITT The Upside Of Being Down (RCA)	226	199	172	+152	4840	4250	1	21/15
Debut	48	TRENT WILLMON Dixie Rose Deluxe's... (Columbia)	215	109	184	+83	5315	2843	1	20/5
Debut	49	JENKINS Getaway Car (Capitol)	213	76	180	+54	4518	2022	1	20/3
50	50	SHANNON LAWSON Just Like A Redneck (Equity Music Group)	171	-29	135	-21	4193	-760	4	11/0

113 Country reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14.
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Most Added*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDOS
BLAKE SHELTON Some Beach (Warner Bros.)	27
EMERSON DRIVE November (DreamWorks)	20
LONESTAR Mr. Mom (BNA)	17
CATHERINE BRITT The Upside Of Being Down (RCA)	15
REBA MCENTIRE He Gets That From Me (MCA)	12
J. BUFFETT f/M. MCBRIDE Trip Around The Sun (RCA/Mailboat)	11
TOBY KEITH Stays In Mexico (DreamWorks)	10
DIAMOND RIO Can't You Tell (Arista)	9
DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	8
MONTGOMERY GENTRY You Do Your Thing (Columbia)	8

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
TOBY KEITH Stays In Mexico (DreamWorks)	+709
SARA EVANS Suds In The Bucket (RCA)	+386
KEITH URBAN Days Go By (Capitol)	+371
BLAKE SHELTON Some Beach (Warner Bros.)	+371
LONESTAR Mr. Mom (BNA)	+333
GARY ALLAN Nothing On But The Radio (MCA)	+328
GEORGE STRAIT I Hate Everything (MCA)	+278
ANDY GRIGGS She Thinks She Needs Me (RCA)	+264
TERRI CLARK Girls Lie Too (Mercury)	+254
BROOKS & DUNN That's What It's All About (Arista)	+253

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TOBY KEITH Stays In Mexico (DreamWorks)	+560
SARA EVANS Suds In The Bucket (RCA)	+306
BLAKE SHELTON Some Beach (Warner Bros.)	+277
KEITH URBAN Days Go By (Capitol)	+252
LONESTAR Mr. Mom (BNA)	+252
GARY ALLAN Nothing On But The Radio (MCA)	+235
GEORGE STRAIT I Hate Everything (MCA)	+210
TERRI CLARK Girls Lie Too (Mercury)	+208
JOE NICHOLS If Nobody Believed In You (Universal South)	+201
ANDY GRIGGS She Thinks She Needs Me (RCA)	+200

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES August 20, 2004

Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of August 11-17.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
BRAD PAISLEY f/ALISON KRAUSS Whiskey Lullaby (Arista)	54.8%	79.0%	12.3%	97.5%	4.5%	1.8%
TIM MCGRAW Live Like You Were Dying (Curb)	47.0%	83.8%	10.5%	98.3%	3.5%	0.5%
ANDY GRIGGS She Thinks She Needs Me (RCA)	44.3%	83.5%	11.5%	98.3%	2.5%	0.8%
KENNY CHESNEY I Go Back (BNA)	43.0%	78.5%	16.0%	99.0%	3.5%	1.0%
REBA MCENTIRE Somebody (MCA)	39.5%	74.5%	15.8%	99.5%	7.0%	2.3%
BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	33.5%	59.3%	15.5%	94.8%	9.3%	10.8%
JOE NICHOLS If Nobody Believed In You (Universal South)	33.0%	72.8%	21.0%	96.8%	2.5%	0.5%
BILLY CURRINGTON I Got A Feelin' (Mercury)	32.8%	75.0%	21.5%	98.3%	0.8%	1.0%
JOSH GRACIN I Want To Live (Lyric Street)	31.3%	74.5%	16.3%	96.5%	4.8%	1.0%
JULIE ROBERTS Break Down Here (Mercury)	30.0%	66.8%	21.3%	96.5%	5.8%	2.8%
ALAN JACKSON Too Much Of A Good Thing Is A Good Thing (Arista)	27.0%	70.0%	19.0%	97.0%	7.0%	1.0%
GARY ALLAN Nothing On But The Radio (MCA)	24.5%	69.3%	18.0%	92.5%	4.3%	1.0%
PHIL VASSAR In A Real Love (Arista)	24.3%	69.5%	21.5%	96.0%	4.8%	0.3%
MARTINA MCBRIDE How Far (RCA)	24.0%	67.3%	23.5%	97.0%	4.3%	2.0%
GRETCHEN WILSON Here For The Party (Epic)	23.8%	50.3%	23.8%	92.0%	13.0%	5.0%
TERRI CLARK Girls Lie Too (Mercury)	23.3%	62.5%	25.5%	96.8%	6.8%	2.0%
SARA EVANS Suds In The Bucket (RCA)	23.0%	63.3%	25.3%	96.0%	5.8%	1.8%
JIMMY WAYNE You Are (DreamWorks)	23.0%	55.3%	28.0%	92.8%	7.8%	1.8%
GEORGE STRAIT I Hate Everything (MCA)	21.8%	62.8%	23.3%	91.8%	5.0%	0.8%
KEITH URBAN Oays Go By (Capitol)	21.3%	60.3%	25.5%	92.3%	4.8%	1.8%
TRACE ADKINS Ruugh & Ready (Capitol)	20.3%	55.3%	22.8%	91.8%	10.8%	3.0%
TRAVIS TRITT The Girl's Gone Wild (Columbia)	20.0%	50.8%	27.0%	93.8%	10.3%	5.8%
BLUE COUNTY That's Cool (Asylum/Curb)	15.3%	48.0%	32.0%	87.0%	6.0%	1.0%
DIERKS BENTLEY How Am I Doin' (Capitol)	15.0%	50.5%	27.3%	87.5%	8.0%	1.8%
RACHEL PROCTOR Me And Emily (BNA)	14.8%	48.8%	32.3%	91.0%	8.8%	1.3%
BRDOKS & DUNN That's What It's All About (Arista)	14.5%	56.5%	23.8%	87.3%	6.0%	1.0%
AMY DALLEY Men Don't Change (Curb)	14.0%	46.5%	30.5%	91.8%	10.0%	4.8%
RASCAL FLATTS Feels Like Today (Lyric Street)	12.0%	41.0%	32.5%	87.0%	11.0%	2.5%
CRAIG MORGAN Look At Us (BBR)	11.8%	56.5%	20.8%	86.3%	7.3%	1.8%
SHEDAISY Come Home Soon (Lyric Street)	10.8%	36.3%	24.0%	71.3%	7.8%	3.3%
STEVE HOLY Put Your Best Dress On (Curb)	9.3%	37.0%	29.0%	78.3%	8.3%	4.0%
TOBY KEITH Stays In Mexico (DreamWorks)	9.0%	46.5%	24.5%	76.0%	3.0%	2.0%
LONESTAR Mr. Mom (BNA)	8.5%	26.5%	23.5%	66.0%	12.0%	4.0%
TRICK PONY The Bride (Asylum/Curb)	7.0%	27.8%	33.5%	79.5%	15.0%	3.3%
DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	5.8%	33.8%	26.3%	69.8%	7.8%	2.0%

CALLOUT AMERICA® HOT SCORES

Password of the Week: Barnett.
 Question of the Week: Do you think your favorite Country radio station should play music from pop artists like Kid Rock, Uncle Kracker, Bret Michaels, Sheryl Crow, Norah Jones, etc.? How often would you suggest these artists be played?
 Total
 Yes, play them on my favorite Country station: 58%
 Play them regularly: 19%
 Play them some: 13%
 Doesn't matter: 32%
 Play them a little: 7%
 Never play them: 29%
 P1
 Yes, play them on my favorite Country station: 59%
 Play them regularly: 20%
 Play them some: 12%
 Doesn't matter: 34%
 Play them a little: 8%
 Never play them: 26%
 P2
 Yes, play them on my favorite Country station: 56%
 Play them regularly: 15%
 Play them some: 15%
 Doesn't matter: 28%
 Play them a little: 6%
 Never play them: 36%
 Male
 Yes, play them on my favorite Country station: 53%
 Play them regularly: 17%
 Play them some: 13%
 Doesn't matter: 28%
 Play them a little: 7%
 Never play them: 35%
 Female
 Yes, play them on my favorite Country station: 63%
 Play them regularly: 20%
 Play them some: 13%
 Doesn't matter: 35%
 Play them a little: 7%
 Never play them: 25%

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..

RULE # 1

"Always treat the customer right, because if you don't, someone else will.

RULE # 2

Don't forget rule #1.

Over 25,000 Promotional & Premium Items for the Entertainment Industry From Bobblehead Dolls to Vehicle Wraps

COYOTEPROMOTIONS.COM,
 a division of Adobe Graphics & Design, Inc.
 started in 1989 in Sante Fe, New Mexico.
 (We've grown since then.)
 We now serve over 2,500 clients
 in radio, television and
 the recording industry.



RateTheMusic.com
BY MEDIABASE

America's Best Testing Country Songs
12 + For The Week Ending 8/20/04

Artist Title (Label)	TW	LW	Famil.	Burn	Per. 25-54	W 25-54	M 25-54
TIM MCGRAW Live Like You Were Dying (Curb)	4.44	4.48	98%	22%	4.48	4.63	4.36
SARA EVANS Suds In The Bucket (RCA)	4.22	4.21	92%	14%	4.22	4.18	4.26
B. PAISLEY t/a. KRAUSS Whiskey Lullaby (Arista)	4.21	4.22	99%	23%	4.24	4.27	4.22
KENNY CHESNEY I Go Back (BNA)	4.19	4.21	98%	24%	4.21	4.24	4.18
REBA MCENTIRE Somebody (MCA)	4.18	4.15	98%	30%	4.23	4.36	4.13
ANDY GRIGGS She Thinks She Needs Me (RCA)	4.18	4.14	92%	16%	4.19	4.22	4.17
GARY ALLAN Nothing On But The Radio (MCA)	4.18	4.15	72%	6%	4.13	4.13	4.13
KEITH URBAN Days Go By (Capitol)	4.14	4.18	92%	13%	4.14	4.28	4.03
JOSH GRACIN I Want To Live (Lyric Street)	4.13	4.12	94%	19%	4.14	4.25	4.05
BILLY CURRINGTON I Got A Feelin' (Mercury)	4.12	4.17	94%	19%	4.12	4.20	4.06
JOE NICHOLS If Nobody Believed In You (Universal South)	4.10	4.18	90%	17%	4.13	4.17	4.10
TRACE ADKINS Rough & Ready (Capitol)	4.10	4.03	87%	14%	4.11	4.17	4.06
GEORGE STRAIT I Hate Everything (MCA)	4.10	4.08	85%	11%	4.12	4.25	4.02
DIERKS BENTLEY How Am I Doin' (Capitol)	4.10	4.10	77%	11%	4.10	4.15	4.06
TERRI CLARK Girls Lie Too (Mercury)	4.06	4.08	98%	23%	4.08	4.05	4.11
MARTINA MCBRIDE How Far (RCA)	4.04	4.02	95%	26%	4.09	4.23	3.98
ALAN JACKSON Too Much Of A Good Thing... (Arista)	4.04	3.92	91%	17%	4.17	4.16	4.17
BROOKS & DUNN That's What It's All About (Arista)	4.04	3.98	81%	11%	4.02	4.04	4.01
PHIL VASSAR In A Real Love (Arista)	4.03	4.00	84%	14%	3.99	4.06	3.94
GRETCHEN WILSON Here For The Party (Epic)	4.02	3.95	95%	20%	4.05	3.98	4.10
JIMMY WAYNE You Are (DreamWorks)	4.01	3.91	72%	13%	4.01	4.24	3.83
RACHEL PROCTOR Me And Emily (BNA)	3.96	3.78	92%	27%	3.94	3.96	3.93
AMY OALLEY Men Don't Change (Curb)	3.94	3.92	83%	16%	3.95	3.97	3.93
CRAIG MORGAN Look At Us (BBR)	3.90	3.98	82%	9%	3.89	3.98	3.83
JULIE ROBERTS Break Down Here (Mercury)	3.85	3.82	86%	22%	3.85	3.83	3.86
RASCAL FLATTS Feels Like Today (Lyric Street)	3.83	3.85	84%	21%	3.80	3.90	3.72
TRAVIS TRITT The Girl's Gone Wild (Columbia)	3.80	3.78	83%	16%	3.83	3.80	3.84
TOBY KEITH Stays In Mexico (DreamWorks)	3.79	-	68%	11%	3.87	3.92	3.83
J. BUFFETT t/c. BLACK Hey Good Lookin' (RCA/Mailboat)	3.77	3.64	98%	35%	3.73	3.86	3.63

Total sample size is 527 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

R&R COUNTRY TOP 30

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	TIM MCGRAW Live Like You Were Dying (Curb)	588	+24	11	10/0
3	2	TERRI CLARK Girls Lie Too (Mercury)	575	+32	16	10/0
	3	KENNY CHESNEY I Go Back (BNA)	570	-4	13	11/0
4	4	KEITH URBAN Days Go By (Capitol)	553	+48	7	8/0
5	5	C. DAWN JOHNSON Die Of A Broken Heart (Arista)	485	+14	14	11/0
9	6	GRETCHEN WILSON Here For The Party (Epic)	469	+54	5	7/0
6	7	B. PAISLEY t/a. KRAUSS Whiskey Lullaby (Arista)	456	+8	17	10/0
8	8	PAUL BRANDT Leavin' (Reprise)	429	+12	12	9/0
10	9	ALAN JACKSON Too Much Of A Good Thing... (Arista)	428	+17	8	10/0
11	10	J. MCCOY I Feel A Sin Comin' On (Open Road/Universal)	421	+17	13	9/0
	11	DOC WALKER North Dakota Boy (Open Road/Universal)	405	+18	10	9/0
7	12	J. BUFFETT t/c. BLACK Hey Good Lookin' (RCA/Mailboat)	395	-30	11	10/0
1	13	BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	387	+45	8	6/0
13	14	BILLY CURRINGTON I Got A Feelin' (Mercury)	384	+11	15	8/0
16	15	GEORGE STRAIT I Hate Everything (MCA)	377	+25	5	7/0
21	16	JOSH GRACIN I Want To Live (Lyric Street)	373	+52	10	5/0
1	17	SARA EVANS Suds In The Bucket (RCA)	371	+32	9	10/0
14	18	GORD BAMFORD Heroes (Independent)	369	+14	8	4/0
1	19	BROOKS & DUNN That's What It's All About (Arista)	364	+12	4	7/0
19	20	LISA BROKOP Wildflower (Asylum/Curb)	352	+22	9	8/0
	21	BERIC RUTTAN I Saved Everything (Lyric Street)	330	+11	6	9/0
22	22	AARON PRITCHETT My Way (Royalty)	282	-24	19	16/0
23	23	JAKE MATHEWS Time After Time (Open Road/Universal)	250	-26	13	8/0
28	24	RASCAL FLATTS Feels Like Today (Lyric Street)	249	+18	3	5/0
2	25	REBA MCENTIRE Somebody (MCA)	247	-1	3	10/0
Debut	26	LONESTAR Mr. Mom (BNA)	244	-41	1	7/2
29	27	GARY ALLAN Nothing On But The Radio (MCA)	243	+18	2	5/1
Debut	28	GIL GRAND Never Comin' Down (Spin)	237	+16	1	5/0
Debut	29	WILKINSONS Little Girl (Open Road/Universal)	227	+42	1	6/1
27	30	MARTINA MCBRIDE How Far (RCA)	226	-7	9	6/0

20 Canadian Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. ♦ Indicates Cancun. © 2004, R&R, Inc.

C O U N T R Y
FLASHBACK

1 YEAR AGO

No. 1: "It's Five O'Clock Somewhere" — Alan Jackson & Jimmy Buffett

5 YEARS AGO

No. 1: "Amazed" — Lonestar

10 YEARS AGO

No. 1: "Dreaming With My Eyes Open" — Clay Walker

15 YEARS AGO

No. 1: "I Wonder Do You Think Of Me" — Keith Whitley

20 YEARS AGO

No. 1: "Let's Fall To Pieces Together" — George Strait

25 YEARS AGO

No. 1: "Coca-Cola Cowboy" — Mel Tillis

30 YEARS AGO

No. 1: "Rub It In" — Billy Crash Craddock

New & Active

JOHN MICHAEL MONTGOMERY Goes Good With Beer (Warner Bros.)

Total Plays: 180, Total Stations: 29, Adds: 2

EMERSON DRIVE November (DreamWorks)

Total Plays: 107, Total Stations: 18, Adds: 17

CATHERINE BRITT The Upside Of Being Down (RCA)

Total Plays: 103, Total Stations: 30, Adds: 10

CHRISTY SUTHERLANDO Freedom (Epic)

Total Plays: 89, Total Stations: 15, Adds: 4

BRAD COTTER Can't Tell Me Nothin' (Epic)

Total Plays: 11, Total Stations: 11, Adds: 11

Songs ranked by total plays



PART TWO OF A TWO-PART SERIES

You Want Us To Give Away What?!

Sales-promotion makeovers

Last week WQAL (Q-104)/Cleveland PD Allan Fee and Marketing Director Kristy Brown gave us some insight on how they deal with difficult sales promotions. This week we hear from more programmers and promotion directors on the subject.

KYSR (Star 98.7)/Los Angeles Marketing Director Robert Lyles has his share of challenges when dealing with Star's sales force. "It's easy to say no to a sales promotion that may not be the best fit for your station," he says. "But before you do, work with the sales department to brainstorm an idea that works best for your target audience."



Robert Lyles

"Schedule a weekly sales-promotion brainstorming meeting that's attended by the PD, GSM, LSM and marketing and promotions people, and have each salesperson pitch a sales promotion. You'll be surprised at what great ideas can come out of those meetings."

Think Quick

Lyles' years of promotion experience have given him the tools to create sales promotions on the fly to take advantage of last-minute revenue-generating opportunities. "Anheuser-Busch wanted to be involved with Star 98.7's annual Not So Silent Night Christmas Concert," he says. "They wanted to promote their newest product, Michelob Ultra."

"All the sponsor packages were sold out at the time. I had to create an additional sponsor package that satisfied the client, programming and sales and that would help sell tickets to the show. I created the Ultra After Party, a free after-party in the Shrine Expo Hall, right next to where the concert was held. I booked The Bangles to perform. The look and feel of the Michelob Ultra After Party had a cool Star Lounge vibe, with lots of exposure for Michelob Ultra."

"Programming liked the concept because it gave our Not So Silent Night Concert an added feature for our listeners and helped showcase our on-air '80s image with The Bangles' performance. The sales department was happy because of the added revenue. Michelob was so happy with the event and the exposure

for their new product that we re-created the event the following year."

And when there is no room for on-air placement, Lyles knows where to put clients so they will receive ample visibility. "We have a great way of taking a lot of the cheesy sales-promotion clutter off the air and applying those promotions to our new Frequent Listener Internet program. It's called 'Star e-IP' — earn Internet points."

"Here's how it works: After becoming a Star e-IP by registering through our website, you earn points for listening to Star 98.7. It's pretty easy to win. Listeners accumulate points, then cash them in for some very cool prizes that are found in the Star Store."

"Prizes include autographed CDs, backstage passes, concert tickets, passes to our exclusive Star Lounge performances, weekend vacations, an autographed Sarah McLachlan piano and many more lifestyle prizes."

"Our e-IP program enables us to help the sales department turn a lot of those sales lemons into lemonade for our listeners. Most important, the program helps build TSL for the station."

Where's The Beef?

WBMX/Boston PD Jon Zellner recalls some interesting giveaways from his days in Kansas City. "When I was at KMXV/Kansas City, the Kansas Beef Council was a big client. They wanted us to give away hot dogs on the air, so we came up with the promotion 'Baseball, Hot-dogs, Apple Pie and Chevys; an All-American Summer.' We tied in the Royals and a Chevrolet dealer, and listeners could win tickets to games and qualify to win a Chevy."

The sales department can also take advantage of a previously existing promotion and tie in a client for a win-win end result. "We had a flyaway to see Janet Jackson in Par-

is," Zellner says. "The nontraditional-revenue department became involved and tied in Domino's, who wanted to increase their foot traffic."

"We sent listeners to Domino's locations to pick up and collect scratch cards, which became the playing cards for the contest. We were on all Domino's pizza boxes for four weeks and got \$80,000 of nonspot revenue."

Has Zellner moved away from meat giveaways since his arrival in Boston? "Sales promotions are the same everywhere," he says. "We try to be as accommodating as possible. Our goal is to make money."

"To generate revenue you have to have good ratings, and to have good ratings you have to have compelling radio. PDs need to be sales-friendly now more than ever and should pay just as much attention to Miller Kaplan figures as they do to ratings."

"PDs need to be sales-friendly now more than ever and should pay just as much attention to Miller Kaplan figures as they do to ratings."

Jon Zellner

"PDs and jocks used to be happy when they weren't sold out. Now, if you're not sold out, it's a reason to be concerned."

Did You Say 'Broccoli'?

Of all the stations I spoke to about this topic, KPLZ (Star 101.5)/Seattle wins the prize for the strangest giveaways. Promotions & Marketing Manager and morning show co-host Jen Pirak recalls a doozy and jokingly blames PD/morning show host Kent Phillips for signing off on it: The station agreed to give away gift certificates for bags of broccoli,



JEFF TIMMONS VISITS FRIENDS IN FRESNO Making some radio stops in Central California, Jeff Timmons (l) poses with KSFO/Fresno MD Kristen Kelley.

which gave a new definition to "giving away the green."

"The morning show took it, made fun of it and made fun of themselves," Pirak says, while Phillips gives us a sample of the rap: "Other stations are giving away thousands of dollars in cash, and we're giving away ... broccoli!"

But wait, there's more: Phillips also signed off on the "Wheel of Meat." Yes, that's right, just like *Wheel of Fortune*, listeners would call in to spin the wheel in hopes that the ticker would stop on a choice cut of meat.

They may have some strange giveaways, but the folks at KPLZ have a productive way to plan and execute promotions that is almost like one-stop shopping. "We have a weekly creative meeting that is attended by all the account executives, the sales manager, the promotion department and Kent," says Pirak.

"We throw out ideas and get it done right then and there. A lot of cross-promotion happens during these meetings. We'll consolidate several clients' requests for promotions and tie them into one promotion."

Pirak is also on-air with Phillips, so it is easy for them to assess the logistics of a promotion, deciding whether it will fly. Pirak says that not all their promotions are as silly as the ones listed here. "We just had a great one," says Phillips. "KPLZ sales had a paint client that wanted to give away paint on the



Jon Zellner

air. As it turns out, there were several clients that had similar thoughts — a furniture store, a floor-coverings store, etc.

"The net result was a \$1,000 room-makeover-a-day promotion for 20 days and a \$10,000 grand-prize home makeover, which included an interior-design consultation. It was only on the morning show, listeners loved it, and winners sent in before-and-after photos."

OK, that makes up for the broccoli thing.

The Mix Makeover

Raffi "King Raffi" Nalvarian wears many hats at KEZR (Mix

"We'll consolidate several clients' requests for promotions and tie them into one promotion."

Jen Pirak

106.5)/San Jose. He is not just Asst. PD and afternoon drive host, but Promotions Director as well. "The sales department comes up with all kinds of things, and we're usually prepared to tackle anything," he says.

Recently, Mix 106.5 had a plastic-surgery clinic running a spot schedule, and the promotion department thought it would be fun to enhance the buy (no pun intended) with a promotion based on the show *Extreme Makeover*. Listeners sent in

photos, and the client judged the entries. The grand prize was \$18,000 worth of surgery. "Our winner will receive a boob job, tummy tuck and other procedures — the list keeps growing," Nalvarian says. "The physician is performing one or two

procedures at a time and will call the morning show with updates." Also included in the grand prize is a "reveal party" for the winner's family and friends once all procedures and healing are complete.

Nalvarian and many of the other people I talked to say that being on the air while having a hand in developing sales promotions has its advantages. "I approach promotions differently," Nalvarian says. "I'm in touch with the vibe of the station; I'm in touch with our listeners and what will excite them. I'm also out at promotions, talking to listeners, and you can't get any closer than that."

DARYL HALL & JOHN OATES

"I'LL BE AROUND"

The 1st single from the forthcoming new album, *Our Kind of Soul*
In Stores October 26, 2004

IMPACT DATE: AUGUST 30, 2004!



- **Our Kind of Soul:** the highly anticipated new album by the #1 duo in rock history. The follow-up album to the critically acclaimed *Do It For Love*
- 2004 Inductees into the Songwriters Hall of Fame
- 30 Years of Music. 60 million albums sold worldwide
- 8 #1 singles: 'Maneater'; 'Rich Girl'; 'Kiss on My List'; 'Private Eyes' and 'I Can't Go For That (No Can Do)'
- 16 Top 10 singles including: 'Sara Smile' and 'Say It Isn't So'
- Major TV Campaign to include: The Today Show; GMA, Live with Regis & Kelly; Late Night with David Letterman, The View, Larry King and more

Daryl and John's interpretation of 'I'll Be Around' is unbelievable. When you couple this classic with the harmonies of Hall and Oates you get a familiar song which sounds like it could have been written by THEM. The album and this single are both amazing...all the ladies in our office melted when I first played them 'I'll Be Around.' In a time where there isn't a lot of great songs for our format...this is just what we need...a smash! You can add this one to the long list of Hall and Oates hits. — Rob Miller, Program Director/WALK 97.5

Co-Headlining Rock & Soul 2004 Revue with Michael McDonald and special guest Average White Band:

- | | | | |
|-------|---|--------|--|
| 8/18: | Verizon Wireless Amphitheatre, Indianapolis, IN | 9/9: | Resch Center, Green Bay, WI |
| 8/20: | Auditorium Theatre, Chicago, IL | 10/5: | FC Magazine Stadium, Charleston, SC |
| 8/21: | State Fair, Springfield, IL | 10/6: | Von Braun Center, Huntsville, AL |
| 8/23: | Kresge Auditorium, Interlochen, MI | 10/8: | Cynthia Woods Pavilion, Spring, TX |
| 8/24: | DTE Energy Center, Detroit, MI | 10/9: | Verizon Wireless Amphitheatre, Selma, TX |
| 8/25: | Chevrolet Amphitheatre, Pittsburgh, PA | 10/10: | Smirnoff Music Center, Dallas, TX |
| 8/27: | Germain Amphitheatre, Columbus, OH | 10/12: | Sandia Casino, Albuquerque, NM |
| 8/28: | Riverbend Music Center, Cincinnati, OH | 10/13: | Arizona State Fair, Phoenix, AZ |
| 8/29: | Tower City Amphitheatre, Cleveland, OH | 10/15: | Universal Amphitheatre, Los Angeles, CA |
| 8/31: | UMB Bank Pavilion, St. Louis, MO | 10/17: | Pala Casino, Pala, CA (Solo Show) |
| 9/1: | Verizon Wireless Amphitheatre, Bonner Springs, KS | 10/19: | Arco Arena, Sacramento, CA |
| 9/3: | Mid-America Center, Council Bluffs, IA | 10/20: | Chronicle Pavilion, San Francisco, CA |
| 9/4: | Veteran's Memorial Coliseum, Des Moines, IA | 10/22: | Memorial Coliseum, Portland, OR |
| 9/8: | Xcel Energy Center, St. Paul, MN | 10/23: | Everett Perf. Arts Center, Everett, WA |

2005 Dates coming soon!

National Promotion: Ashton Consulting (805-564-8335) — Ashtonconsults@aol.com Management: Doyle-Kos Entertainment (646-674-1500)
Produced by Daryl Hall, T Bone Wolk & Greg Bieck Mixed by Sheppard & Kenny Gioia for Sheppard Music, Inc.
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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	MARTINA MCBRIDE This One's For The Girls (RCA)	2137	+143	195493	31	109/0
4	2	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	2016	+77	199852	33	110/0
3	3	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1931	-26	167127	45	105/0
1	4	DIDO White Flag (Arista/RMG)	1863	-146	169783	45	100/0
6	5	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	1786	+54	163174	41	102/0
5	6	SEAL Love's Divine (Warner Bros.)	1701	-50	154978	29	105/1
7	7	MAROON 5 This Love (Octone/J/RMG)	1618	-29	174575	17	86/2
9	8	LIONEL RICHIE Just For You (Island/IDJMG)	1426	-31	119076	23	98/0
11	9	KIMBERLEY LOCKE 8th World Wonder (Curb)	1351	+154	73321	20	93/4
10	10	JOSH GROBAN You Raise Me Up (143/Reprise)	1241	-170	126709	42	106/0
14	11	LOS LONELY BOYS Heaven (Dr/Epic)	1206	+220	148402	11	72/14
13	12	MERCYME Here With Me (INO/Curb)	1101	+70	54858	18	81/0
12	13	3 DOORS DOWN Here Without You (Republic/Universal)	964	-107	104503	34	65/0
18	14	KEITH URBAN You'll Think Of Me (Capitol)	793	+54	54442	13	90/3
16	15	SEALS & CROFTS Summer Breeze '04 (Warner Bros.)	779	-36	88431	10	54/0
15	16	CELINE DION You And I (Epic)	764	-101	82239	12	65/0
19	17	LEANN RIMES f/RONAN KEATING Last Thing On My Mind (Curb)	716	+45	29541	10	83/2
20	18	EVANESCENCE My Immortal (Wind-up)	583	-9	70404	18	34/2
17	19	JIM BRICKMAN f/MARK SCHULTZ 'Til I See You Again (Windham Hill/RMG)	579	-176	31917	14	83/1
23	20	JOSH GROBAN Remember When It Rained (143/Reprise)	481	+114	45585	4	72/7
22	21	HOOBASTANK The Reason (Island/IDJMG)	428	+52	41480	9	28/3
24	22	CHERIE Older Than My Years (Lava)	420	+60	30766	5	64/6
21	23	WILSON PHILLIPS Go Your Own Way (Columbia)	393	-133	36104	17	57/0
25	24	FANTASIA I Believe (J/RMG)	291	-27	13256	5	51/2
30	25	JEFF TIMMONS Whisper That Way (SLG/Rising Phoenix)	257	+33	6382	2	44/5
27	26	JAMIE CULLUM All At Sea (Verve/Universal)	251	+20	6176	6	46/2
26	27	CORRS Summer Sunshine (Atlantic)	247	-22	10931	8	36/2
29	28	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	237	+10	27746	4	15/2
28	29	CLAY AIKEN I Will Carry You (RCA/RMG)	214	+43	8074	1	40/5
Debut	30	ALICIA KEYS If I Ain't Got You (J/RMG)	186	+93	42916	1	33/11

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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Songs below No. 5 are moved to recurrent after 50 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

DIANA KRALL Narrow Daylight (GRP/VMG)
Total Plays: 167, Total Stations: 32, Adds: 1

NEWSONG f/NATALIE GRANT When God Made You (Reunion)
Total Plays: 163, Total Stations: 35, Adds: 6

BOYZ II MEN Sara Smile (MSM/Koch)
Total Plays: 162, Total Stations: 29, Adds: 2

SEAL Get It Together (Warner Bros.)
Total Plays: 123, Total Stations: 24, Adds: 6

BRUCE HORNSBY Gonna Be Some Changes Made (Columbia)
Total Plays: 88, Total Stations: 23, Adds: 8

NATALIE GRANT I Am Not Alone (Curb)
Total Plays: 80, Total Stations: 13, Adds: 0

RAY CHARLES f/ELTON JOHN Sorry Seems To Be... (Concord)
Total Plays: 37, Total Stations: 14, Adds: 7

Songs ranked by total plays

Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
LOS LONELY BOYS Heaven (Dr/Epic)	14
ALICIA KEYS If I Ain't Got You (J/RMG)	11
DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)	9
BRUCE HORNSBY Gonna Be Some Changes Made (Columbia)	8
KELLY CLARKSON Breakaway (Hollywood)	8
JOSH GROBAN Remember When It Rained (143/Reprise)	7
RAY CHARLES f/ELTON JOHN Sorry Seems To Be... (Concord)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LOS LONELY BOYS Heaven (Dr/Epic)	+220
KIMBERLEY LOCKE 8th World Wonder (Curb/Reprise)	+154
MARTINA MCBRIDE This One's For The Girls (RCA)	+143
MERCYME I Can Only Imagine (INO/Curb)	+125
JOSH GROBAN Remember When It Rained (143/Reprise)	+114
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	+110
LONESTAR I'm Already There (BNA)	+99
ALICIA KEYS If I Ain't Got You (J/RMG)	+93
LUTHER VANDROSS Dance With My Father (J/RMG)	+84
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+77

Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	1385
TRAIN Calling All Angels (Columbia)	1305
SHAMIA TWAIN Forever And For Always (Mercury/IDJMG)	1262
MATCHBOX TWENTY Unwell (Atlantic)	1196
LUTHER VANDROSS Dance With My Father (J/RMG)	988
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	927
SANTANA f/MICHELLE BRANCH The Game Of Love (Arista/RMG)	897
LONESTAR I'm Already There (BNA)	831
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	827
SHERYL CROW Soak Up The Sun (A&M/Interscope)	794
PHIL COLLINS Can't Stop Loving You (Atlantic)	748
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	678

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

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ON THE RECORD

With

Doug Daniels
PD/afternoon drive,
WGFB/Rockford, IL



We are hearing so much negativity during this political season that I thought I'd use this space to express my utter passion and enthusiasm for the AC format. ● Why I love AC radio: I love having artists like Elton John, Rod Stewart, Celine Dion, Billy Joel and Phil Collins on my frequency. I love that I get to play great artists from the '70s like James Taylor, America, Chicago and Donna Summer. I love that I get to play the best pop of the

'80s and songs from artists who aren't "cool" enough for Hot AC. I love that, although the '90s sucked musically, the best stuff was AC-friendly. ● I love that I get to play the best of the pop and rock from today that my CHR and Hot AC competitors warm up for me. I love that I get to champion causes like Make-a-Wish, Light the Night Walk, the Susan G. Komen Foundation, the Muscular Dystrophy Association and the American Heart Association. ● I love showing affection and kindness toward my on-air wife, Denise. I love sharing my 170-pound weight-loss success. ● I love supporting and encouraging my staff to be their best. I love meeting and greeting thousands of listeners at remotes who tell me, "We love B103." ● Funny how what you love loves you back.

At AC, **Martina McBride's** "This One's for the Girls" (RCA) bounces back to No. 1 with +143 plays, **Five For Fighting's** "100 Years" (Aware/Columbia) is No. 2, and **Sheryl Crow's** "The First Cut Is the Deepest" (A&M/Interscope) holds steady at No. 3 ... **Los Lonely Boys' "Heaven"** (Or/Epic) goes 14-11 with +220 plays, and **Kimberley Locke** breaks into the top 10, at No. 9, with "8th World Wonder" (Curb) ... Nice jumps for **Keith Urban's** "You'll Think of Me" (Capitol), which goes 18-14, and **Jeff Timmons' "Whisper That Way"** (SLG/Rising Phoenix), which rises 30-25 ... Strong debut week for RCA/RMG, with **Clay Aiken's** "I Will Carry You" showing up at No. 29 and **Alicia Keys' "If I Ain't Got You"** (J/RMG) at No. 30. Keys is also second Most Added this week, with 11 adds, and **Los Lonely Boys** are Most Added, with 14 ... At Hot AC, **Hoobastank's "The Reason"** (Island/IDJMG) remains No. 1, **Los Lonely Boys** are at No. 2, and **Counting Crows' "Accidentally in Love"** (DreamWorks/Geffen) moves into the No. 3 slot ... **Ashlee Simpson's "Pieces of Me"** (Geffen) takes another nice jump, from 19-16 with +582 plays ... **Maroon 5's "She Will Be Loved"** (Octone/J/RMG) is at No. 6 with +341 plays ... New to the chart this week are **Howie Day's "Collide"** (Epic), at No. 32; **The Killers' "Somebody Told Me"** (Island/IDJMG), at No. 36; and **Alanis Morissette's "Eight Easy Steps"** (Maverick/Reprise), at No. 37. Most Added are **John Mayer's "Daughters"** (Aware/Columbia), with 16 adds, and **Seether's "Broken"** (Wind-up), with 10.

— Julie Kertes, AC/Hot AC Editor



artist activity

ARTIST: **Ryan Cabrera**

LABEL: **E.V.L.A./Atlantic**

By **JULIE KERTES/AC/HOT AC EDITOR**



A lot has happened in a very short time for 21-year-old singer-songwriter Ryan Cabrera. Cabrera, a Dallas native, has gone from local favorite to international superstar, with fan websites originating in Italy and Australia that document his every move.

Not bad for someone who picked up a guitar out of boredom. Up until middle school, Cabrera didn't think much about music. But he kept gravitating toward a guitar at a friend's house and soon taught himself to play. He played in bands in high school and was, he says, thrown into singing. But it wasn't until he got a taste of Dave Matthews' music that he made a pledge to make music his life.

Cabrera hooked up with a local studio engineer — who liked Cabrera's music so much he volunteered his time — and released his first album, *Elm Street*, with great success. Internet orders were coming in from around the world and CDs were flying off the shelves at local record stores. After a series of events, including dropping out of college and putting himself through voice-training boot camp, Cabrera toured with Howie Day across the country and got just the exposure he needed.

Cabrera's team consists of JT Entertainment's Joe Simpson (father of Jessica Simpson) and EMI's Evan Lamberg, who signed Cabrera to EVLA, Lamberg's imprint on Atlantic Recordings. Lamberg connected Cabrera with Goo Goo Dolls' John Rzeznik, who co-produced Cabrera's Atlantic Records/EVLA debut, *Take It All Away*. The album hit stores Aug. 17.

Take It All Away showcases Cabrera's

gripping voice — boot camp obviously paid off. The current single, "On the Way Down," is off to a strong start at Hot AC. Early supporters include KYKY/St. Louis, KSTZ/Des Moines, KYIS/Oklahoma City and KSII/El Paso. Cabrera's story is also building at CHR, with top five phones at WKZL/Greensboro and top 10 phones at WKSS/Hartford; top 10 callout at WFBC/Greenville, SC; and No. 1 potential callout at WKRZ/Wilkes Barre.

Other strong tracks include the upbeat and feel-good "Let's Take Our Time"; "Echo Park," which has a hooky, gliding chorus; and the ominous-sounding "She's," which brings together Cabrera's true singing talent and solid songwriting by Cabrera, Guy Chambers, Jimmy Harry and Shep Solomon. "Illusions," co-written with Rzeznik, has the signature feel of a Goo Goo Dolls hit. Other collaborators are songwriting team Sabelle Breer and Curt Frasca, who contributed to Avril Lavigne's multiplatinum debut. *Let Go*, and co-wrote "On the Way Down," "Take It All the Way" and "40 Kinds of Sadness."

My personal favorite is "True," which grabs me from beginning to end. Cabrera delivers it with a James Taylor-like punch as he sings, "I've waited all my life to cross this line/To the only thing that's true/So I will not hide/It's time to try/Anything to be with you."

Cabrera, who was on tour with Jessica Simpson this summer, is currently out on his own doing a string of mall dates across the country.



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R&R HOT AC TOP 40

August 20, 2004

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (000)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	HOOBASTANK The Reason (Island/IDJMG)	3923	-140	266747	26	94/0
2	2	LOS LONELY BOYS Heaven (Or/Epic)	3756	-71	253953	22	94/0
4	3	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	3494	+45	242162	15	95/0
3	4	MAROON 5 This Love (Octone/JRMG)	3310	-219	240632	32	95/0
5	5	3 DOORS DOWN Away From The Sun (Republic/Universal)	2645	+23	147509	27	77/0
8	6	MAROON 5 She Will Be Loved (Octone/JRMG)	2605	+341	177828	8	91/1
6	7	SWITCHFOOT Meant To Live (Red Ink/Columbia)	2565	-9	152726	20	82/1
9	8	FINGER ELEVEN One Thing (Wind-up)	2369	+245	137387	15	82/2
10	9	GAVIN DEGRAW I Don't Want To Be (J/RMG)	2216	+155	124790	22	80/1
7	10	311 Love Song (Maverick/Volcano/Zomba)	2212	-97	131422	18	78/0
11	11	NICKELBACK Someday (Roadrunner/IDJMG)	1961	-89	153107	47	76/0
13	12	TRAIN Ordinary (Columbia)	1824	+50	86375	11	75/0
12	13	EVANESCENCE My Immortal (Wind-up)	1703	-103	110213	38	83/0
14	14	SHERYL CROW Light In Your Eyes (A&M/Interscope)	1571	-188	93559	16	74/0
17	15	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	1513	+84	71400	11	69/3
19	16	ASHLEE SIMPSON Pieces Of Me (Geffen)	1476	+582	111294	3	68/9
16	17	CALLING Our Lives (RCA/RMG)	1276	-231	63558	19	70/0
20	18	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	1110	+293	64555	4	59/5
21	19	RICHARD MARX When You're Gone (Manhattan/EMC)	854	+52	41306	10	52/3
23	20	SARAH MCLACHLAN World On Fire (Arista/RMG)	836	+106	48253	4	56/5
22	21	AVION Seven Days Without You (Columbia)	808	+35	29267	11	40/3
26	22	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	661	+107	27477	3	40/6
24	23	SCISSOR SISTERS Take Your Mama (Universal)	644	-14	31671	9	40/2
28	24	MARTINA MCBRIDE This One's For The Girls (RCA)	487	+2	32742	10	20/0
33	25	FIVE FOR FIGHTING The Devil In The Wishing Well (Jane Says) (Aware/Columbia)	456	+107	12487	2	40/4
34	26	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	455	+110	14940	3	35/3
32	27	SEETHER f/AMY LEE Broken (Wind-up)	454	+92	20823	5	33/10
31	28	KELLY CLARKSON Breakaway (Hollywood)	450	+62	32886	2	31/2
27	29	YELLOWCARD Ocean Avenue (Capitol)	448	-107	15258	7	24/0
25	30	UNCLE KRACKER Rescue (Lava)	422	-154	22349	13	33/0
30	31	BLINK-182 I Miss You (Geffen)	384	-18	18633	14	9/0
Debut	32	HOWIE DAY Collide (Epic)	351	+90	15835	1	24/5
37	33	MERCYME Here With Me (INO/Curb)	318	+7	14936	6	12/1
36	34	PAT MCGEE BAND Beautiful Ways (Warner Bros.)	311	-18	20573	5	14/0
39	35	DIANA ANAID Last Thing (Five Crowns Music)	310	+27	9786	2	20/1
Debut	36	KILLERS Somebody Told Me (Island/IDJMG)	299	+60	9438	1	24/5
Debut	37	ALANIS MORISSETTE Eight Easy Steps (Maverick/Reprise)	294	+157	10370	1	33/9
40	38	TOBY LIGHTMAN Real Love (Lava)	281	+11	11805	3	19/0
29	39	BRITNEY SPEARS Everytime (Jive/Zomba)	267	-175	10574	9	17/1
35	40	DEFAULT All She Wrote (TVT)	255	-68	7099	6	18/0

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
JOHN MAYER Daughters (Aware/Columbia)	16
SEETHER f/AMY LEE Broken (Wind-up)	10
ASHLEE SIMPSON Pieces Of Me (Geffen)	9
ALANIS MORISSETTE Eight Easy Steps (Maverick/Reprise)	9
BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	6
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	6
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	5
SARAH MCLACHLAN World On Fire (Arista/RMG)	5
HOWIE DAY Collide (Epic)	5
KILLERS Somebody Told Me (Island/IDJMG)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ASHLEE SIMPSON Pieces Of Me (Geffen)	+582
MAROON 5 She Will Be Loved (Octone/JRMG)	+341
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	+293
FINGER ELEVEN One Thing (Wind-up)	+245
ALANIS MORISSETTE Eight Easy Steps (Maverick/Reprise)	+157
GAVIN DEGRAW I Don't Want To Be (J/RMG)	+155
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	+110
BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	+107
FIVE FOR FIGHTING The Devil In The... (Aware/Columbia)	+107
SARAH MCLACHLAN World On Fire (Arista/RMG)	+106

New & Active

LENNY KRAVITZ California (Virgin)
Total Plays: 251, Total Stations: 19, Adds: 0

BONNIE MCKEE Somebody (Reprise)
Total Plays: 249, Total Stations: 23, Adds: 1

K. CHESNEY f/U. KRACKER When The Sun Goes Down (BNA)
Total Plays: 217, Total Stations: 10, Adds: 0

INGRAM HILL Will I Ever Make It Home (Hollywood)
Total Plays: 215, Total Stations: 18, Adds: 1

JEM They (ATO/RCA/RMG)
Total Plays: 192, Total Stations: 11, Adds: 1

TEARS FOR FEARS Call Me Mellow (Universal Music Entertainment)
Total Plays: 190, Total Stations: 23, Adds: 3

SEAL Get It Together (Warner Bros.)
Total Plays: 119, Total Stations: 14, Adds: 2

JOHN MAYER Daughters (Aware/Columbia)
Total Plays: 96, Total Stations: 18, Adds: 16

MATT NATHANSON I Saw (Universal)
Total Plays: 94, Total Stations: 10, Adds: 0

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

96 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Saturday Night at the 80s with Todd Pettengill

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KIFM Owns San Diego

PD Mike Vasquez's secret for winning 12+? Keep it fresh

KIFM/San Diego's heritage dates from 1982, when JazzTrax founder Art Good introduced *Lites Out San Diego*, a contemporary jazz evening show. The station went full-time "Hip AC" in 1987, under then-PD Bob O'Connor. KIFM has been No. 1 25-54 countless times over the years since then, but in the spring '04 book KIFM was No. 1 12+, an accomplishment unequaled in this format since KYOT/Phoenix did it in spring 2001.

I asked KIFM PD Mike Vasquez to shed some light on the station's awesome ratings consistency and its latest triumph. But before that I spoke with Jefferson-Pilot/San Diego VP/GM Darrel Goodin to get a sense of KIFM's overarching achievement.

"I'm still getting used to the notion that I can walk across my pool without getting wet," Goodin riffs jovially. "I really enjoy the part where I can turn water into wine, and I'm making a lot of wine, because I know there will be a new book in 60 days.

"It's not a fluke. We had a 4.9 in the winter book, 5.0 in-demo in spring and five-plus shares before. Our 12+ success is a function of how well we do, or do not do, with the ethnic audience — a segment of which we own, and a segment of which we'll never touch, but they are never sampled equally.

"The key is our willingness to be a mass-appeal radio station in all facets. Too often Smooth Jazz is programmed to the stereotype: that our listener is an upscale 50-year-old

white guy who drives a Mercedes. Given the branding that KIFM has accumulated over the years, doing Smooth Jazz in San Diego is like do-

ing Country in Nashville: It's a market that represents the heart and soul of the format.

"We pride ourselves as much on our strength in southern San Diego County and with the ethnic audience over 35 as we do on the high-end crowd. KIFM has an earthy quality, and with the way our jocks present on the air, very real and totally unaffected, people relate to us."

Radio That Resonates

Seven years ago Vasquez, then SJ's youngest PD, catapulted from his first and only radio station, KEZL/Fresno, in market No. 65, to America's 15th-largest market, San Diego. KIFM's dramatic ratings performance under his aegis — and his adventurous programming stance, which embraces new music, new artists and progressive musical influences — has earned Vasquez the universal respect of his peers as a great SJ PD.

Heritage confers privileges, and, no question, KIFM benefits from its status as a heritage station. At least two generations of KIFM's P1s came up listening in an environment that educated them in wide-ranging musical styles — not only *nuevo flamenco*, for which San Diego has a much vaunted propensity, and progressive contemporary jazz, but acid jazz, format vocals and, most recently, chill tunes, which comprise a striking percentage of KIFM's playlist.

The basis of Vasquez's programming philosophy is the belief that people tune in to be entertained. "It's our job to find new and exciting ways to do that," he says. "We know what has worked in the past,

and we continually challenge ourselves to find the next thing that's going to resonate with the audience.

"Our library cuts are very solid and highly familiar. We don't add music for the sake of adding it; we add music that evokes emotion and fits the fabric of the station, but also music that remains interesting.

"[Asst. PD/MD] Kelly Cole and I take great pride in finding the right songs for KIFM. Sometimes I don't even want to know who the artist is, but just evaluate a piece of work for what it is and see if it fits, sonically and texturally. New music is a big part of that."

Support New Music

Vasquez explains KIFM's proactive approach to new music: "We highlight new music once an hour, with two hooks per promo. That helps build familiarity with the songs even before the audience hears them in their entirety. That's why we see such great mean scores.

"Kelly Cole also hosts a well produced Sunday-morning show, *Horizons*, which spotlights the music that's breaking ground at SJ, and it's doing very well. It gets a great response — calls, e-mails and ratings.

"We don't add music for the sake of adding it; we add music that evokes emotion and fits the fabric of the station."

"Each week has a theme, and we promote it. Even though it's a challenge to find the time to promote all the elements, we think it's key, so we find a way to do that. It's another little piece of the puzzle that adds to the big picture and contributes to our success."

Unlike most SJ stations, KIFM does callout research, and Vasquez is an enthusiastic proponent. "We test all of our currents, and the majority of our adds are added at night so that we can get the feel of how

The Numbers

Here's the rundown on KIFM/San Diego's awesome spring '04 book. Incidentally, the morning drive numbers aren't typos. Holy smoke!

Demos, Dayparts & Ranks

12+:	Mon.-Sun., 6am-midnight	1
	Sat.-Sun., 6am-midnight	1
25-54:	Mon.-Sun., 6am-midnight	3
6-10am		3
10am-3pm		1
3-7pm		1
45-54:	Mon.-Sun., 6am-midnight	1
6-10am		1
10am-3pm		1
3-7pm		1
Weekends		1
35-54:	Mon.-Sun., 6am-midnight	1
6-10am		3
10am-3pm		1
3-7pm		1
Weekends		1
35-64:	Mon.-Sun., 6am-midnight	1
6-10am		3
10am-3pm		1
3-7pm		1
7pm-midnight		3
Weekends		1
45-64:	Mon.-Sun., 6am-midnight	1
6-10am		1
10am-3pm		1
3-7pm		1
7pm-midnight		2
Weekends		1

they sound," he says. "By the time they go into a medium category, where they're played in all dayparts, we're testing them.

"It's a cliché, but research isn't the Bible, it's a tool. There are songs that didn't test well that Kelly and I believed in and continued to play that really popped later. Marc Antoine's 'Funky Picante' is a perfect example. It's our No. 1 highest-testing song; my mean score is through the roof, and the burn is low."

Stay On Message

Vasquez says that all of KIFM's jocks are true P1s who love the format, and listeners can feel their sincerity and feed on the passion they convey. "If you're pretending to be into it, they'll know," Vasquez says. "It's gotta be real, and the staff I have now are as real and passionate about what they do as it gets.

"They bring the artists to life. We all know that instrumental music has its challenges, and we try to paint a vivid picture without violating the expectations of the audience." Vasquez's primary message to the airstaff: Convey the passion!

Like most PDs, Vasquez does formal aircheck sessions, but he prefers a more spontaneous and, ultimately, more fruitful approach. "I have the type of relationships where we can chat comfortably after a shift," he says. "If there's an issue to be dealt with, why should it wait until Thursday at 2:30?

"We have a new system called Web Skimmer that records and ar-

"Too often Smooth Jazz is programmed to the stereotype: that our listener is an upscale 50-year-old white guy who drives a Mercedes."

Darrel Goodin

chives every single break onto a hard drive on my computer. I know it's a challenge for some PDs to give jocks direction, but I've developed a relationship with my people through the years, and we have that comfort level. I'm lucky: Most of the feedback I give is positive."

As is true at all successful radio stations, promotions and marketing are crucial ingredients in KIFM's powerhouse ratings — most notably trip-a-day for the past five years. Vasquez says he has tried every way possible to freshen this SJ benchmark, most recently by adding an optional prize of \$1,000 — a "trip-a-day or \$1K" giveaway. The winners split about 50/50 in which they choose.

Listen to KIFM online at www.kifm.com.

"We know what has worked in the past, and we continually challenge ourselves to find the next thing that's going to resonate with the audience."

Mike Vasquez

August 20, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	811	+46	101520	12	39/0
1	2	MARC ANTOINE Mediterraneo (Rendezvous)	794	+17	99417	26	36/0
4	3	MICHAEL LINGTON Show Me (Rendezvous)	764	+90	95318	19	39/0
2	4	DAVE KOZ All I See Is You (Capitol)	699	-68	88613	25	39/0
6	5	BONEY JAMES Here She Comes (Warner Bros.)	692	+45	81264	10	38/0
7	6	EUGE GROOVE Livin' Large (Narada)	628	+2	71707	28	37/0
5	7	PAUL TAYLOR Steppin' Out (Peak)	571	-94	70317	29	38/0
9	8	GERALD ALBRIGHT To The Max (GRP/VMG)	566	+13	66998	14	38/3
10	9	ANITA BAKER You're My Everything (Blue Note/Virgin)	557	+18	63020	7	36/1
11	10	JOYCE COOLING Expression (Narada)	528	-6	69467	23	38/0
8	11	PAUL BROWN 24/7 (GRP/VMG)	525	-44	67891	30	37/0
13	12	SEAL Love's Divine (Warner Bros.)	405	+11	34067	14	29/1
12	13	DIANA KRALL Temptation (GRP/VMG)	374	-33	29071	21	32/0
15	14	PAUL JACKSON, JR. Walkin' (Blue Note/EMC)	373	-8	37093	15	32/0
17	15	WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	372	+25	39443	9	32/0
16	16	CHRIS BOTTI Back Into My Heart (Columbia)	371	+21	48283	15	33/1
18	17	DAN SIEGEL In Your Eyes (Native Language)	352	+19	32240	22	30/1
19	18	MARION MEADOWS Sweet Grapes (Heads Up)	311	+14	38123	7	30/1
22	19	NICK COLIONNE It's Been Too Long (3 Keys Music)	270	+23	37257	8	22/0
20	20	RAMSEY LEWIS TRIO The In Crowd (Narada)	264	-6	35496	12	22/0
24	21	RICHARD ELLIOT Your Secret Love (GRP/VMG)	256	+43	31019	4	27/3
21	22	LUTHER VANDROSS W/ BEYONCÉ The Closer I Get To You (J/RMG)	249	-2	20841	19	19/0
25	23	KIM WATERS In Deep (Shanachie)	248	+40	21363	6	19/0
23	24	GLADYS KNIGHT f/ EDESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)	222	-12	12021	10	15/0
26	25	PATTI LABELLE New Day (Def Soul/IDJMG)	217	+17	16034	9	14/0
27	26	NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	214	+48	19448	3	21/1
28	27	TIM BOWMAN Summer Groove (Liquid 8)	200	+35	22268	2	25/6
30	28	RENEE OLSTEAD A Love That Will Last (143/Reprise)	151	+19	15956	4	12/1
29	29	NÉSTOR TORRES Maybe Tonight (Heads Up)	139	-1	19084	16	12/0
Debut	30	THA' HOT CLUB I'm Gonna Love You Just A Little More Baby (Shanachie)	109	-5	20853	1	9/0

39 Smooth Jazz reporters. Monitored airplay data supplied by Mediabase Research, a division of Première Radio Networks. Songs ranked by total plays for the airplay week of 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

SOUL BALLET Cream (215)

Total Plays: 100, Total Stations: 16, Adds: 3

STEVE OLIVER Chips & Salsa (Koch)

Total Plays: 95, Total Stations: 9, Adds: 1

PAUL BROWN Moment By Moment (GRP/VMG)

Total Plays: 87, Total Stations: 8, Adds: 0

AL JARREAU Cold Duck (GRP/VMG)

Total Plays: 82, Total Stations: 5, Adds: 0

CHUCK LOEB Bring It (Shanachie)

Total Plays: 76, Total Stations: 9, Adds: 0

MICHAEL McDONALD Ain't Nothing Like The Real Thing (Motown)

Total Plays: 73, Total Stations: 9, Adds: 0

LUTHER VANDROSS Think About You (J/RMG)

Total Plays: 72, Total Stations: 5, Adds: 0

ERIC DARIUS Night On The Town (Higher Octave/Narada)

Total Plays: 68, Total Stations: 6, Adds: 0

EVERETTE HARP Can You Hear Me (A440)

Total Plays: 60, Total Stations: 7, Adds: 0

RAFE GÓMEZ Icy (Tommy Boy)

Total Plays: 39, Total Stations: 4, Adds: 0

Most Added

www.rroads.com

ARTIST TITLE LABEL(S)	ADDS
TIM BOWMAN Summer Groove (Liquid 8)	6
PETER WHITE How Does It Feel (Columbia)	6
MINDI ABAIR Come As You Are (GRP/VMG)	6
CRAIG CHAUQUICO Her Boyfriend's Wedding (Narada)	4
GERALD ALBRIGHT To The Max (GRP/VMG)	3
RICHARD ELLIOT Your Secret Love (GRP/VMG)	3
SOUL BALLET Cream (215)	3
DAVID LANZ Big Sur (Decca/Universal)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MICHAEL LINGTON Show Me (Rendezvous)	+90
NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	+48
GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	+46
BONEY JAMES Here She Comes (Warner Bros.)	+45
RICHARD ELLIOT Your Secret Love (GRP/VMG)	+43
KIM WATERS In Deep (Shanachie)	+40
TIM BOWMAN Summer Groove (Liquid 8)	+35
PAUL BROWN Moment By Moment (GRP/VMG)	+32
PAUL TAYLOR On The Move (Peak)	+30
PETER WHITE How Does It Feel (Columbia)	+26

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
RICHARD SMITH Sing A Song (A440)	366
PETER WHITE Talkin' Bout Love (Columbia)	363
RICK BRAUN Daddy-O (Warner Bros.)	332
PRAFUL Sigh (Rendezvous)	311
B. CULBERTSON f/N. BROWN Come On Up (Warner Bros.)	294
HIL ST. SOUL For The Love Of You (Shanachie)	287
NICK COLIONNE High Flyin' (3 Keys Music)	242
KIM WATERS The Ride (Shanachie)	233
RICHARD ELLIOT Sly (GRP/VMG)	215
STEVE COLE Everyday (Warner Bros.)	215
PAUL JACKSON, JR. It's A Shame (Blue Note/EMC)	214
JAZZMASTERS Puerto Banus (Trippin' 'N' Rhythm)	208
PRAFUL Let The Chips Fall (Rendezvous)	208
NAJEE Eye 2 Eye (N-Coded)	187
CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	177

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

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SMOOTH JAZZ TOP 30 INDICATOR

• August 20, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	BONEY JAMES Here She Comes (Warner Bros.)	234	+19	1178	9	16/0
2	2	GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	211	+4	1005	11	14/0
6	3	KIM WATERS In Deep (Shanachie)	184	+21	793	9	14/0
3	4	WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	176	-11	738	7	15/0
5	5	FOURPLAY Play Around It (RCA Victor)	168	+3	986	9	14/0
7	6	MICHAEL LINGTON Show Me (Rendezvous)	167	+11	508	17	12/0
9	7	GERALD ALBRIGHT To The Max (GRP/VMG)	156	+7	569	14	13/0
8	8	ANITA BAKER You're My Everything (Blue Note/Virgin)	155	0	870	6	14/0
4	9	RAMSEY LEWIS TRIO The In Crowd (Narada)	153	-20	524	10	12/0
10	10	EVERETTE HARP Can You Hear Me (A440)	133	-5	724	10	14/0
18	11	RICHARD ELLIOT Your Secret Love (GRP/VMG)	129	+21	579	3	11/0
19	12	STEVE OLIVER Chips & Salsa (Koch)	126	+20	543	4	15/2
15	13	NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	123	+5	486	3	12/0
12	14	DAVID BENOIT / RUSS FREEMAN Palmetto Park (Peak/Concord)	122	-8	552	7	11/0
11	15	JOYCE COOLING Expression (Narada)	122	-16	596	23	14/0
16	16	GLADYS KNIGHT f/EDESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)	121	+3	882	8	11/0
13	17	DAVE KOZ All I See Is You (Capitol)	121	+1	346	25	9/0
17	18	AL JARREAU Cold Duck (GRP/VMG)	117	+8	533	5	12/0
20	19	CHRIS BOTTI Back Into My Heart (Columbia)	108	+4	657	16	12/0
14	20	EUGE GROOVE Livin' Large (Narada)	104	-15	512	28	8/0
Debut	21	TIM BOWMAN Summer Groove (Liquid B)	102	+25	365	1	12/1
21	22	MARC ANTOINE Mediterraneo (Rendezvous)	101	-2	477	26	8/0
22	23	DIANA KRALL Temptation (GRP/VMG)	97	-3	505	21	8/0
27	24	MARION MEADOWS Sweet Grapes (Heads Up)	96	+12	653	7	10/0
23	25	LARRY CARLTON Night Sweats (Bluebird)	94	-3	288	12	6/0
-	26	SHADES OF SOUL f/JEFF LORBER W/ CHRIS BOTTI Gazpacho (Narada)	88	+8	434	3	9/0
28	27	PIECES OF A DREAM It's Go Time (Heads Up)	86	+3	777	8	9/0
30	28	ERIC MARIENTHAL Secrets (Peak)	84	+1	461	5	8/0
26	29	ERIC DARIUS Night On The Town (Higher Octave/Narada)	84	-3	516	18	8/0
Debut	30	SOUL BALLET Cream (215)	83	+2	344	1	9/1

17 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14.
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Most Added*

www.rindicator.com

ARTIST TITLE LABEL(S)	TOTAL PLAYS
GREG ADAMS Firefly (215)	3
CRAIG CHAUQUICO Her Boyfriend's Wedding (Narada)	3
STEVE OLIVER Chips & Salsa (Koch)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DAVID LANZ Big Sur (Decca/Universal)	+30
TIM BOWMAN Summer Groove (Liquid B)	+25
KIM WATERS In Deep (Shanachie)	+21
RICHARD ELLIOT Your Secret Love (GRP/VMG)	+21
STEVE OLIVER Chips & Salsa (Koch)	+20
BONEY JAMES Here She Comes (Warner Bros.)	+19
BOYZ II MEN Sara Smile (MSM/Koch)	+16
INCOGNITO True To Myself (Narada)	+14
MARION MEADOWS Sweet Grapes (Heads Up)	+12

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
PETE BELASCO Deeper (Compendia)	91
HIL ST. SOUL For The Love Of You (Shanachie)	83
GRADY NICHOLS Allright (Compendia)	56
ALKEMX Time To Lounge (Rendezvous)	46
RICHARD SMITH Sing A Song (A440)	45
KIM WATERS The Ride (Shanachie)	44
STEVE COLE Everyday (Warner Bros.)	42
NICK COLONNE High Flyin' (3 Keys Music)	38
NAJEE Eye 2 Eye (N-Coded)	32
CHRIS BOTTI Indian Summer (Columbia)	28
RICHARD ELLIOT Sly (GRP/VMG)	26
RONNY JORDAN At Last (N-Coded)	24
WILL OWNING A Million Ways (GRP/VMG)	20
BASS X Vonni (Liquid B)	20
PRAFUL Sigh (Rendezvous)	19
DAVE KOZ Honey-Dipped (Capitol)	19
KIRK WHALUM Do You Feel Me (Warner Bros.)	19

Reporters

WZMR/Albany, NY*
OM/PO: Kevin Callahan
MD: Julia Felner
PETER WHITE
INCOGNITO
DAVID LANZ
MARK ABAR
CRAIG CHAUQUICO

Music Choice Smooth Jazz/Appleton, WI
APD: Will Kincaid
MD: Gary Sestalis
No Adds

WJZZ/Atlanta, GA*
PD/MD: Dave Kosh
No Adds

WQJZ/Atlantic City, NJ*
No Adds

KSMJ/Bakersfield, CA*
OM/PO: Chris Townshend
APD: Nick Nevak
PETER WHITE
SARACHA McADAMS
RICHARD ELLIOT
CRAIG CHAUQUICO

WSMJ/Baltimore, MD*
PD/MD: Lori Lewis
13 CHRIS BOTTI
TIM BOWMAN

WVSI/Birmingham, AL
PD/MD: Andy Parrish
PETER WHITE
TERRY DISLEY
PATRICK YAMKALL
PHILIP MARTIN
CRAIG CHAUQUICO

WNJA/Chicago, IL*
OM: Bob Kania
PD: Steve Shiles
MD: Michael La Crosse
GERALD ALBRIGHT
MARK ABAR

WNNV/Cleveland, OH*
OM/PO: Bernie Kimble
MARK ABAR

KSKX/Colorado Springs, CO*
PD: Steve Hilliard
MD: Laurie Cobb
PETER WHITE
RENE OLSTEAD

WJZA/Columbus, OH*
PD/MD: Bill Hartman
No Adds

KOAI/Dallas, TX*
OM/PO: Kurt Johnson
MD: Mark Seaford
SAM SEGEL

KJCD/Denver, CO*
PD/MD: Michael Fischer
No Adds

WVWV/Detroit, MI*
OM/PO: Tom Skeeter
MD: Sandy Kevach
GERALD ALBRIGHT

KEZL/Fresno, CA*
OM: E. Curtis Johnson
PD/MD: J. Weidenheimer
SOUL BALLET
MARK ABAR

WDRR/Ft. Myers, FL*
OM: Steve Amari
PD: Joe Turner
MD: Ramdi Bachman
TIM BOWMAN

WSSB/Ft. Walton Beach, FL
PD: Mark Carter
MD: Mark Edwards
BOYZ II MEN
STEVE OLIVER

WOTO/Hartford, CT
PD/MD: Stewart Stone
9 STEVE OLIVER

KHJZ/Houston, TX*
PD: Maxine Todd
AP/MD: Greg Morgan
12 NORMAN BROWN

WJAB/Huntsville, AL
PD/MD: Elan Washington
5 JILL SCOTT
3 SEF KOSKOWA
3 ERIC ESSO
2 GREG ADAMS
2 CRAIG CHAUQUICO

WYJZ/Indianapolis, IN*
OM/PO: Carl Frye
No Adds

KJLU/Jefferson City, MO
PD/MD: Dan Warner
SOUL BALLET
MARK ABAR
GREG ADAMS

KDAS/Las Vegas, NV*
PD/MD: Erbi Foxe
PETER WHITE
SOUL BALLET
TIM BOWMAN

KUAP/Little Rock, AR
PD/MD: Michael Nelms
1 ERIC ESSO
4 BAY CHARLES / NATALIE COLE
4 GREG ADAMS
2 EVERETTE HARP
2 VAP

KSBR/Los Angeles, CA
OM/PO: Terry Ward
MD: Susan Keshbag
No Adds

KTWV/Los Angeles, CA*
PD: Paul Galante
AP/MD: Samantha Wiedmann
1 ANITA BAKER
2 MARK ABAR

WJZL/Louisville, KY*
PD/MD: Suler Glass
APD: Ron Fisher
TIM BOWMAN

WJZN/Memphis, TN*
PD/MD: Norm Miller
5 PETER WHITE
CRAIG CHAUQUICO

WLVE/Miami, FL*
OM: Rob Roberts
PD/MD: Rich McMillan
TIM BOWMAN

WJZ/Milwaukee, WI*
PD: Stan Abrams
RICHARD ELLIOT
TIM BOWMAN

KJZL/Minneapolis, MN*
MD: Mike Wolf
No Adds

KRVV/Modesto, CA*
OM/PO: Doug Wolff
PD: Jim Bryan
No Adds

WFSK/Nashville, TN
MD: Chris Hocheritz
6 CRAIG CHAUQUICO

DMX Jazz Vocal Blend/Network
PD/MD: Kenji Johnson
No Adds

DMX Smooth Jazz/Network
PD/MD: Joanne Destro
12 TIM BOWMAN
12 DAVID LANZ
11 PETER WHITE
CRAIG CHAUQUICO

Sirius Jazz Cafe/Network
PD: Teresa Kincaid
MD: Rick Lahey
No Adds

XH Watercolors/Network
PD/MD: Shirlette Colon
No Adds

WQCD/New York, NY*
OM/PO: John Mullen
No Adds

WLQO/Orlando, FL*
PD: Brian Morgan
MD: Patricia James
No Adds

WJIZ/Philadelphia, PA*
PD: Michael Tozzi
MD: Frank Childs
GREG ADAMS

KJZS/Reno, NV*
OM: Rob Jones
PD/MD: Robert Dees
No Adds

WJZ/Richmond, VA*
PD: Reid Snider
No Adds

DMX Smooth Jazz/Network
PD/MD: Joanne Destro
12 TIM BOWMAN
12 DAVID LANZ
11 PETER WHITE
CRAIG CHAUQUICO

Sirius Jazz Cafe/Network
PD: Teresa Kincaid
MD: Rick Lahey
No Adds

XH Watercolors/Network
PD/MD: Shirlette Colon
No Adds

WQCD/New York, NY*
OM/PO: John Mullen
No Adds

WLQO/Orlando, FL*
PD: Brian Morgan
MD: Patricia James
No Adds

WJIZ/Philadelphia, PA*
PD: Michael Tozzi
MD: Frank Childs
GREG ADAMS

WSSM/St. Louis, MO*
PD: David Myers
RAY CHARLES / DONNA KOCAL

WSJT/Tampa, FL*
PD: Ross Block
MD: Kathy Curtis
No Adds

WJZW/Washington, DC*
OM: Kasey King
PD: Carl Anderson
MD: Renee DePuy
PETER WHITE
GERALD ALBRIGHT

KJFM/San Diego, CA*
OM: John Dimick
PD: Mike Vasquez
AP/MD: Kelly Cole
No Adds

KKSF/San Francisco, CA*
PD: Michael Erickson
MD: Ken Jones
RICHARD ELLIOT

KJZY/Santa Rosa, CA*
PD: Gordon Ziet
AP/MD: Rob Singleton
SOUL BALLET
GREG ADAMS

KWJZ/Seattle, WA*
PD: Carol Handley
MD: Diana Rice
KOC SWAL RA

WVVA/Montgomery, AL

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*Monitored Reporters

56 Total Reporters

39 Total Monitored

17 Total Indicator

Did Not Report, Playlist Frozen (4):

KNIX/Anchorage, AK

KPVL/Houston, TX

WEAA/Baltimore, MD

WVAS/Montgomery, AL

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Music Still Matters

Radio's founding principle must be programmers' passion

By Keith Hastings

As you know, I have accepted a new role here at R&R. As my responsibilities have increased, I am now turning to a few people in the industry for their perspective and insight until we fill the position of Rock Editor. Keith Hastings, PD of WAAF/Boston, provides the first in a short series of guest columns, with a reminder about the importance of music.

Would you put new curtains over cracked windows without fixing the glass first? Would you put new tires on a car with a broken axle? Then why would you spend all your waking hours building radio-station elements like talent, production, marketing, promotion and an audio chain if you're not taking enough time to listen to and manage your music?

If you're not managing the music, you could be turning off P1 listeners and not know it until it's too late. It's time for us to re-examine our commitment to the foundation of our product.

The Analogies

Picture an airline. This is a business that embraces technology to safely transport passengers between cities. They place the passengers inside a long metal tube, propel the tube quickly through the air, then land it back on the ground softly enough to be safe.

As airlines have improved their product, they've added features for the passengers' safety and comfort. Leather seats, tasty beverages and other creature comforts take our minds off the basic product we're being provided.

But I sure hope the airline that puts a flat-screen TV in front of me during the flight doesn't skimp on maintenance to do it. I can survive just fine flying in a well-maintained, safe airplane, regardless of whether there's ice in my soft drink.

Now picture the well-known creator of my soft drink, which, for about the last 120 years, has manufactured, packaged and marketed a unique cola beverage containing caffeine and sugar. People buy the drink because they are drawn to its unique taste and its stimulating effect on the human body.

The soft-drink company's job is

pretty simple: deliver what its customers crave in a safe and consistent manner. I just hope, in the company's quest for increased growth, it doesn't wind up laying off the person responsible for the product's consistent taste and giving the person responsible for persuading some celebrity to endorse the drink a big fat raise. Sure, a celebrity might be entertaining, but if I'm screwing up my face from a horrible, unexpected taste, it's safe to say I'll be a lot less entertained.

Now picture a major professional sports league whose business is overseeing the operation of a number of franchises in major cities across the United States. Their players are the best professionals in the game, and the game is among the most popular in the world.

The league's job, at its most basic, is to field a schedule of games during the season, tabulate the results, then field a series of playoff games to determine a champion. The league's profitability is a product of successful ticket sales and sponsorships. I'll pay a higher ticket price this year, and the league probably hopes that I won't spend too much time questioning why I need to first buy an expensive seat license to have the right to buy a ticket.

Hey, I love the game and wouldn't miss being a part of it. It sure would be sad if the league started passing on big-name talent and gambling with my intense loyalty by fielding players who aren't household names. It just wouldn't be the same, and I'd be less passionate. I could miss a game, and life would go on.

A Simple Model

Now turn to music stations on FM radio. At its simplest, this medium we love delivers great music and turns a profit by interspersing

enough advertising between the records to keep the lights on. Of course, it's a bit more involved than that, but, when you strip it down to basics, it's a very simple model.

When businesses like the ones I described above begin to add layers of complexity to their operations with the goal of increasing market share and profitability, things happen. Sometimes good things, sometimes bad things.

The job of programming a music station starts to get complex when I add up all the time I spend doing the things necessary to get the job done right these days. We've all got morning shows to help grow. We've got the challenge of somehow marketing and branding our stations with fewer traditional resources, so we've got to find the time to uncover the nontraditional resources that are sometimes right in front of us — if we take the time to look closely for them.

Plus, these days a program director who isn't very involved in the sales process at his or her radio station isn't going to be in the game very long. There's probably more than one set of call letters on your business card, meaning your attention is divided in direct proportion to the number of stations you're responsible for — not to mention the legwork you need to do because your GM has even more sets of call letters to worry about.

Just like United Airlines, Coca-Cola and the NFL, our stations are operating in a world changed by increased expectations of growth and profitability. Less than stellar economic conditions, intense competition and the pressure to run lean operations surround us.

Danger Signs

Here's my very simple point: Many of our stations are in danger these days. We are in danger of losing sight of the very product we profess to champion. Record promotion people are hearing "I haven't had time to listen to it" far too often. As programmers, it's time to do a gut check and be sure we're really tapping in to the music we're supposed to be turning on: fans on to.

Curiously, there seem to be more hits breaking on SoundScan than on the radio these days, and if that



OZZSOME TWOSOME When Ozzfest rolled through Seattle recently, Judas Priest frontman Rob Halford hammed it up with KISW/Seattle MD Ashley Wilson.

doesn't scare the hell out of us, it should at least challenge us to do a better job of getting our collective finger on the pulse of the radio-listening, music-purchasing public.

We are also using our music-management tools with a dangerous lack of regard for crafting an on-air blend that comes to life and paints pictures for the listener. We sometimes push buttons on computers without really understanding the process the machine is performing for us. We sometimes look at a callout report as a list of songs to be installed in order, instead of a magnifying glass to look for the clues that surround a successful song. We sometimes forget that among all the science and the pressure to perform, there is wonderful art to be created, and we're lucky to be here.

As programmers, it's time to do a gut check and be sure we're really tapping in to this music we're supposed to be turning our fans on to.

When was the last time you really took the time to listen to music? Your station should be conducting a quality weekly music meeting, open to the entire staff, in which everything gets listened to. While it's probably unrealistic, or even unproductive, to have multiple sets of ears listening to every single track delivered to the station, we've got to do better.

Let's remember to work just as hard on the music as on all the stuff

in between. Let's listen, find new tracks and discover hits. Let's renew the joy of uncovering great new tracks that connect emotionally and spiritually with listeners. Let's make the time to work as hard on our libraries and rotation systems and research adjustments as we do on all those other departments we obsess over.

The Care & Feeding Of Music

All the contests and promotions and talent and creative production in the world won't result in long-term brand success for your station if you don't put just as much time and care into getting your music exactly right. It sounds easy, but too many of us don't have the time to do our music justice, and we've got to find a way to change that.

Format TSL is down, new media choices are taking shape around us, and Wall Street is telling us to keep costs down. I say to anyone in a position to help correct this: Don't waste another day. Just as a financial portfolio is really only as good as the stocks it is based on, our stations are only as good as the music that is the foundation of the station brand.

Program directors and jocks, I challenge you to find enough time in your week to really listen to a variety of music with others on your staff, discuss it and embrace a track or two based solely on your gut instinct. Think you can't afford the time? You can't afford *not* to spend the time. There will always be ways of proofing and perfecting rotations and clocks and improving your TSL through better music flow, just as there will always be great new music coming down the pike for us to turn consumers on to.

Let's rededicate ourselves to protecting our valuable reputation as the very best place for great new music. Our fans will reward us only when we reward them with true devotion to the product they expect us to deliver: music that matters.

R&R ROCK TOP 30

August 20, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	VELVET REVOLVER Slither (RCA/RMG)	724	-17	31724	18	28/1
2	2	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	616	-37	27096	16	28/1
3	3	THREE DAYS GRACE Just Like You (Jive/Zomba)	613	+46	26850	17	28/2
5	4	SHINEDOWN Simple Man (Atlantic)	563	+37	20843	10	27/1
4	5	ALTER BRIDGE Open Your Eyes (Wind-up)	555	+22	17745	8	27/1
6	6	JET Cold Hard Bitch (Atlantic)	473	-9	23823	28	27/1
7	7	LINKIN PARK Breaking The Habit (Warner Bros.)	405	+31	15322	9	19/0
8	8	SALIVA Survival Of The Sickest (Island/IDJMG)	396	+32	14401	9	23/1
10	9	CROSSFADE Cold (Columbia)	339	+4	11053	15	19/1
15	10	VELVET REVOLVER Fall To Pieces (RCA/RMG)	323	+92	14825	3	25/4
12	11	JET Rollover D.J. (Atlantic)	323	+48	11122	7	26/3
9	12	SEETHER fIAMY LEE Broken (Wind-up)	322	-36	17073	16	14/0
17	13	PAPA ROACH Getting Away With Murder (Geffen)	263	+44	8860	5	19/1
14	14	SLIPKNOT Duality (Roadrunner/IDJMG)	261	0	8243	15	14/1
13	15	BREAKING BENJAMIN So Cold (Hollywood)	256	+8	9005	11	13/0
18	16	GODSMACK fDROPBOX Touche (Republic/Universal)	228	+30	7850	4	21/3
20	17	TESLA Words Can't Explain (Sanctuary/SRG)	203	+10	6842	6	14/1
26	18	CHEVELLE Vitamin R (Leading Us Along) (Epic)	187	+56	4748	2	19/3
21	19	KID ROCK I Am (Top Dog/Atlantic)	186	-7	4637	10	17/1
23	20	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	179	+17	3760	5	15/1
19	21	METALLICA Some Kind Of Monster (Elektra/Warner Bros.)	175	-23	3179	6	20/0
Debut	22	GREEN DAY American Idiot (Reprise)	165	+85	8837	1	18/3
22	23	RUSH Summertime Blues (Anthem/Atlantic)	162	-4	9109	11	11/1
24	24	PUDDLE OF MUDD Spin You Around (Geffen)	145	-16	7259	9	14/0
16	25	VAN HALEN It's About Time (Warner Bros.)	140	-83	8971	12	13/0
Debut	26	VAN HALEN Up For Breakfast (Warner Bros.)	139	+89	2740	1	13/2
Debut	27	SILVERTIDE Ain't Comin' Home (J/RMG)	133	+53	3512	1	15/5
25	28	EARSHOT Wait (Warner Bros.)	133	-1	4304	13	11/0
27	29	SWITCHFOOT Meant To Live (Red Ink/Columbia)	115	-3	3192	4	3/0
28	30	HOOBASTANK Same Direction (Island/IDJMG)	108	+6	3098	3	11/0

Most Added*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
KENNY WAYNE SHEPHERD Alive (Reprise)	9
DROWNING POOL Love And War (Wind-up)	6
SILVERTIDE Ain't Comin' Home (J/RMG)	5
VELVET REVOLVER Fall To Pieces (RCA/RMG)	4
JET Rollover D.J. (Atlantic)	3
GODSMACK fDROPBOX Touche (Republic/Universal)	3
CHEVELLE Vitamin R (Leading Us Along) (Epic)	3
GREEN OAY American Idiot (Reprise)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
VELVET REVOLVER Fall To Pieces (RCA/RMG)	+92
VAN HALEN Up For Breakfast (Warner Bros.)	+89
GREEN DAY American Idiot (Reprise)	+85
CHEVELLE Vitamin R (Leading Us Along) (Epic)	+56
SILVERTIDE Ain't Comin' Home (J/RMG)	+53
JET Rollover D.J. (Atlantic)	+48
THREE DAYS GRACE Just Like You (Jive/Zomba)	+46
PAPA ROACH Getting Away With Murder (Geffen)	+44
SHINEDOWN Simple Man (Atlantic)	+37
LENNY KRAVITZ Where Are We Runnin'? (Virgin)	+35

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SHINEDOWN 45 (Atlantic)	244
AUDIOSLAVE I Am The Highway (Interscope/Epic)	238
NICKELBACK Figured You Out (Roadrunner/IDJMG)	202
THREE DAYS GRACE (I Hate) Everything About You (Jive/Zomba)	190
LINKIN PARK Lying From You (Warner Bros.)	187
TRAPT Headstrong (Blind Bros.)	186
GODSMACK Running Blind (Republic/Universal)	177
JET Are You Gonna Be My Girl (Atlantic)	164
HOOBASTANK The Reason (Island/IDJMG)	158
LINKIN PARK Numb (Warner Bros.)	154

31 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, R&R, Inc.).

New & Active

- A PERFECT CIRCLE** Blue (Virgin)
Total Plays: 86, Total Stations: 10, Adds: 1
- MEGADETH** Die Dead Enough (Sanctuary/SRG)
Total Plays: 75, Total Stations: 10, Adds: 2
- THORNLEY** Easy Comes (Roadrunner/IDJMG)
Total Plays: 72, Total Stations: 9, Adds: 1
- SCORPIONS** Love 'Em Or Leave 'Em (Sanctuary/SRG)
Total Plays: 65, Total Stations: 6, Adds: 0
- TANTRIC** After We Go (Maverick/Reprise)
Total Plays: 64, Total Stations: 4, Adds: 0

- INCUBUS** Talk Shows On Mute (Epic)
Total Plays: 53, Total Stations: 5, Adds: 0
- 12 STONES** Far Away (Wind-up)
Total Plays: 52, Total Stations: 4, Adds: 0
- SKINDRED** Nobody (Lava)
Total Plays: 28, Total Stations: 3, Adds: 0
- DAMAGEPLAN** Pride (Elektra/Atlantic)
Total Plays: 26, Total Stations: 4, Adds: 1
- FALL AS WELL** Lazy Eye (Universal)
Total Plays: 23, Total Stations: 3, Adds: 0

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

Songs ranked by total plays

Reporters

KZRR/Albuquerque, NM* DR: Bob Hays PD: Phil Heston AP: Josh Chisler 10 WNR WJLB 3 AUDIOLINE 4 THREE DAYS GRACE 5 SALIVA SLIPKNOT	WRQD/Canton, OH* DR: Scott Hunt PD: Rick Haines No Adds	KFLY/Eugene, OR PD: Chris Sargent DR: Tim Davis 16 LINCOLN PARK 1 LOSTPROPHETS 1 SHINEDOWN 1 CHELLE	KFZX/Odessa, TX PD: Steve Duffell DR: Michael Pugh VELVET REVOLVER GOVT MALE	WB8B/Raleigh, NC* 1 JET 2 VELVET REVOLVER CHELLE	KSRX/San Antonio, TX* DR: Jay Cook PD: Rick Smith 10 GREEN DAY 1 SILVERTIDE 10 CHELLE	WMZK/Wausau, WI DR: Mike Stinson 1 VAN HALEN 4 KENNY WAYNE SHEPHERD	WWFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE
WZDZ/Allentown, PA* DR: Phil Thomas PD: Chris Line No Adds	WPXC/Cape Cod, MA DR: Susan McIn PD: James O'Connell CHELLE GREEN DAY KORN	WRQD/Fayetteville, NC* DR: Tom Stone PD: Mark Ames PD: Chris Deibel KENNY WAYNE SHEPHERD	KCLB/Palm Springs, CA PD: Rick Spivey 2 RIDDLE OF MUD 2 SHINEDOWN 2 PAPA ROACH	KCAL/Riverside, CA* DR: Gary Holloman AP: David Noland No Adds	KZOZ/San Luis Obispo, CA DR: Chris Walker PD: La Ryan AP: Mike Westlin 1 CHELLE 1 PAPA ROACH	KBZS/Wichita Falls, TX DR: Paul Blum PD: Paul Blum No Adds	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE
KWHL/Anchorage, AK AP: Paul Barend 1 DAMAZEPHAN 1 HORN	WKLC/Charleston, WV DR: Paul Barend 4 PAPA ROACH 2 DROWNING POOL 2 RUSH	WBZT/Greenville, SC* DR: Mike McInelly PD: Chris Deibel FUTURE LEADERS OF THE WORLD CHELLE GREEN DAY	WRWX/Pensacola, FL* PD: Steve Duffell DR: Scott Johnson PD: Chris Deibel DROWNING POOL	WRVW/Roanoke, VA* DR: Steve Duffell AP: Mike Westlin 14 SILVERTIDE 1 KENNY WAYNE SHEPHERD	KTUX/Shreveport, LA* DR: Scott Hunt PD: Paul Blum No Adds	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE	
WTOS/Augusta, ME DR: Steve Smith PD: Chris Hunt 2 SILVERTIDE	WEBN/Cincinnati, OH* DR: Paul Barend PD: Rick Haines No Adds	WRVC/Huntington DR: Jay Heston AP: Mike Westlin 1 SILVERTIDE 1 KENNY WAYNE SHEPHERD 2 GOVT MALE	WMMR/Philadelphia, PA* DR: Mike McInelly AP: Chris Deibel 1 VELVET REVOLVER 1 THORNLEY 1 GOVT MALE	WRRX/Rockford, IL DR: Gary Holloman PD: David Noland 29 PAPA ROACH 17 MEGADETH 17 SILVERTIDE 16 VELVET REVOLVER 6 GREEN DAY 6 CHELLE 6 HELMET 6 JET	WKLT/Traverse City, MI PD: Tom Ray 1 KENNY WAYNE SHEPHERD	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE	
WZDZ/Allentown, PA* DR: Phil Thomas PD: Chris Line No Adds	WMMS/Cleveland, OH* PD: Mike Westlin 10 GOVT MALE 10 SILVERTIDE 10 CHELLE	WRKR/Kalamazoo, MI DR: Mike McInelly PD: Chris Deibel KENNY WAYNE SHEPHERD	KUFO/Portland, OR* DR: Steve Duffell PD: Mike Westlin No Adds	KRXX/Sacramento, CA* DR: Jay Cook PD: Rick Smith 3 DROWNING POOL	KMDD/Tulsa, OK* DR: Jay Cook PD: Rick Smith 1 KENNY WAYNE SHEPHERD TESLA DROWNING POOL	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE	
KODJ/Baton Rouge, LA* DR: Jay Stone Jones PD: Paul Barend 1 A PERFECT CIRCLE DAMAZEPHAN DROWNING POOL KENNY WAYNE SHEPHERD	KNCN/Corpus Christi, TX* DR: Paul Barend PD: Rick Haines 2 HELMET DROWNING POOL	KZZE/Medford, OR PD: Mike Westlin DR: Paul Blum No Adds	WHBY/Providence, RI* DR: Steve Duffell PD: Mike Westlin AP: Mike Westlin DR: Scott Johnson PD: Chris Deibel DROWNING POOL GREEN DAY	KBRQ/Waco, TX DR: Steve Duffell PD: Mike Westlin 20 JET 1 VELVET REVOLVER 2 LORNA PINE 1 GODSMACK fDROPBOX	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE	
WBUF/Buffalo, NY* PD: John Paul AP: Mike Westlin No Adds	WMIT/Elmira, NY PD: George Hays DR: Stephen Hays PD: Rick Haines 1 GOVT MALE	WXMM/Norfolk, VA* No Adds	WHBY/Providence, RI* DR: Steve Duffell PD: Mike Westlin AP: Mike Westlin DR: Scott Johnson PD: Chris Deibel DROWNING POOL GREEN DAY	KBRQ/Waco, TX DR: Steve Duffell PD: Mike Westlin 20 JET 1 VELVET REVOLVER 2 LORNA PINE 1 GODSMACK fDROPBOX	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE	WVFX/Worcester, MA* DR: Jay Stone Jones PD: Christopher Depp 27 ALTER BRIDGE 28 SHINEDOWN 25 VAN HALEN 24 VELVET REVOLVER 24 INCUBUS 21 JET 13 KID ROCK 11 THREE DAYS GRACE 10 JET 10 CROSSFADE 8 TESLA 8 PAPA ROACH 8 VELVET REVOLVER 8 KENNY WAYNE SHEPHERD 5 SILVERTIDE	

POWERED BY
MEDIABASE

*Monitored Reporters
 49 Total Reporters
 31 Total Monitored
 18 Total Indicator
 Did Not Report, Playlist Frozen (1):
 WWCT/Peoria, IL

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	THREE DAYS GRACE Just Like You (Jive/Zomba)	1833	-64	93102	20	59/0
3	2	BREAKING BENJAMIN So Cold (Hollywood)	1738	+15	79351	17	60/0
2	3	CROSSFADE Cold (Columbia)	1656	-149	80069	29	59/0
5	4	LINKIN PARK Breaking The Habit (Warner Bros.)	1623	+36	78628	10	58/0
7	5	SALIVA Survival Of The Sickest (Island/IDJMG)	1437	+42	74033	10	59/0
6	6	SLIPKNOT Duality (Roadrunner/IDJMG)	1430	-132	70303	18	59/0
9	7	SHINEDOWN Simple Man (Atlantic)	1369	+90	59338	12	54/1
4	8	VELVET REVOLVER Slither (RCA/RMG)	1352	-266	70650	19	58/0
8	9	ALTER BRIDGE Open Your Eyes (Wind-up)	1350	+51	66350	9	58/0
10	10	PAPA ROACH Getting Away With Murder (Geffen)	1208	+98	54040	6	60/0
11	11	EARSHOT Wait (Warner Bros.)	1030	-42	37618	16	59/0
12	12	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	966	0	35279	11	58/0
16	13	GODSMACK f/DROPBOX Touche (Republic/Universal)	887	+80	38450	5	55/0
24	14	CHEVELLE Vitamin R (Leading Us Along) (Epic)	878	+329	34223	3	60/2
15	15	JET Rollover D.J. (Atlantic)	873	+52	35771	7	52/0
22	16	VELVET REVOLVER Fall To Pieces (RCA/RMG)	849	+186	45851	4	58/3
18	17	HOOBASTANK Same Direction (Island/IDJMG)	816	+33	27220	12	50/0
17	18	LOSTPROPHETS Wake Up (Make A Move) (Columbia)	813	+12	26915	12	56/2
14	19	SEETHER f/JAMY LEE Broken (Wind-up)	790	-140	34073	20	43/0
20	20	METALLICA Some Kind Of Monster (Elektra/Warner Bros.)	735	-5	26229	8	58/0
13	21	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	716	-234	33486	16	42/0
21	22	NONPOINT The Truth (Lava)	692	+14	21993	9	52/1
23	23	A PERFECT CIRCLE Blue (Virgin)	650	+69	20475	3	54/2
29	24	GREEN DAY American Idiot (Reprise)	630	+341	29301	2	55/8
19	25	PUDDLE OF MUDD Spin You Around (Geffen)	611	-138	24534	12	42/0
26	26	PILLAR Bring Me Down (Flicker/EMI CMG/Virgin)	457	+37	12349	8	36/2
25	27	TANTRIC After We Go (Maverick/Reprise)	362	-60	11064	11	31/0
30	28	SKINDRED Nobody (Lava)	314	+33	5317	4	36/6
27	29	KID ROCK I Am (Top Dog/Atlantic)	307	-73	7954	11	29/0
37	30	THORNLEY Easy Comes (Roadrunner/IDJMG)	288	+77	5893	2	32/5
32	31	COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	279	+1	4291	7	28/1
38	32	SILVERTIDE Ain't Comin' Home (J/RMG)	272	+61	15447	3	36/13
31	33	BURNING BRIDES Heart Full Of Black (V2)	253	-34	5972	9	27/0
36	34	DAMAGEPLAN Pride (Elektra/Atlantic)	251	+25	6994	6	23/2
39	35	MEGADETH Die Dead Enough (Sanctuary/SRG)	249	+41	8948	3	30/4
Debut	36	KORN Word Up (Epic)	213	+121	9347	1	31/17
34	37	FEAR FACTORY Archetype (Liquid 8)	206	-38	5764	12	23/0
28	38	MONSTER MAGNET Unbroken (Hotel Baby) (SPV USA)	202	-102	7019	11	23/0
40	39	12 STONES Far Away (Wind-up)	198	+23	3286	3	22/1
35	40	HIVES Walk Idiot Walk (Interscope)	198	-27	4425	8	22/0
43	41	LACUNA COIL Swamped (Century Media)	189	+22	3066	6	14/0
42	42	LETTER KILLS Don't Believe (Island/IDJMG)	171	+2	2334	5	21/0
33	43	SKILLET Savior (Lava)	165	-99	5789	17	19/0
Debut	44	KILLSWITCH ENGAGE The End Of Heartache (Roadrunner/IDJMG)	143	+90	4874	1	23/6
44	45	KITTIE Into The Darkness (Artemis)	133	-22	3405	5	18/0
Debut	46	HELMET See You Dead (Interscope)	132	+98	3262	1	26/8
Debut	47	INSTRUCTION Breakdown (Geffen)	122	+16	4342	1	17/2
49	48	DASHBOARD CONFESSIONAL Vindicated (Vagrant/Interscope)	113	-3	3770	2	2/0
47	49	STRATA The Panic (Wind-up)	112	-19	1936	7	15/0
41	50	INCUBUS Talk Shows On Mute (Epic)	109	-62	3344	16	15/0

60 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
DROWNING POOL Love And War (Wind-up)	25
KORN Word Up (Epic)	17
KENNY WAYNE SHEPHERD Alive (Reprise)	15
SILVERTIDE Ain't Comin' Home (J/RMG)	13
GREEN DAY American Idiot (Reprise)	8
HELMET See You Dead (Interscope)	8
SKINDRED Nobody (Lava)	6
KILLSWITCH ENGAGE The End... (Roadrunner/IDJMG)	6
BURDEN BROTHERS Shadow (Kirtland)	6
THORNLEY Easy Comes (Roadrunner/IDJMG)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GREEN DAY American Idiot (Reprise)	+341
CHEVELLE Vitamin R (Leading Us Along) (Epic)	+329
VELVET REVOLVER Fall To Pieces (RCA/RMG)	+186
SALIVA Click Click Boom (Island/IDJMG)	+134
KORN Word Up (Epic)	+121
PAPA ROACH Getting Away With Murder (Geffen)	+98
HELMET See You Dead (Interscope)	+98
SHINEDOWN Simple Man (Atlantic)	+90
KILLSWITCH ENGAGE The End... (Roadrunner/IDJMG)	+90
GODSMACK f/DROPBOX Touche (Republic/Universal)	+80

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LINKIN PARK Lying From You (Warner Bros.)	616
JET Cold Hard Bitch (Atlantic)	560
NICKELBACK Figured You Out (Roadrunner/IDJMG)	527
SHINEDOWN 45 (Atlantic)	487
GODSMACK Re-Align (Republic/Universal)	467
DROWNING POOL Step Up (Wind-up)	454
A PERFECT CIRCLE The Outsider (Virgin)	438
THREE DAYS GRACE (I Hate)... (Jive/Zomba)	434
TRAPT Headstrong (Warner Bros.)	396
INCUBUS Megalomaniac (Epic)	394

New & Active

FALL AS WELL Lazy Eye (Universal)
 Total Plays: 74, Total Stations: 10, Adds: 2
 KILLRADIO Do You Know (Columbia)
 Total Plays: 63, Total Stations: 12, Adds: 3
 VAN HALEN Up For Breakfast (Warner Bros.)
 Total Plays: 63, Total Stations: 10, Adds: 2
 MAGNA-FI Where Did We Go Wrong? (A&R)
 Total Plays: 54, Total Stations: 6, Adds: 0
 DROWNING POOL Love And War (Wind-up)
 Total Plays: 52, Total Stations: 26, Adds: 25
 KENNY WAYNE SHEPHERD Alive (Reprise)
 Total Plays: 48, Total Stations: 16, Adds: 15
 TONY C. AND THE TRUTH Little Bit More (Lava)
 Total Plays: 47, Total Stations: 7, Adds: 1
 BURDEN BROTHERS Shadow (Kirtland)
 Total Plays: 19, Total Stations: 7, Adds: 6

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

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America's Best Testing Active Rock Songs
12 + For The Week Ending 8/20/04

Artist Title (Label)	TW	LW	Famil.	Burn	M 18-34	M 18-24	M 25-34
THREE DAYS GRACE Just Like You (Live/Zomba)	4.37	4.28	94%	16%	4.21	4.23	4.20
BREAKING BENJAMIN So Cold (Hollywood)	4.37	4.46	84%	8%	4.46	4.44	4.48
CROSSFADE Cold (Columbia)	4.33	4.16	73%	8%	4.21	4.15	4.28
EARSHOT Wait (Warner Bros.)	4.29	4.25	62%	5%	4.31	4.54	4.03
LINKIN PARK Breaking The Habit (Warner Bros.)	4.26	4.35	97%	23%	4.07	4.07	4.07
SLIPKNOT Duality (Roadrunner/DJMG)	4.24	4.29	85%	12%	4.38	4.45	4.29
SEETHER I AMY LEE Broken (Wind-up)	4.14	4.11	95%	25%	4.14	4.19	4.08
PAPA RDACH Getting Away With Murder (Geffen)	4.13	4.14	70%	6%	4.20	4.38	3.97
SKILLET Savior (Lava)	4.13	3.98	50%	5%	4.03	3.94	4.14
GODSMACK I DROPTOX Touche (Republic/Universal)	4.12	4.07	58%	6%	4.17	4.05	4.34
LOSTPROPHETS Wake Up (Make A Move) (Columbia)	4.02	4.11	82%	12%	3.91	3.92	3.89
A PERFECT CIRCLE Blue (Virgin)	4.02	-	48%	4%	4.15	4.18	4.11
DROWNING POOL Step Up (Wind-up)	4.00	3.95	81%	17%	4.02	4.11	3.90
HOOBASTANK Same Direction (Island/DJMG)	3.96	3.86	77%	14%	3.88	3.89	3.87
VELVET REVOLVER Slither (RCA/RMG)	3.93	3.91	89%	25%	4.07	4.08	4.07
PILLAR Bring Me Down (Flicker/EMI CMG/Virgin)	3.93	3.91	42%	5%	3.90	3.81	4.00
ALTER BRIDGE Open Your Eyes (Wind-up)	3.86	3.72	65%	11%	3.73	3.56	3.90
VELVET REVOLVER Fall To Pieces (RCA/RMG)	3.81	-	58%	10%	3.81	3.89	3.74
PUDDLE OF MUDD Spin You Around (Geffen)	3.80	3.57	73%	15%	3.59	3.31	3.95
SALIVA Survival Of The Sickest (Island/DJMG)	3.76	3.77	64%	12%	3.84	3.80	3.88
NICKELBACK Feelin' Way... (Roadrunner/DJMG)	3.70	3.58	90%	33%	3.61	3.46	3.80
SHINEDOWN Simple Man (Atlantic)	3.70	3.75	69%	18%	3.88	3.91	3.83
METALLICA Some Kind Of Monster (Elektra/Warner Bros.)	3.29	3.34	68%	21%	3.27	3.02	3.57
JET Rollover D.J. (Atlantic)	3.16	3.13	71%	27%	2.90	2.91	2.88

Total sample size is 413 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the internet. Once passed, they take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

RR CANADA! ROCK TOP 30



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	KILLERS Somebody Told Me (Island/DJMG)	528	+34	11	7/1
3	2	MATTHEW GOOD BAND Alert Status Red (Atlantic)	482	-5	14	6/0
5	3	LINKIN PARK Breaking The Habit (Warner Bros.)	469	+55	8	7/1
4	4	SEETHER I AMY LEE Broken (Wind-up)	452	-2	16	10/0
1	5	VELVET REVOLVER Slither (RCA/RMG)	442	-73	18	7/0
13	6	TEA PARTY The Writings On The Wall (EMI Music Canada)	386	+84	3	6/0
6	7	TRAGICALLY HIP Vaccination Scar (Zoe/Rouder)	313	-58	18	6/0
8	8	TREWS Tired Of Waiting (Sony Music Canada)	312	-10	9	3/0
10	9	NICKELBACK Feelin' Way... (Roadrunner/DJMG)	310	-8	19	20/0
26	10	GREEN DAY American Idiot (Reprise)	299	+129	2	3/1
15	11	FRANZ FERDINAND Take Me Out (Domino/Epic)	292	+21	7	5/1
14	12	WAKING EYES Watch Your Money (Warner Bros.)	292	+10	9	6/1
20	13	JET Rollover D.J. (Atlantic)	287	+68	4	6/2
19	14	ALTER BRIDGE Open Your Eyes (Wind-up)	285	+55	4	6/1
7	15	JET Cold Hard Bitch (Atlantic)	274	-51	19	17/0
16	16	RUSH Summertime Blues (Anthem/Atlantic)	248	-21	11	7/0
9	17	THDRNLEY So Far So Good (Roadrunner/DJMG)	247	-72	19	17/0
11	18	LENNY KRAVITZ Where Are We Runnin'? (Virgin)	238	-67	19	12/0
24	19	DASHBOARD... Vindicated (Vagrant/Interscope)	237	+39	6	2/0
12	20	HOOBASTANK The Reason (Island/DJMG)	230	-75	19	16/0
18	21	STABLO Everybody (Virgin Music Canada)	229	-4	7	4/0
22	22	BRYAN ADAMS Open Road (Universal)	206	+101	1	3/1
21	23	BILLY TALENT River Below (Atlantic)	205	-14	9	1/1
17	24	POWDERFINGER (Baby I've Got...) (Republic/Universal)	192	-49	19	13/0
30	25	HIVES Walk Idiot Walk (Interscope)	178	+29	3	2/0
22	26	INCUBUS Talk Shows On Mute (Epic)	173	-45	14	3/0
27	27	TRAIN Ordinary (Columbia)	170	+2	3	4/0
25	28	MODEST MOUSE Float On (Epic)	166	-9	7	4/0
23	29	VAN HALEN It's About Time (Warner Bros.)	149	-57	12	5/0
28	30	FINGER ELEVEN One Thing (Wind-up)	148	-4	19	12/0

26 Canadian Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. * Indicates Cancun. © 2004, R&R, Inc.

Reporters

<p>KEY/Abilene, TX OM: James Cameron PM/D: Frank Pate AP/D: Chad McStere DROWNING POOL</p> <p>WGBH/Albany, NY PM/D: Chris Walker DROWNING POOL KERRY WAYNE SHEPHERD</p> <p>KZRX/Amorillo, TX PM/D: Eric Slayter KERRY WAYNE SHEPHERD</p> <p>WMMX/Applington, WI PM/D: Guy Durr FLYIN' THORLEY</p> <p>WCHZ/Augusta, GA OM: Harley Brown PM/D: Chad Williams 1 HELMET INSTRUCTION</p> <p>KRAB/Bakersfield, CA PM/D: Danny Sparks 1 SAVED SALVETICE</p> <p>KRFR/Bakersfield, CA MD: JJ Pivone 5 GREEN DAY 9 KORN THORLEY LOSTPROPHETS</p> <p>WYY/Baltimore, MD OM: Kerry Placemeyer PM/D: Steve Hill AP/D: Rob Hedeman No Adds</p> <p>WCPR/Biloxi, MS OM: Jay Taylor PM/D: Scott Tate MD: Mitch Cry No Adds</p> <p>WGBS/Birmingham, NY OM/PM/D: Tim Boland 1 SALVETICE 1 HELMET</p> <p>WAAR/Boston, MA PM/D: Keith Heston MD: Melissa Carlie KORN KERRY WAYNE SHEPHERD</p> <p>WYBS/Charleston, SC PM/D: Billy Allen 1 DROWNING POOL 1 GREEN DAY 1 HELMET FALL AS WELL GREEN DAY</p>	<p>WRXQ/Chattanooga, TN OM: Kirk Van Dyke PM/D: Steve MD: Dale 3 GREEN DAY 5 VELVET REVOLVER 10 KILLERS 14 JET 5 A PERFECT CIRCLE 10 GREEN DAY 10 SLIPKNOT 10 VELVET REVOLVER DROWNING POOL</p> <p>WZZN/Chicago, IL PM/D: Bill Campbell AP/D: Steve Levy MD: James VanDolod No Adds</p> <p>WRXQ/Chicago, CA OM: Ron Woodward PM/D: Dan Sandford 5 DROWNING POOL 6 KORN 10 KILLERS</p> <p>KJLO/Colorado Springs, CO OM: Rick Hawk PM/D: Hess Ford AP/D: Josh 15 SAVED 10 GREEN DAY KERRY WAYNE SHEPHERD</p> <p>KBBM/Columbia, MO OM: Jack Larson PM/D: Brad Savage SALVETICE KORN</p> <p>WBZK/Columbus, OH PM/D: Hal Fish AP/D: Russ Hunter 7 DROWNING POOL AP/D: Michael Rea MD: Matt Lettola KORN</p> <p>KBPJ/Deer, CO MD: Rick Richards AP/D: Willie B. LOSTPROPHETS</p> <p>KAZR/Des Moines, IA OM: Jim Schaefer PM/D: Ryan Patrick MD: Andy Hall DROWNING POOL SALVETICE 1 HELMET</p> <p>WRFJ/Detroit, MI PM/D: Scott Heston AP/D: Mike Pennington DROWNING POOL KORN</p> <p>KRRB/Duluth PM/D: Ray "Crazy Ray" Styles 1 VELVET REVOLVER 2 CHEVIE</p>	<p>KIRO/Eugene, OR OM: Ross Davidson PM/D: Mike Holder AP/D: Shawn Olson No Adds</p> <p>WGBF/Evanston, IN OM: Bill Sanders PM/D: Patrick AP/D: Mike Kavaney 1 HELMET 1 SALVETICE DROWNING POOL</p> <p>WWRN/Flint, MI OM: Jay Patrick PM/D: Brian Bender AP/D: Tony Lavin KORN STARZ</p> <p>KRZR/Fresno, CA OM/PM/D: E. Curtis Johnson AP/D: Don La Cruz MD: Rick Friedman 1 DROWNING POOL KERRY WAYNE SHEPHERD</p> <p>WBYR/Fl. Wayne, IN PM/D: Casey Miller 2 GREEN DAY 10 KILLERS 10 VELVET REVOLVER DROWNING POOL</p> <p>WFRJ/Gainesville, FL OM/PM/D: Harry Bennett AP/D: Michael Rea MD: Matt Lettola KORN</p> <p>WKLO/Grand Rapids, MI OM: Brent Adams PM/D: Donny Anderson MD: Spitz 1 DROWNING POOL SALVETICE DROWNING POOL</p> <p>WZDR/Green Bay, WI PM/D: Neesma Steele 6 KORN 10 GREEN DAY SALVETICE DROWNING POOL KORN</p> <p>WGR/Greenville, NC AP/D: Matt Lee BLUCCY BROTHERS SALVETICE MEGADETH KORN</p> <p>WTPT/Greenville, SC OM/PM/D: Mike Hancock MD: Seamus Taylor No Adds</p>	<p>WOCM/Hagerstown OM: Rick Anderson PM/D: Mike Holder AP/D: Shawn Olson No Adds</p> <p>WOKA/Harrisburg, PA PM/D: Christine DeLorenzo MD: Mike 10 KILLERS 10 GREEN DAY 10 VELVET REVOLVER DROWNING POOL</p> <p>WCCX/Hartford, CT PM/D: Michael Pucci AP/D: Mike Kavaney 7 KORN 1 HELMET DROWNING POOL</p> <p>KPOL/Honolulu, HI PM/D: Ryan Bann AP/D: PJ Bush No Adds</p> <p>WAMD/Huntington PM/D: Paul O'Leary 3 INSTRUCTION</p> <p>WRTT/Huntsville, AL OM: Bob Hunter PM/D: James Wood 2 KERRY WAYNE SHEPHERD 1 SALVETICE VAN HALEN</p> <p>WRXW/Jackson, MS PM/D: Phil Conn OM/PM/D: John Pucci AP/D: Brad Stevens DROWNING POOL</p> <p>KORC/Kansas City, MO PM/D: Bob Edwards AP/D: Dave Fritz COLLECTIVE SOUL KERRY WAYNE SHEPHERD</p> <p>KLFX/Killeen, TX PM/D: Bob Bond 14 PILLAR 14 HELMET 10 GREEN DAY 10 KILLERS 10 VELVET REVOLVER DROWNING POOL</p> <p>WJXQ/Lansing, MI PM/D: Bob Olson MD: James Wood 4 KORN DROWNING POOL KORN</p> <p>KOMP/Las Vegas, NV PM/D: Jim Griffin MD: Mike Heston 10 KILLERS 4 CHEVIE 2 INSTRUCTION KORN</p>	<p>WCCZ/Lexington, KY OM: Robert Lilly PM/D: Jennifer Frasier 13 THORLEY 10 PILLAR 6 VAN HALEN 5 GREEN DAY 5 KORN 2 CHEVIE</p> <p>WZZL/Leicester, NE OM: Jim Stess PM/D: Tim Stover AP/D: Steve Levy 10 GREEN DAY 6 HELMET 4 VAN HALEN RUPPE LEADERS OF THE WORLD 1 HELMET VELVET REVOLVER</p> <p>KJLE/Little Rock, AR PM/D: Sam Wolf AP/D: Matt Foley 8 DROWNING POOL KERRY WAYNE SHEPHERD SALVETICE</p> <p>WTFX/Louisville, KY PM/D: Michael Lee MD: Frank Walsh AP/D: Brad Stevens 1 HELMET 3 VELVET REVOLVER 10 GREEN DAY CAROLINA BLUCCY BROTHERS SALVETICE</p> <p>KFMX/Lubbock, TX OM/PM/D: Wes Neumann No Adds</p> <p>WJLO/Madison, WI PM/D: Danny Hanson AP/D: Steve Patten BLUCCY BROTHERS KERRY WAYNE SHEPHERD HELMET KERRY WAYNE SHEPHERD</p> <p>WGR/Manchester, NH PM/D: Valerie Knight MD: Jason "R" Russell 3 KORN SALVETICE 1 KILLERJO</p> <p>KFRQ/McAllen, TX PM/D: Bob Olson MD: James Wood MD: Shany Taylor BLUCCY BROTHERS SALVETICE DROWNING POOL KORN</p> <p>KBRE/Merced, CA AP/D: Steve Patten 10 SAVED 16 PILLAR 10 GREEN DAY 12 STONES BLUCCY BROTHERS FALL AS WELL SALVETICE DROWNING POOL HELMET</p>	<p>WZTA/Miami, FL PM/D: Troy Hanson OM: Tim Gibson AP/D: Gill Edwards MD: Salts KERRY WAYNE SHEPHERD</p> <p>WLRZ/Milwaukee, WI PM/D: Sean Elliot MD: Marlyn Blue MD: Larry Mitchell KERRY WAYNE SHEPHERD DROWNING POOL</p> <p>KOOR/Minneapolis, MN OM: Dave Hamilton PM/D: Wade Linder AP/D: Matt Foley 10 KERRY WAYNE SHEPHERD KERRY WAYNE SHEPHERD HELMET</p> <p>KMRQ/Midvale, CA OM: Matt Miller PM/D: Jack Paper AP/D: Matt Foley 8 DROWNING POOL KERRY WAYNE SHEPHERD SALVETICE</p> <p>WRAT/Monmouth, NJ OM/PM/D: Carl Craft AP/D: Russ Hunter A PERFECT CIRCLE DROWNING POOL</p> <p>WCLG/Morgantown, WV OM/PM/D: Jeff Miller MD: Dan Mitchell KORN HELMET</p> <p>WXCZ/Myrtle Beach, SC AP/D: Clarity No Adds</p> <p>WNOR/Norfolk, VA PM/D: Harry Hager MD: Stephanie Bell No Adds</p> <p>KATT/Oklahoma City, OK MD: Chris Baller MD: Jason Daniels SALVETICE DROWNING POOL</p> <p>WYYX/Panama City, FL PM/D: Peter Gann OM/PM/D: The Frost 7 GREEN DAY No Adds</p> <p>WTIO/Pensacola, FL PM/D: Joel Stevens AP/D: Matt The Beast 1 KERRY WAYNE SHEPHERD DROWNING POOL THORLEY</p> <p>WDXO/Peoria, IL OM/PM/D: Matt Salts MD: Andy West SALVETICE DROWNING POOL HELMET</p>	<p>WYSP/Philadelphia, PA PM/D: Tim Gibson AP/D: Gill Edwards MD: Salts KERRY WAYNE SHEPHERD</p> <p>KUPD/Phoenix, AZ PM/D: JJ Jetties OM: Brad Hanson MD: Steve Patten DROWNING POOL 12 STONES KERRY WAYNE SHEPHERD</p> <p>WOLP/Piquette, IA OM: Darren Pils PM/D: Dave Lerner 1 KERRY WAYNE SHEPHERD</p> <p>KDOT/Reno, NV OM: Jim Heston PM/D: Dave Patten SALVETICE KERRY WAYNE SHEPHERD</p> <p>WKQZ/Saginaw, MI PM/D: Harry Hager AP/D: Russ Hunter DROWNING POOL</p> <p>KISS/San Antonio, TX PM/D: Kevin Vargas MD: C.J. Orr 4 PERFECT CIRCLE</p> <p>KOZ/San Diego, CA OM: Jim Richards PM/D: Steves Morris-Bevan No Adds</p> <p>KURQ/San Luis Obispo, CA OM/PM/D: Andy West MD: Stephanie Bell No Adds</p> <p>KOFS/Santa Rosa, CA MD: Tom Pate 2 GREEN DAY 1 KORN KERRY WAYNE SHEPHERD DROWNING POOL</p> <p>KISW/Seattle, WA PM/D: Dave Richards AP/D: Ryan Castle MD: Anthony Wilson No Adds</p> <p>WHRZ/Sheboygan, WI PM/D: Jay "Hick" Harris MD: Matt The Beast 14 VELVET REVOLVER</p> <p>KHTO/Spartan, WA PM/D: Barry Bennett 3 DROWNING POOL BLUCCY BROTHERS SALVETICE</p>	<p>KCRX/Tri-Cities, WA PM/D: Carl Carter MD: Scotty Steele 4 KORN</p> <p>KFMW/Waterloo, IA OM/PM/D: Michael Dunn No Adds</p> <p>KICT/Wichita, KS OM: Ross Eric Taylor PM/D: G.C. Carter MD: Rick Thomas 1 CHEVIE</p> <p>WBSX/Wilkes Barre, PA OM: James Heston MD: James Heston KORN NONPONT TACKLE BACK SUNDAY HELMET</p> <p>KATV/Yakima, WA OM/PM/D: Ross Harris 3 KORN 1 DROWNING POOL</p>
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POWERED BY MEDIABASE

* Monitored Reporters

88 Total Reporters

60 Total Monitored

28 Total Indicator

Did Not Report, Playlist Frozen (2): WRBR/South Bend, IN WZBH/Salisbury, MD



PART TWO OF A THREE-PART SERIES

Rocking The DNC

Art from Everclear represents Oregon at the convention

The mental image of Everclear frontman Art Alexakis hoisting, on command, various signs for the many speakers at the recent Democratic National Convention in Boston is almost too precious. But, as an official delegate, representing Oregon's 3rd District, that's what Art was obligated to do. Among many other things.

When I found out that Art was going to the DNC this summer, I knew we needed to get him as our rock 'n' roll correspondent. I also knew that it wasn't going to be easy, what with VH1 following him around with a camera all day, constant requests for him to perform his version of "This Land Is Your Land," and a nonstop dash from one TV news show to another. Getting him to sit down and give us a daily download was gonna be tough.

But Art's an amiable guy and, true to his word, sat down for a few minutes each day of the convention for an update. Last week we covered some background and the first day of the convention, Monday. This week we get to the rest of the hoopla in Boston.

R&R: How did Tuesday start for you? What kind of events did you attend?

AA: I woke up early and went to



Art Alexakis

the delegation breakfast. We had some awesome speakers yesterday. We had George McGovern, Dennis Kucinich and Caroline Kennedy Schlossberg. Then I got up and did a cover of "This Land Is Your Land" and got everybody on their feet, clapping and singing. That was really cool.

I went from there to the youth caucus, the College Democrats Youth Caucus. Everyone was really

complacent until I went onstage. I got people fired up, because I'm kind of a jackass. I told people I prefer to be thought of as a jackass instead of a donkey, because I'll bite and kick you if you don't treat me with respect. I'll also bite and kick you if you do, actually.

And that's kind of my analogy for the new Democratic party, for where Kerry and Edwards are taking it. The combination of the two of those guys is just stunning. But anyway, I went to the youth caucus and did the same song, and I pressed a lot of flesh and did a lot of interviews.

R&R: Did you record a version of "This Land Is Your Land"?

AA: Yeah. It was originally for an initiative, to get this environmental initiative called the Tillamook 50/50 plan on the books. It's a state issue. You're from California, and you have propositions there. We have initiatives and measures in Oregon. This was a really important thing, and they asked me if I would do this song. And I'm like, "OK, let me figure out a way that I could do it cool." I thought about it and figured it out in my head, and I went to the guy and told him I'd do it.

We recorded it in my own studio. Well, it's not my own, but it's down the street from my house, the studio that I use for production. It came out great. I gave it to the guy and to a friend of mine, and he gave it to someone at the DNC. My manager gave it to someone in the Kerry campaign, and everyone was buzzing about it.

All of a sudden there was a fundraiser, and I guess Wyclef Jean and John Mellencamp and different people sang it. I wonder if they're going to do it tonight, because I know "the Coug" is here.

R&R: Talk about what went on Tuesday night. How did the Teresa Heinz Kerry speech go over there?

AA: I think it played better on TV than live, because she followed Barack Obama, and he electrified the crowd. When she got up, she was so soft-spoken and so compassionate and really sweet, because I think they must have gotten on her

"We're unpaid extras. That's kind of what being a delegate means. You're there to shake a sign and look good. It's not really about voting."

about her TV thing. Did you hear about that?

R&R: Yeah, they were showing the footage all day.

AA: The convention is running about an hour late every night. I got out of there about midnight last night, and there was a big Rock the Vote party with The Black Eyed Peas and different people playing. I came back to my hotel, and I was just drained, man.

R&R: Are you still running around with the VH1 crew at this point?

AA: Yeah. I was running around with them until this morning.

R&R: OK, let's talk about Wednesday.

AA: I went to the Oregon delegation breakfast, like I do every morning. I bought a T-shirt this time. There was this girl selling T-shirts out of a bag, and they're little tight ringer T-shirts like I wear. They had these four words and four stars. The

"Should they just play their music and communicate through their music, or just shut up and play their music and get that big fat paycheck?" And I'm like, "No, they should tell you to go to hell."

R&R: What else happened Wednesday?

AA: It was just me spending the day down on the floor, which was interesting, seeing it empty like that. I had a thing with E! Entertainment, who kind of followed me around the floor. I gave them a tour of the Oregon delegation and showed them how the Bat-phone works and all of that stuff. I showed them how, in reality, we're unpaid extras. That's kind of what being a delegate means. You're there to shake a sign and look good. It's not really about voting. Everyone knows how you're going to vote; it's predetermined before you go. You're a Kerry delegate, you vote for Kerry. You're a Kucinich delegate, you vote for Kucinich.

R&R: I guess the only time this would become a truly dramatic event is if, leading up to the convention, it was unclear how many votes belonged to each candidate.

AA: You'd have what they call an open convention, where two or three different candidates split the delegate vote so no one has a majority. That hasn't been the case for years, and the Democratic Party doesn't need that right now. That's why I think it's so brilliant that all of the candidates for the nomination all have speaking time during the convention. They're all on board because they want to win it.

R&R: So from your perspective, after you did the E! thing Wednesday and the delegates started to come in, who was the most compelling speaker?

AA: I think Al Sharpton was funny. He did his thing, and I thought he was good, but he was Al Sharpton, and there was nothing really new there. People in the press want to walk away from the fact that John Edwards really was inspiring. He really was. He speaks in a way that connects with just about everybody. A lot of what he said, he's been saying for a long time.

Next week: Art brings us details of all the action on the final day of the convention, including his infamous afterparty run-in with Hollywood celebrities. Stay tuned.



AMY LEE BRINGS KDG TO LIFE Evanescence frontwoman Amy Lee (c) was just driving around Texas recently with Wind-up VP/Rock Alan Galbraith (r) when they decided it would be a great idea to drop in on KDG/Dallas PD Duane Doherty (l).

words are nonsense until you take one of the bottom stars and match it with the top stars, and then the words spell "Fuck Bush." I wore that on Wolf Blitzer today; that was pretty awesome. I did a lot of press yesterday. I went on CNN Headline News, and that got picked up by a lot of people.

R&R: What did they ask you? What is it that they want to hear from you?

AA: First they go, "Why do you want to get involved?" That's always the first question. "Does being a musician or artist really have anything to do with politics?" and "What do you think of Linda Ronstadt and Natalie Maines?" and shit like that. They ask me two totally right-wing questions and don't give me an option for a liberal answer, you know what I mean? They ask me a question, and then they feed me two right-wing answers:

R&R ALTERNATIVE TOP 50

August 20, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	LINKIN PARK Breaking The Habit (Warner Bros.)	2427	+126	173977	11	71/0
1	2	THREE DAYS GRACE Just Like You (Jive/Zomba)	2327	+9	150802	20	67/0
4	3	FRANZ FERDINAND Take Me Out (Domino/Epic)	2055	+43	141831	17	67/0
13	4	GREEN DAY American Idiot (Reprise)	1973	+625	164064	2	74/1
3	5	DASHBOARD CONFESSIONAL Vindicated (Vagrant/Interscope)	1886	-137	109652	13	66/0
6	6	KILLERS Somebody Told Me (Island/IDJMG)	1745	+44	111290	15	61/0
7	7	SLIPKNOT Duality (Roadrunner/IDJMG)	1677	+83	97225	18	57/1
5	8	VELVET REVOLVER Slither (RCA/RMG)	1497	-221	114311	19	59/0
10	9	BREAKING BENJAMIN So Cold (Hollywood)	1484	+88	78970	16	57/0
19	10	CHEVELLE Vitamin R (Leading Us Along) (Epic)	1363	+403	97406	3	68/1
9	11	MODEST MOUSE Float On (Epic)	1322	-234	118674	23	60/0
11	12	SEETHER FIAMY LEE Broken (Wind-up)	1292	-83	80489	19	51/0
15	13	LOSTPROPHETS Wake Up (Make A Move) (Columbia)	1289	+52	60839	11	65/0
8	14	INCUBUS Talk Shows On Mute (Epic)	1245	-319	84556	21	58/0
14	15	SHINEDOWN 45 (Atlantic)	1227	-102	60874	24	47/0
16	16	JET Rollover D.J. (Atlantic)	1225	+38	58131	7	66/1
17	17	BEASTIE BOYS Triple Trouble (Capitol)	1217	+128	88588	7	68/3
12	18	STORY OF THE YEAR Anthem Of Our Dying Day (Maverick/Reprise)	1188	-183	54743	17	60/0
18	19	PAPA ROACH Getting Away With Murder (Geffen)	1159	+74	56713	5	58/0
21	20	HOOBASTANK Same Direction (Island/IDJMG)	1062	+126	75190	6	59/3
20	21	HIVES Walk Idiot Walk (Interscope)	1045	+86	52529	10	59/0
29	22	VELVET REVOLVER Fall To Pieces (RCA/RMG)	1035	+346	93314	5	58/3
22	23	YELLOWCARD Only One (Capitol)	930	+27	48950	8	56/1
23	24	CROSSFADE Cold (Columbia)	912	+62	29980	13	40/1
25	25	COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	883	+91	65001	8	54/2
27	26	ALTER BRIDGE Open Your Eyes (Wind-up)	793	+47	32559	7	38/3
24	27	SALIVA Survival Of The Sickest (Island/IDJMG)	776	-44	28828	9	39/0
30	28	TAKING BACK SUNDAY A Decade Under the Influence (Victory)	726	+139	56908	8	49/6
32	29	A PERFECT CIRCLE Blue (Virgin)	636	+113	22932	3	43/3
28	30	BLINK-182 Down (Geffen)	480	-251	28272	17	37/0
35	31	GODSMACK HDROPBOX Touche (Republic/Universal)	462	+21	15834	5	33/1
26	32	311 First Straw (Volcano/Zomba)	451	-317	19827	12	45/0
37	33	SNOW PATROL Run (A&M/Interscope)	444	+94	27303	4	40/9
31	34	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	411	-164	20459	14	23/0
33	35	BEASTIE BOYS Ch-Check It Out (Capitol)	409	-81	27057	16	36/0
39	36	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	381	+40	8937	6	26/0
40	37	SKINDRED Nobody (Lava)	377	+38	16687	3	35/6
34	38	BURNING BRIDES Heart Full Of Black (V2)	349	-120	13585	11	30/0
47	39	KORN Word Up (Epic)	339	+128	34594	2	27/16
42	40	STROKES The End Has No End (RCA/RMG)	337	+35	20163	2	31/3
38	41	CHRONIC FUTURE Time And Time Again (Interscope)	334	-12	9018	6	23/0
36	42	EARSHOT Wait (Warner Bros.)	309	-53	11257	14	19/0
41	43	G. LOVE Astronaut (Brushfire/Universal)	293	-18	10156	5	25/0
40	44	NEW FOUND GLORY Failure's Not Flattering (What's Your Problem) (Geffen)	252	+57	6433	2	25/2
45	45	WALKMEN The Rat (Warner Bros.)	231	-8	19591	3	17/0
46	46	MODEST MOUSE Ocean Breathes Salty (Epic)	216	+53	16109	1	15/6
43	47	PUDDLE OF MUDD Spin You Around (Geffen)	216	-53	9707	9	15/0
44	48	LIT Looks Like They Were Right (Nitrus/DRT)	211	-56	7505	13	18/0
48	49	YEAH YEAH YEAHS Y Control (Interscope)	210	+7	7525	3	15/0
-	50	LETTERKILLS Don't Believe (Island/IDJMG)	190	-5	5612	3	18/0

75 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
KORN Word Up (Epic)	16
MUSE Hysteria (EastWest/Warner Bros.)	16
BLINK-182 Always (Geffen)	15
DENVER HARBOR Picture Perfect Wannabe (Universal)	14
SNOW PATROL Run (A&M/Interscope)	9
INTERPOL Slow Hands (Matador)	9
TAKING BACK SUNDAY A Decade Under the Influence (Victory)	6
SKINDRED Nobody (Lava)	6
MODEST MOUSE Ocean Breathes Salty (Epic)	6
BURDEN BROTHERS Shadow (Kirtland)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GREEN DAY American Idiot (Reprise)	+625
CHEVELLE Vitamin R (Leading Us Along) (Epic)	+403
VELVET REVOLVER Fall To Pieces (RCA/RMG)	+346
TAKING BACK SUNDAY A Decade Under the Influence (Victory)	+139
INTERPOL Slow Hands (Matador)	+138
BEASTIE BOYS Triple Trouble (Capitol)	+128
KORN Word Up (Epic)	+128
LINKIN PARK Breaking The Habit (Warner Bros.)	+126
HOOBASTANK Same Direction (Island/IDJMG)	+126
A PERFECT CIRCLE Blue (Virgin)	+113

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JET Cold Hard Bitch (Atlantic)	765
311 Love Song (Maverick/Volcano/Zomba)	688
LINKIN PARK Lying From You (Warner Bros.)	678
SWITCHFOOT Meant To Live (Red Ink/Columbia)	659
INCUBUS Megalomaniac (Epic)	604
BLINK-182 I Miss You (Geffen)	577
JET Are You Gonna Be My Girl (Atlantic)	571
WHITE STRIPES Seven Nation Army (Third Man/V2)	561
THREE DAYS GRACE (I Hate) Everything About You (Jive/Zomba)	538

New & Active

AMBULANCE Primitive (The Way I Treat You...) (TV/T)	Total Plays: 179, Total Stations: 19, Adds: 2
NONPOINT The Truth (Lava)	Total Plays: 179, Total Stations: 9, Adds: 0
KEANE Somewhere Only We Know (Interscope)	Total Plays: 176, Total Stations: 12, Adds: 0
INTERPOL Slow Hands (Matador)	Total Plays: 162, Total Stations: 18, Adds: 9
SECRET MACHINES Nowhere Again (Reprise)	Total Plays: 157, Total Stations: 15, Adds: 3
FEATURES The Way It's Meant To Be (Universal)	Total Plays: 143, Total Stations: 14, Adds: 1
MORRISSEY First Of The Gang To Die (Sanctuary/SRG)	Total Plays: 119, Total Stations: 11, Adds: 0
MUSE Hysteria (EastWest/Warner Bros.)	Total Plays: 116, Total Stations: 24, Adds: 16
METALLICA Some Kind Of Monster (Elektra/Warner Bros.)	Total Plays: 115, Total Stations: 10, Adds: 0
KILLRADIO Do You Know (Columbia)	Total Plays: 110, Total Stations: 14, Adds: 2

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

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**America's Best Testing Alternative Songs 12+
For The Week Ending 8/20/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 18-34	Men 18-34	Women 18-34
KILLERS Somebody Told Me (Island/IDJMG)	4.08	4.10	83%	12%	4.02	3.96	4.09
YELLOWCARD Only One (Capitol)	3.98	3.98	79%	15%	3.85	3.70	4.00
BLINK-182 Down (Geffen)	3.95	3.93	93%	22%	3.89	3.79	4.00
DASHBOARD... Vindicated (Vagrant/Interscope)	3.90	4.00	93%	22%	3.76	3.81	3.71
STORY OF THE YEAR Anthem... (Maverick/Reprise)	3.85	4.04	90%	25%	3.67	3.58	3.77
THREE DAYS GRACE Just Like You (Live/Zomba)	3.84	3.99	93%	28%	3.78	3.63	3.94
BREAKING BENJAMIN So Cold (Hollywood)	3.84	3.97	74%	14%	3.79	3.67	3.96
FRANZ FERDINAND Take Me Out (Domino/Epic)	3.82	3.86	90%	25%	3.87	3.95	3.79
HOBBASTANK Same Direction (Island/IDJMG)	3.82	3.89	78%	13%	3.61	3.61	3.60
LINKIN PARK Breaking The Habit (Warner Bros.)	3.81	3.82	98%	37%	3.76	3.71	3.80
LOSTPROPHETS Wake Up (Make A Move) (Columbia)	3.81	3.88	84%	18%	3.62	3.55	3.69
INCUBUS Talk Shows On Mute (Epic)	3.79	3.91	92%	30%	3.62	3.58	3.65
COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	3.79	-	54%	10%	3.56	3.54	3.59
SEETHER FIAMY LEE Broken (Wind-up)	3.74	3.72	94%	31%	3.88	3.88	3.88
MODEST MOUSE Float On (Epic)	3.74	3.73	89%	30%	3.82	4.11	3.53
CROSSFADE Cold (Columbia)	3.69	3.76	56%	11%	3.71	3.68	3.75
VELVET REVOLVER Slither (RCA/RMG)	3.67	3.76	84%	25%	3.77	3.78	3.75
PAPA ROACH Getting Away With Murder (Geffen)	3.67	3.51	56%	10%	3.62	3.49	3.78
JET Cold Hard Bitch (Atlantic)	3.64	3.68	94%	45%	3.64	3.58	3.71
SHINEDOWN 45 (Atlantic)	3.63	3.64	79%	25%	3.49	3.40	3.61
ALTER BRIDGE Open Your Eyes (Wind-up)	3.47	3.64	54%	13%	3.38	3.32	3.45
JET Rollover D.J. (Atlantic)	3.46	3.53	72%	18%	3.28	3.29	3.28
311 First Straw (Volcano/Zomba)	3.46	3.76	70%	20%	3.41	3.33	3.50
NICKELBACK Feelin' Way... (Roadrunner/IDJMG)	3.43	3.40	79%	28%	3.30	3.21	3.40
SLIPKNOT Duality (Roadrunner/IDJMG)	3.43	3.24	76%	24%	3.44	3.39	3.51
SALIVA Survival Of The Sickest (Island/IDJMG)	3.28	3.27	49%	15%	3.13	3.21	3.04
HIVES Walk Idiot Walk (Interscope)	3.13	3.25	64%	23%	2.95	3.12	2.78
BEASTIE BOYS Ch-Check It Out (Capitol)	3.00	3.02	95%	53%	3.13	3.20	3.05

Total sample size is 447 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.



THE KILLERS LISTEN TO LIVE 105 At least, that's what the station thinks. The band takes a moment to stop at KITS (Live 105)/San Francisco to find out why the spins aren't up. MD Aaron Axelsen intercepts them in the lobby before they break into the air studio. Left to right: The Killers' Mark Stoermer, Dave Keuning and Brandon Flowers; Live 105's Aaron Axelsen; and the band's Ronnie Vannucci.

Linkin Park are back in familiar territory as they knock **Three Days Grace** out of the No. 1 spot this week ... **Franz Ferdinand** continue their march on the top spot by inching up to No. 3 this week. I'd keep an eye on them if I were you ... **Jet**, **Beastie Boys**, **Papa Roach**, **Hobobastank**, **The Hives**, **Velvet Revolver**, **Yellowcard** and **Crossfade** all hold bullets, and they're not afraid to use them ... **Keep Your Eyes Peeled: A Perfect Circle, Godsmack, Snow Patrol, Skindred, Korn, The Strokes** ... **New To The Chart: Modest Mouse**. This too shall rise ... **Most Added: Korn, Muse, Blink-182, Denver Harbor, Snow Patrol, Interpol** ... **Most Should Be Added: Alter Bridge, Secret Machines, High Holy Days, Dresden Dolls, The Explosion, The Libertines, They Might Be Giants**.

— Max Tolkoff, Alternative Editor



Reporters

WHR/Albany, NY* MD: John Cooper MD: Lisa Bialo KORN	WAVF/Charlotte, SC* MD: Dave Ressel MD: Tracy Cantwell 9 LORRETTA LYNN MUSE	CIMX/Detroit, MI* MD: Murray Brewster APD: Mike Cantwell MD: Matt Franklin EVANESCENCE	KTRZ/Dallas, TX* MD: Vision Richards MD: Dan Austin 6 BURDEN BROTHERS 5 SKINDRED	WMMF/Memphis, TN* MD: Rob Cressman MD: Mike Haines 1 HOBBASTANK	WRR/Orlando, FL* MD: Adam Cook MD: Pat Lynch APD: Rick Eppert MD: Brian Richardson 7 TAKING BACK SUNDAY 3 HOBBASTANK 2 BEASTIE BOYS	WDLR/Richmond, VA* MD: Mike Blum MD: Dennis Williams SNOW PATROL SECRET MACHINES INSTRUCTION	KNDD/Seattle, WA* MD: Pam Manning APD: Jim Keller MD: Dennis Pyles 1 DORIS DUE IN HOT CARS SNOW PATROL	KMYZ/Tulsa, OK* MD: Lynn Barlowe MD: Dennis Pyles 2 INTERPOL 1 HOBBASTANK 1 BURDEN BROTHERS	
KTZD/Albuquerque, NM* MD: Scott Sauter MD: Mike Kelley 1 SNOW PATROL 1 DENVER HARBOR MODEST MOUSE	WEND/Charlotte* MD: Bruce Logan APD: Jack Dossie No Adds	KHRQ/EI Paso, TX* MD: Mike Prestia APD: Jack Garcia 4 KORN BLINK-182 VANISHED MUSE DROWNING POOL DENVER HARBOR	WRXZ/Indianapolis, IN* MD: Scott Johnson MD: Michael Young 4 KORN 2 SKINDRED 1 LIST FEATURES	WTLN/Murkree, WI* MD: Tommy White MD: Casey Nease 1 SNOW PATROL BLINK-182	WOL/Orlando, FL* MD: Bob Smith No Adds	WRXL/Richmond, VA* MD: Bill Cabell APD: Casey Krawcheck 2 KORN	KXII/Richmond, VA* MD: Gary Jones KILL SWITCH (LIVE)	WYRL/Louis, MO* MD: Tommy Motters MD: Jeff Frison APD: Casey Krawcheck 1 BURDEN BROTHERS DENVER HARBOR MUSE ALTER BRIDGE	WPBZ/W. Palm Beach, FL* MD: John O'Connell MD: Mike Rivers 3 KORN 1 KOTTINGMOUTH KINGS MUSE DENVER HARBOR INTERPOL
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KROX/Austin, TX* MD: John Carroll MD: Lindsey Lee MD: Talya Ryan BURDEN BROTHERS TAKING BACK SUNDAY ALTER BRIDGE	WXTM/Cleveland, OH* MD: Kim Moore APD: Dan Burdella NICKELBACK KILLRADIO	KRBZ/Kansas City, MO* MD: Greg Bergen APD: Lacie MD: Jason Ulmst 1 STREETS MODEST MOUSE CASE ORESDEN DOLLS BLINK-182	WRKZ/Johnson City, MD* MD: Mark McManey DENVER HARBOR	WBW/Washville, TN* MD: Joe Patrick APD: Russ Schack 5 SHINEDOWN	KEJL/Phoenix, AZ* MD: Alan Hogue APD: Todd Holst MD: Arnie Feltus 7 CRESDEN DOLLS SECRET MACHINES	KNDD/Sacramento, CA* MD: Russ Schack 1 BURDEN BROTHERS DENVER HARBOR CURE	WYSL/Washington, DC* MD: Lisa Worden APD: Libby Carstensen MD: Pat Ferraro 7 KORN		
WRAX/Birmingham, AL* MD: Scott Green MD: Mark Lindsey BLINK-182 SILVERSTEAD	WARD/Columbia, SC* MD: Dave Stewart 3 MUSE NEW FOUND GLORY SKINDRED BLINK-182	WFZZ/Knoxville, TN* MD: Anthony Priddy MD: Jeff Smith HIGH HOLY DAYS BEASTIE BOYS	KRFB/Kansas City, MO* MD: Greg Bergen APD: Lacie MD: Jason Ulmst 1 STREETS MODEST MOUSE CASE ORESDEN DOLLS BLINK-182	KIND/Memphis, LA* MD: Tony Ferrara MD: Bill APD: Nick Perencaro 4 KORN	KZXR/Salt Lake City, UT* MD: Alan Hogue APD: Todd Holst MD: Arnie Feltus 7 CRESDEN DOLLS SECRET MACHINES	KNDD/Sacramento, CA* MD: Russ Schack 1 BURDEN BROTHERS DENVER HARBOR CURE	WYSL/Washington, DC* MD: Lisa Worden APD: Libby Carstensen MD: Pat Ferraro 7 KORN		
KOXR/Boise, ID* MD: Dan McCully MD: Eric Erickson MD: James Smith 2 KORN MUSE	WVVO/Columbus, OH* MD: Randy Maly MD: Andy Dossie MD: Jack Dossie 2 INTERPOL LIBERTINES YELLOWCARD MODEST MOUSE	KRFB/Kansas City, MO* MD: Greg Bergen APD: Lacie MD: Jason Ulmst 1 STREETS MODEST MOUSE CASE ORESDEN DOLLS BLINK-182	KRFB/Kansas City, MO* MD: Greg Bergen APD: Lacie MD: Jason Ulmst 1 STREETS MODEST MOUSE CASE ORESDEN DOLLS BLINK-182	WXRK/New York, NY* MD: Robert Cross MD: Mike Peir 4 TRICK DADDY	KZXR/Salt Lake City, UT* MD: Alan Hogue APD: Todd Holst MD: Arnie Feltus 7 CRESDEN DOLLS SECRET MACHINES	KNDD/Sacramento, CA* MD: Russ Schack 1 BURDEN BROTHERS DENVER HARBOR CURE	WYSL/Washington, DC* MD: Lisa Worden APD: Libby Carstensen MD: Pat Ferraro 7 KORN		
WBCN/Boston, MA* MD: Dave Whelan APD: Steven Strick No Adds	KDGE/Dallas, TX* MD: Deane Delaney APD: Alan Jay 1 BEASTIE BOYS STROMES COHEED AND CAMBRIA BURDEN BROTHERS	WRKZ/Johnson City, MD* MD: Mark McManey DENVER HARBOR	KRFB/Kansas City, MO* MD: Greg Bergen APD: Lacie MD: Jason Ulmst 1 STREETS MODEST MOUSE CASE ORESDEN DOLLS BLINK-182	WXRK/New York, NY* MD: Robert Cross MD: Mike Peir 4 TRICK DADDY	KZXR/Salt Lake City, UT* MD: Alan Hogue APD: Todd Holst MD: Arnie Feltus 7 CRESDEN DOLLS SECRET MACHINES	KNDD/Sacramento, CA* MD: Russ Schack 1 BURDEN BROTHERS DENVER HARBOR CURE	WYSL/Washington, DC* MD: Lisa Worden APD: Libby Carstensen MD: Pat Ferraro 7 KORN		
WEDG/Butte, NY* MD: Lanny Glass 20 KORN HIGH HOLY DAYS DENVER HARBOR	WXEG/Dallas, TX* MD: Tony Thord MD: Steve Kramer MD: Douglas 6 KORN 5 VELVET REVOLVER 4 JET	WRKZ/Johnson City, MD* MD: Mark McManey DENVER HARBOR	KRFB/Kansas City, MO* MD: Greg Bergen APD: Lacie MD: Jason Ulmst 1 STREETS MODEST MOUSE CASE ORESDEN DOLLS BLINK-182	WXRK/New York, NY* MD: Robert Cross MD: Mike Peir 4 TRICK DADDY	KZXR/Salt Lake City, UT* MD: Alan Hogue APD: Todd Holst MD: Arnie Feltus 7 CRESDEN DOLLS SECRET MACHINES	KNDD/Sacramento, CA* MD: Russ Schack 1 BURDEN BROTHERS DENVER HARBOR CURE	WYSL/Washington, DC* MD: Lisa Worden APD: Libby Carstensen MD: Pat Ferraro 7 KORN		
WBZ/Burlington, VT* MD: Matt Gross APD: Kevin Hays MODEST MOUSE 1 EXPLOSION	WVVO/Columbus, OH* MD: Randy Maly MD: Andy Dossie MD: Jack Dossie 2 INTERPOL LIBERTINES YELLOWCARD MODEST MOUSE	WRKZ/Johnson City, MD* MD: Mark McManey DENVER HARBOR	KRFB/Kansas City, MO* MD: Greg Bergen APD: Lacie MD: Jason Ulmst 1 STREETS MODEST MOUSE CASE ORESDEN DOLLS BLINK-182	WXRK/New York, NY* MD: Robert Cross MD: Mike Peir 4 TRICK DADDY	KZXR/Salt Lake City, UT* MD: Alan Hogue APD: Todd Holst MD: Arnie Feltus 7 CRESDEN DOLLS SECRET MACHINES	KNDD/Sacramento, CA* MD: Russ Schack 1 BURDEN BROTHERS DENVER HARBOR CURE	WYSL/Washington, DC* MD: Lisa Worden APD: Libby Carstensen MD: Pat Ferraro 7 KORN		

**POWERED BY
MEDIABASE**

*Monitored Reporters
83 Total Reporters
75 Total Monitored
8 Total Indicator



JOHN SCHOENBERGER
jschoenberger@radioandrecords.com

You're All Winners To Me

The Triple A Achievement Award winners for 2004

As I look back on the third year of the R&R Triple A Summit (the 12th summit overall), one of the highlights was the opportunity to present this year's Industry Achievement Awards. Certainly, anyone who was nominated should be proud of the fact that their fellows thought enough of them to enter their name in the initial balloting. And, although they may have been a bit disappointed when another person won, I'm sure they quickly realized that, with the current state of the radio and record industries, we are all winners just by virtue of still being around.

I would like to remind you that this year we continued with the narrowed-down nomination and voting process, keeping it focused mainly on the Triple A community. The votes were tabulated and certified by the accounting firm of Miller, Kaplan, Arase & Co.

Program Director Of The Year: Norm Winer, WXRT/Chicago

We all know that Norm Winer is never at a loss for words, but as he gets ready to celebrate his 25th anniversary at WXRT, I think he was genuinely surprised and honored by the PD of the Year award. Sure, he's won it before, but to be recognized as the best by your peers means a lot every time.



John Schoenberger, Norm Winer and Erica Farber

"Well, I guess we all know now that PD of the Year isn't a beauty contest after all," Winer says. "But I'm totally floored and was com-

pletely surprised to receive this honor. It's humbling and inspirational to be surrounded by such talented peers in this business. To be recognized for my attempts to improve the medium is tremendously gratifying. I'd say I was virtually speechless, but...."

Music Director Of The Year: John Farneda, WXRT/Chicago

There are certain people who quietly do their jobs, day in and day out, and rarely get the recognition they



John Schoenberger, John Farneda and Erica Farber

deserve. Well, this year that was rectified when WXRT Asst. PD/MD John Farneda was honored for the excellent job he does at the Chicago heritage Triple A station. Believe it or not, he has been at WXRT for 19 years.

"I can't tell you what a thrill it is to win such a prestigious award after 19 years in the business," Farneda says. "I am so honored that this

industry voted me a winner. Thanks to everyone, especially John and Erica, for another great summit and, of course, to Norm, who has taught me so much."

Personality/Show Of The Year: Rita Houston, WFUV/New York

Although Rita Houston wasn't able to attend the summit this year — she was covering the Newport Folk Festival for WFUV — she was certainly with us in spirit. As she was being recognized at the awards luncheon, I am sure her ears were ringing 2,000 miles away.



Rita Houston

"It was kind of funny to me at first when I saw that I was nominated in the air personality category this year, because I perceive myself more as being the Music Director of WFUV in the eyes of the industry," Houston says. "Certainly, WFUV listeners know me as one of their favorite DJs, but it's nice to know that my peers also see me that way. I am so lucky to be at WFUV, where a person has the chance to bring artful creativity into their show."

Station Of The Year (Commercial): WXRT/Chicago

WXRT has gone through many changes and variations in its three-decade-plus life, but it has always stood for creativity and spontaneity. Over the years WXRT has championed many artists, and it continues to do so today. It stands as a beacon



John Schoenberger, John Farneda, Norm Winer, Tom Lisack and Erica Farber

STATION of the YEAR Triple A

<p>Commercial</p> <p>CHICAGO'S FINEST ROCK</p>	<p>Noncommercial</p>
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for how great radio can still be.

PD Norm Winer sums it up, saying, "Given the remarkable and continuing success stories within our so-called format, as well as the growing number of outstanding stations now doing great radio in their respective markets, WXRT is proud and flattered to be recognized as Station of the Year."

Station Of The Year (Noncommercial): WXPB/Philadelphia

As adventurous as the entire Triple A format is, there are certain leaders that set an example for others. WXPB/Philadelphia has been a Triple A pioneer for more than 10 years, and, in addition to its regular daily programming, it is the home of the nationally syndicated daily show *World Café*.

"I'm very excited that we won noncomm Station of the Year," says PD Bruce Warren. "I want to thank my colleagues for their continued support of WXPB. I am looking forward to an exciting, incredible, crazy year at our new studios."

Platinum Label Of The Year: Interscope/Geffen/A&M

Given the amazing roster of artists that Interscope/Geffen/A&M Triple A promotion head James Evans gets to work, it's no surprise that his labels grabbed the Platinum Label award this year. And, as we've learned, Evans continues to work all the Triple A product for Interscope and A&M, as well as Geffen and DreamWorks.



John Schoenberger, James Evans and Erica Farber

"Interscope/Geffen/A&M is proud to win the Platinum Label award and is especially thankful to all our artists, who make this possible," says Evans. "All of us at the label realize how fortunate we are to have such a great artist roster that fits radio's needs so well. On behalf of all the artists, the managers and our great field staff, I'd like to thank Triple A radio for being so supportive this year."

Gold Label Of The Year: Vanguard

His label won this award last year, so it was interesting to see how VP/Promotion Art Phillips would react to Vanguard's winning again. Needless to say, he is just as excited. Vanguard has established itself as a label that is dedicated to its artists and willing to do whatever it takes to bring a project home.



John Schoenberger, Art Phillips and Erica Farber

"It's such an honor to have the Triple A community recognize Vanguard Records with this award for a second year," Phillips says. "I feel we have created strong partnerships with radio and our bands over the past few years, and this award is the icing on the cake. Everyone in the office was buzzing today. Thank you."

Label Executive Of The Year: James Evans, Interscope/Geffen/A&M

After a break in James Evans' winning streak last year, he deservedly returns this year. Evans is dedicated to his artists and to his labels, but it doesn't stop there. His passion and support for everyone involved in the Triple A community also needs to be recognized.

"It's humbling and gratifying to win this award for the first time since the voting was brought exclusively within the format," he says. "Getting it strictly from one's peers makes it more meaningful. It's doubly humbling given the high caliber of all my fellow nominees, any one of whom could deservedly have won."

"I'd like to thank Brenda Romano, Jimmy Iovine, all of our artists and their managers, our field staff and Triple A radio program and music directors. Having worked in various formats over the years, I consider this group of programmers to be very special. They have a balance of passion, civility, fairness and responsiveness that is unparalleled in the industry."

LABEL of the YEAR Triple A

Platinum



Gold



August 20, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	426	-39	21163	16	22/0
2	2	BRUCE HORNSBY Gonna Be Some Changes Made (Columbia)	414	+26	23139	6	22/0
4	3	PHISH The Connection (Atlantic)	369	+8	15922	12	23/0
6	4	FINGER ELEVEN One Thing (Wind-up)	358	+40	20016	8	13/0
3	5	NORAH JONES What Am I To You? (Blue Note/EMC)	349	-33	17023	14	23/0
8	6	MODEST MOUSE Float On (Epic)	331	+27	20067	9	13/0
9	7	BODEANS If It Makes You (Zoe/Rounder)	312	+8	14537	12	20/0
5	8	DAVE MATTHEWS Oh (RCA/RMG)	292	-49	15792	22	20/0
7	9	SHERYL CROW Light In Your Eyes (A&M/Interscope)	283	-32	10901	16	18/0
11	10	JAMIE CULLUM All At Sea (Verve/Universal)	259	+4	7785	11	17/0
13	11	FINN BROTHERS Won't Give In (Nettwerk)	253	+7	10454	5	20/0
10	12	MINDY SMITH Come To Jesus (Vanguard)	249	-22	13788	22	21/1
12	13	RACHAEL YAMAGATA Worn Me Down (RCA Victor)	244	-3	8551	9	18/2
16	14	SCISSOR SISTERS Take Your Mama (Universal)	232	+29	10447	7	14/0
20	15	JOHN FOGERTY Deja Vu (All Over Again) (DreamWorks/Geffen)	227	+46	15735	2	16/3
15	16	OZOMATLI (Who Discovered) America? (Concord)	216	+12	8059	6	15/0
22	17	CROSBY & NASH Lay Me Down (Sanctuary/SRG)	194	+20	8722	4	16/0
17	18	TOOTS AND THE MAYTALS w/ BONNIE RAITT True Love Is Hard To Find (V2)	186	-9	7757	19	16/0
19	19	BUTTERFLY BOUCHER Another White Dash (A&M/Interscope)	182	0	7397	10	12/0
Debut	20	MAROON 5 She Will Be Loved (Octone/J/RMG)	162	+29	6010	1	7/1
27	21	311 Love Song (Maverick/Volcano/Zomba)	162	+11	7824	13	5/0
25	22	STING Stolen Car (Take Me Dancing) (A&M/Interscope)	152	-11	3321	10	13/0
Debut	23	CHRISTINE MCVIE Friend (Koch)	150	+27	6431	1	13/1
24	24	JET Rollover D.J. (Atlantic)	149	-14	4626	3	13/1
30	25	WILCO I'm A Wheel (Nonesuch)	148	+12	6937	2	12/0
23	26	JOHN EDDIE Everything (Thrill Show/Lost Highway)	148	-25	3801	9	10/0
Debut	27	CARBON LEAF Life Less Ordinary (Vanguard)	141	+18	5414	1	13/1
28	28	LENNY KRAVITZ Where Are We Runnin'? (Virgin)	139	-12	5336	20	15/0
29	29	JEM They (ATO/RCA/RMG)	138	-9	4803	14	9/0
18	30	INDIGO GIRLS Fill It Up Again (Epic)	135	-52	5917	12	16/0

25 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 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

FIVE FOR FIGHTING The Devil In The Wishing Well... (Aware/Columbia)
Total Plays: 131, Total Stations: 9, Adds: 0

THRILLS Not For All The Love In The World (Virgin)
Total Plays: 129, Total Stations: 14, Adds: 1

GOMEZ Nothing Is Wrong (Fut/Virgin)
Total Plays: 129, Total Stations: 9, Adds: 1

ERIC CLAPTON When You Got A Good Friend (Duck/Reprise)
Total Plays: 117, Total Stations: 11, Adds: 0

JOHN MELLENCAMP Walk Tall (Island/IDJMG)
Total Plays: 116, Total Stations: 15, Adds: 11

SONIA DADA Did Bones (Calliope)
Total Plays: 115, Total Stations: 9, Adds: 0

OLD 97'S New Kid (New West)
Total Plays: 110, Total Stations: 10, Adds: 0

TEARS FOR FEARS Call Me Mellow (Universal Music Entertainment)
Total Plays: 104, Total Stations: 9, Adds: 0

EDWIN MCCAIN/IMAIA SHARP Say Anything (DRT)
Total Plays: 101, Total Stations: 9, Adds: 0

SIMPLE KID Staring At The Sun (Vector)
Total Plays: 98, Total Stations: 10, Adds: 2

Songs ranked by total plays

Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
JOHN MELLENCAMP Walk Tall (Island/IDJMG)	11
STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	7
K.O. LANG Helpless (Nonesuch)	4
KEANE Somewhere Only We Know (Interscope)	4
MAVIS STAPLES Have A Little Faith (Alligator)	4
JOHN FOGERTY Deja Vu (All Over Again) (DreamWorks/Geffen)	3
MICHAEL TOLCHER Mission Responsible (Octane)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOHN MELLENCAMP Walk Tall (Island/IDJMG)	+110
JOHN FOGERTY Deja Vu (All Over Again) (DreamWorks/Geffen)	+46
FINGER ELEVEN One Thing (Wind-up)	+40
SCISSOR SISTERS Take Your Mama (Universal)	+29
LOS LONELY BOYS More Than Love (Ori/Epic)	+29
MAROON 5 She Will Be Loved (Octone/J/RMG)	+29
MODEST MOUSE Float On (Epic)	+27
CHRISTINE MCVIE Friend (Koch)	+27
KILLERS Somebody Told Me (Island/IDJMG)	+27
BRUCE HORNSBY Gonna Be Some Changes Made (Columbia)	+26

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LOS LONELY BOYS Heaven (Ori/Epic)	221
D. FRANKENREITER I.J. JOHNSON Free (Brushfire/Universal)	189
ALANIS MORISSETTE Everything (Maverick/Reprise)	153
JET Are You Gonna Be My Girl (Atlantic)	145
WHEAT I Met A Girl (Aware/Columbia)	134
NORAH JONES Sunrise (Blue Note/EMC)	130
DAMIEN RICE Cannonball (Vector/Warner Bros.)	125
SARAH MCLACHLAN Fallen (Arista/RMG)	121
GUSTER Careful (Palm/Reprise)	116
MAROON 5 This Love (Octone/J/RMG)	108

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

KEANE "SOMEWHERE ONLY WE KNOW"

NEW ADDS THIS WEEK:
KMTT, WZEW, WGVX, WRLT, WDOD, WXPBK, WMVY

JOINING:
KTCZ, WBOS, WXRV, WNCS, WXPBN, WFUV, WDET, WOKI, KZPL, KWMT, KRSH & many more

SALES:

Over 8,000 scanned this week!! Up for the 9th week in a row!!
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MANAGEMENT: ADAM TUDHOPE
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ON THE RECORD

With

Bob Neumann
OM, WWV/Savannah, GA



I was at a party recently. It was one of those that you go to even though you only know the host. We got to talking music, and The Finn Brothers came up. I shouldn't have been surprised, but I was, a little, at the amount of passion their fans have for them. I was thinking of those people as I was listening to The Finn Brothers' new album, *Everyone Is Here*, and I knew these huge fans wouldn't be disappointed. • The album is polished and brilliant, and it's only their second effort as a duo. It's the first time since the breakup of Crowded House that the brothers have gotten together with producer Mitchell Froom and mixer Bob Clearmountain. It was a long wait for this album — nine years, to be precise. • The lead single, "Won't Give In," is about family values and, more specifically, what happens when family gets together and has a few drinks and barriers come down. *Everyone Is Here* is not Crowded House. But it is kind of like Crowded House. I think we'll be playing tracks from this excellent effort for some time to come.

Counting Crows hold the top slot on the monitored chart for yet another week; however, **Bruce Hornsby** is coming on strong at 2*, with **Phish** and **Finger Eleven** right behind him at 3* and 4*, respectively ... **Modest Mouse** and **BoDeans** are also bulleted in the top 10, and **Jamie Cullum** comes in at 10* ... Big gainers this week include **The Finn Brothers**, **Scissor Sisters**, **John Fogerty**, **Ozomatli**, **Crosby & Nash**, **311** and **Wilco** ... the new **Maroon 5**, **Christine McVie** and **Carbon Leaf** debut ... On the Indicator chart, **Phish** remain at No. 1 for the sixth week, **Hornsby** moves up to 2*, **The Old 97's** climb to 3* and **The Finn Brothers** are top five at 5* ... **Crosby & Nash**, **Rachael Yamagata** and **Gomez** round out the bulleted top 10, with **Ozomatli**, **k.d. lang**, **McVie** and **Keane** knocking on the door ... Other impressive gainers include **Carbon Leaf**, **Fogerty**, **Wilco** and **Simple Kid** ... **Tears For Fears** debut ... Keep an eye on **Snow Patrol**, **The Thrills**, **Five For Fighting** and **Sarah McLachlan** ... In the Most Added category, **John Mellencamp** has a great first week, with 29 overall adds (No. 1 both panels), and the new **Steve Earle** is also off to a good start, with 23 total adds (No. 2 on both panels). **Mavis Staples** grabs 14 first-week adds, and **Ben Harper** with **The Blind Boys Of Alabama** enjoy 10 total adds this week ... Also having a good first week are **Gov't Mule**, **Michael Tolcher**, **John Cale** and **Peter Cincotti** ... **Yamagata**, **Donavon Frankenreiter**, **Keane**, **Los Lonely Boys**, **Low Millions** and **lang** close some important holes.



— John Schoenberger, Triple A Editor

AAA ARTIST

OF THE WEEK

ARTIST: **Old 97's**

LABEL: **New West**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



A few years back, after 10 years and five albums, the members of The Old 97's took a hiatus to pursue other musical projects, spend time with wives and subsequent children and just chill a while. After all, they had pretty much been on the road for an entire decade. But as lead guitarist **Ken Bethea** says in the latest band bio, they knew they'd be back together. *Drag It Up* is the result of that reunion, and in many ways it represents what the band does best — straightforward music that borrows from a variety of musical styles, ranging from bluegrass to country to folk to rock.

"It's hard not to compare an album with those that came before," says **Bethea**. "*Drag It Up* is our most personal. We recorded it on eight-track, which pretty much means there was very little studio trickery. What you'll hear, or maybe I should say what you won't hear, is second-guessing, sleight-of-hand or revisionist thinking.

"Whereas *Too Far to Care* was an idealistic album made for big cars and air guitars, *Drag It Up* is better served by thinking and driving on Sunday afternoons in the middle of nowhere. *Fight Songs* was our urban album, *Hitchhike to Rhyme* was a giant demo, and *Satellite Rides* was the exact opposite. *Wreck Your Life* was really the spiritual predecessor to *Drag It Up*. We've grown — albeit kicking and screaming — into a complex, philosophical and mortal band."

In so many words, what **Bethea** is really trying to say is that this new collection of songs represents The Old 97's in their purest and most distilled form. Al-

though the approach may be very basic, the experiences and insights that the band has gained over the past 10 years are all there in the music.

Certainly, in the early days the band revealed in the energy and excitement of blending musical styles and maintaining the spontaneity of a live performance, but by the middle phase of their career, they moved in a more produced direction that gained them considerable radio support. With *Drag It Up*, they may have drifted away from the "studio trickery," but that's not to say they are not progressing. In truth, they display more confidence in themselves as songwriters and players than ever before.

On the softer side, we have "Moonlight," "Blinding Sheets of Rain" and "Adelaide" to contemplate, while The Old 97's give us the more rockin' side with such tunes as "Won't Be Home," "New Kid" and "Friends Forever." All the efforts were helped along by producer, engineer and mixer **Mark Neill**, who got this magic on tape at **Soil of the South Studios** in San Diego, as well as **Dreamland Studios** in Woodstock, NY.

After considerable touring earlier this summer and a headlining gig at this year's Triple A Summit, The Old 97's will be back on the road throughout September and October.

MANAGER'S MINUTE

Your Free, Weekly E-Mail

- Study Summaries from BIA, Center for Media Research, E-Marketer, Interep, Katz, The Media Audit, NAB and more.
- Management and Sales ideas from Sylvia Allen, Dave Anthony, John Lund, Irwin Pollack, Walter Sabo and many others.
- Research insights from Larry Rosin, Gerry Boehme, Mike Henry, Bill Moyes, Mark Ramsey, Rick Torcasso and many others.
- Industry event calendar update

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+ / - PLAYS	CUMULATIVE PLAYS
2	1	K. KANE & K. WELCH You Can't... (Compass/Dead Reckoning)	585	+36	3204
1	2	NOTORIOUS CHERRY BOMBS The Notorious... (Universal South)	550	-10	3421
4	3	VARIOUS ARTISTS Por Vida: A Tribute To The Songs Of... (Or)	549	+50	1751
3	4	DAVE ALVIN Ashgrove (Yep Roc)	508	-13	4842
5	5	TODD SNIDER East Nashville Skyline (Oh Boy)	489	-4	2730
6	6	DWIGHT YOAKAM Dwight's Used Records (Koch)	457	-19	3599
7	7	LORETTA LYNN Van Lear Rose (Interscope)	425	-41	10681
19	8	VARIOUS ARTISTS Touch My Heart... (Sugar Hill)	400	+128	786
9	9	DALE WATSON Dreamland (Koch)	394	-41	5480
15	10	STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	384	+86	1028
11	11	OLD 97S Drag It Up (New West)	374	+25	1766
8	12	LOS LOBOS The Ride (Hollywood)	373	-65	6998
10	13	JIM LAUDERDALE Headed For The Hills (Dualtone)	355	-65	7122
14	14	CRICKETS & THEIR BUDDIES The Crickets... (Sovereign Artists)	319	+18	1352
26	15	BILLY JOE SHAVER Billy And The Kid (Compadre)	309	+105	632
12	16	TERRI HENDRIX The Art Of Removing Wallpaper (Wilory)	279	-44	3126
13	17	RAILROAD EARTH The Good Life (Sugar Hill)	275	-48	2596
16	18	J.J. CALE To Tulsa And Back (Sanctuary/SRG)	271	-25	3692
Debut	19	VARIOUS ARTISTS Beautiful Dreamer... (American Roots)	259	+93	441
23	20	TRES CHICAS Sweetwater (Yep Roc)	247	+20	1459
18	21	SAM BUSH King Of My World (Sugar Hill)	242	-40	7758
20	22	WILCO A Ghost Is Born (Nonesuch)	242	-10	1888
17	23	STEVE FORBERT Just Like There's Nothing To It (Koch)	237	-51	6458
Debut	24	PAUL THORN Are You With Me? (Back Porch/Virgin)	228	+37	912
Debut	25	VARIOUS ARTISTS The Unbroken Circle (Dualtone)	225	+152	306
Debut	26	TIFT MERRITT Tambourine (Lost Highway)	224	+110	344
25	27	JAMES TALLEY Journey (Cimarron)	222	+12	1760
21	28	PATTY GRIFFIN Impossible Dream (ATO/RCA/RMG)	211	-39	10797
29	29	OTIS GIBBS One Day Our Whispers (Benchmark)	199	+7	1149
22	30	J. HARMS Let's Put The Western Back... (Wildcatter)	195	-54	2857

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. © 2004 Americana Music Association.

Americana Spotlight

by John Schoenberger

Artist: Todd Snider

Label: Oh Boy



Ever since he came on the scene a decade ago, Todd Snider has been delivering easygoing, lo-fi songs that ruminate on politics, death, life, places he has been and interesting people he has met. With a blend of folk, country, rock and blues, Snider makes music that's gentle on the ear but, at the same time, forces one to stop and think. More so than on any of his previous studio efforts, the songs on *East Nashville Skyline* come across autobiographically. It's no secret that Snider has been battling a variety of addictions, along with depression, over the years, and on several occasions he has come close to meeting his maker. However, one can't help but feel that Snider may actually be coming through the other side, as many of the songs reveal

a newfound insight that may very well help him come to grips with his demons. With production and musical assistance from Will Kimbrough, Snider delivers such gems as "Age Like Wine," "Alcohol and Pills," "Sunshine," "Conservative Christian, Right Wing, Republican, Straight, White, American Males" and "Ballad of the Kingsmen."

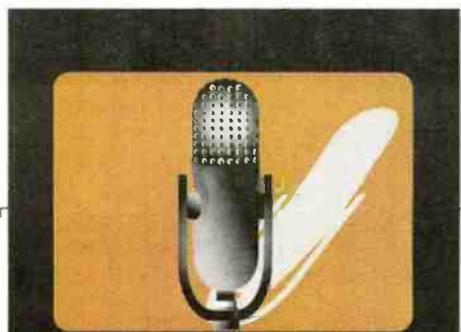
Americana News

Longtime music, radio and trade association executive Jeff Green has been appointed Exec. Director for the Americana Music Association, effective Oct. 15. Green succeeds founding AMA Exec. Director J.D. May, who is joining a Nashville-based creative business services company later this year ... R.W. Shamy at Twangcast has moved. His new phone number is 540-370-4461 ... KUWR/Wyoming Public Radio and KKKI/Kansas City are suspended from the reporting panel until further notice ... Alison Krauss & Union Station are in Nashville working on a new studio album for a November release on Rounder. The as-yet-untitled set will be the band's first since 2002's *Live* ... Farm Aid organizers Dave Matthews, Neil Young, Willie Nelson and John Mellencamp will hold the annual concert in Auburn, WA, just outside Seattle, this September. Farm Aid is in its 19th year ... Neko Case will release two new albums via Epitaph's Anti- imprint in the coming months as part of a licensing deal with Mint. The first set, *The Tigers Have Spoken*, is due Nov. 9. An as-yet-untitled new studio album is expected in spring 2005 ... The Dixie Chicks, R.E.M., Bruce Springsteen & The E Street Band and Dave Matthews Band are among a slew of acts touring the U.S. during a one-week period in October in an attempt to defeat George Bush in the Nov. 2 election. Concerts will also feature Jackson Browne, Bright Eyes, John Fogerty, Ben Harper, Keb' Mo', John Mellencamp, My Morning Jacket, Pearl Jam, Bonnie Raitt, R.E.M., James Taylor and other artists who will appear on separate bills on the same nights in selected cities around several battleground states.

Note: If you have Americana news, please forward it to jschoenberger@radioandrecords.com.

Most Added®

ARTIST TITLE LABEL(S)	ADDS
VARIOUS ARTISTS The Unbroken Circle (Dualtone)	18
JUNIOR BROWN Dawn Home Chrome (Telarc)	16
MAVIS STAPLES Have A Little Faith (Alligator)	14
TIFT MERRITT Tambourine (Lost Highway)	10
BILLY JOE SHAVER Billy And The Kid (Compadre)	8
STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	8
VARIOUS ARTISTS Touch My Heart - A Tribute To Johnny Paycheck (Sugar Hill)	8



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Christian Radio Can Sell

Another myth about Christian radio gets thrown out the window

Many people both inside and outside the Christian music industry believe that Christian radio doesn't make a whole lot of money. Well, outside of the Salem system, anyway. Leading the charge to change all that is Christian AC WJQK (JQ 99-FM)/Grand Rapids.

I spoke with WJQK Asst. PD Brian Nelson to find out how the station is so successful on the sales end of the business. He was more than happy to share what has been going on at JQ 99-FM, a station that flipped to Christian AC back in 1987, after being purchased by Lanser Broadcasting.

"WJQK and Lanser Broadcasting are sales machines," Nelson says. "Management has hired six of the best broadcast salespeople in Western Michigan. Most of them have been heavily recruited by radio giants like Clear Channel, Citadel and Infinity.

"Our salespeople know how to use tools like Arbitron, Scarborough and Tapscan to land the big annual buys. What's more, the sales force works as a team, each member contributing a particular area of expertise to the whole."



Brian Nelson

Focus With Balance

The management team at WJQK is focused on the professional growth and development of their sales personnel. They offer financial incentives to every station employee who helps the station's bottom

line. In its 17-year existence, the station has shown an increase in sales every year except one.

With a 16% increase over last year through the first half of 2004, the sales staff are again showing that commercial Christian radio can work on the local level. Part of the reason they are so successful is that the station owners know that the bottom line is not the only thing involved in making WJQK a success story.

"Management does a great job of balancing the personal and the professional, helping to take the edge off the pressures of high-stakes radio with fun staff events and person-

al interaction," Nelson says. "Consequently, the entire staff bonds well in this environment on all levels."

What is unique in JQ 99-FM's structure is that management and salespeople come together every Monday to share their victories and struggles from the previous week.

"It's not uncommon for a frustrated salesperson to receive helpful ideas and support from other team members," Nelson says. "In fact, many salespeople who are dealing with a difficult situation will involve another sales-team member in meetings with that client."

The unity on the sales staff, coupled with management's day-to-day support and incentives, makes this team thrive when others might be stuck in survival mode. "The sales team prays together, and every member knows the entire team has his or her back in virtually any situation," Nelson says.

Know The Listener

Knowing your audience is a key to the success of any station. Communicating that information to your staff is a very close second. How does the well-oiled machine at WJQK accomplish that?

"We use Arbitron data to break down the effectiveness of our on-air team, but that only takes us so far," Nelson says. "One of the biggest secondary indicators is the instant response we receive from the people listening. It's not uncommon for phones to ring off the hook during every daypart, and particularly after a jock says something compelling."

"Thanks to our awesome sales team, the jocks are constantly in front of the public and interacting with listeners. The air talent have been known to probe listeners for more than the usual complimentary feedback, and they bring those comments to our weekly programming meetings."

To make sure its on-air product is all that it should be, WJQK is in the process of adding a female presence back to its morning show. "About a year ago a great female co-host left the station in preparation for retirement," Nelson says. "Since last fall we've noticed the effect her absence has had on the show, and we are looking to add an upbeat female to the mix once again."

The station plans to conduct a perceptual study this fall to see if JQ 99-FM is meeting its listeners' needs. The staff also attends a unique fourth-quarter event that everyone looks forward to. "Our jocks attend a weekend retreat at which we all receive a refresher course on vision and share ideas about how we can more effectively connect with the target listener," Nelson says.

"PD Tommy Dylan has done a terrific job of organizing these retreats in a way that inspires and renews our airstaff. He may bring in a special speaker or consultant, conduct a show-prep exercise or use airchecks of market leaders to illustrate how we can improve."

"I don't think any of our jocks has ever walked away from that retreat without having been greatly encouraged."

All About Results

Western Michigan has been rich with Christian heritage for many years. WJQK has taken full advantage of that fact to maximize its income and its reach into the community. "During the late '80s and early '90s the sales staff leaned pretty heavily on the heritage base here and landed a lot of sales leads from Christian business directories and church contacts," Nelson says.

"At the time, the JQ 99-FM brand of Christian AC was new and fresh enough that lots of people in the Christian business community were excited to advertise with us merely because they loved the station."

So is it a good thing or a bad thing to use the ministry angle when selling Christian radio? "I don't believe it's bad to use the ministry card when selling Christian radio," Nelson says. "Noncommercial stations certainly do it, and, being a commercial ministry, we have the ability to offer those advertisers a greater promotional opportunity."

"The greats in this industry take a few chances — not every week, but here and there."

"Over time, many local advertisers began to realize that Christian-radio listeners are tremendously loyal to their station and to its advertisers. Even though we didn't have great ratings, we saw huge attendance at remotes and received many reports from advertisers of clients who said they had heard the ads on WJQK."

"Consequently, we began to sell results, not ratings. That's something the big players in the market have never offered. Our sales team

began to work hard to make sure clients saw a return on their investment and that they recognized the value of advertising on our station."

Arbitron information and research-related sales tools have helped the sales team land big agency buys over the last couple of years. Now that WJQK continues to add more listeners to its base, the sales force has a much easier time selling ads. But the focus on results has never changed.

"Les Lanser, our owner and sales mentor, insists that ratings will climb and fall," Nelson says. "You may get a bad spring book one year that jeopardizes many of those big

"It's not uncommon for phones to ring off the hook during every daypart, and particularly after a jock says something compelling."

agency buys, but selling results will consistently pay off. As businessmen and -women talk advertising among themselves, WJQK's reputation for being an effective means of advertising continues to spread."

Unusual Counsel

I ask Nelson where some of us in radio might be dropping the ball on reliability. He is quick to reply, "Understand that the average listener is not home-schooling their kids, in church three times a week or a King James Bible fanatic. We've found there are a ton of casual Christians who are just looking for some inspiration."

"You can't just offer today's reading from *Chicken Soup for the Soul* and expect that to be enough for those people. For them, compelling radio means listening to relevant, fallible, sometimes very edgy jocks who, in the end, love Jesus and want to do better with their faith. However, none of our jocks should be perceived as having arrived as a Christian."

And on the music side? "You must be willing to take chances," Nelson says. "There are some obvious no-play songs, but safe radio becomes stale radio. The greats in this industry take a few chances — not every week, but here and there. We're discovering that airing a diversity of musical styles helps us win."

"In our market, family-friendly radio means not focusing solely on women. The station is most profitable when we find consensus songs that both men and women in our target demo enjoy. That said, we still focus more on women. Just not *only* on them."

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R&R CHRISTIAN AC TOP 30

August 20, 2004

POWERED BY
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
4	1	JEREMY CAMP Walk By Faith (BEC)	959	+56	14	35/1
1	2	MERCYME Here With Me (INO/Curb)	921	-88	21	37/0
2	3	THIRD DAY I Believe (Essential/PLG)	920	+1	15	35/0
3	4	TREE63 Blessed Be Your Name (Inpop)	859	-52	28	37/0
5	5	CASTING CROWNS Who Am I (Beach Street/Reunion/PLG)	820	-61	24	37/0
6	6	STEVEN CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	790	+5	10	36/0
7	7	SELAH You Raise Me Up (Curb)	729	-34	19	33/0
8	8	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	716	-45	26	36/0
9	9	KUTLESS Sea Of Faces (BEC)	669	-30	17	31/0
10	10	DAVID CROWDER BAND Open Skies (Sixsteps/Sparrow/EMI CMG)	658	+18	17	28/1
13	11	BETHANY DILLON All I Need (Sparrow/EMI CMG)	585	+104	4	27/1
11	12	MATTHEW WEST The End (Sparrow/EMI CMG)	514	-15	11	23/0
17	13	ANTHONY EVANS Here's My Life (INO)	448	+56	7	21/1
15	14	SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	448	+21	7	22/1
12	15	MATTHEW WEST More (Universal South/EMI CMG)	447	-46	37	25/0
16	16	AVALON You Were There (Sparrow/EMI CMG)	395	-29	12	21/1
18	17	WARREN BARFIELD Soak It Up (Creative Trust Workshop)	375	-12	15	17/0
20	18	TELECAST The Beauty Of Simplicity (BEC)	374	+35	3	16/0
14	19	MARK SCHULTZ Letters From War (Word/Curb/Warner Bros.)	369	-74	19	25/0
19	20	CHRIS RICE Go Light Your World (Rocketown)	364	-8	9	18/0
26	21	BY THE TREE Beautiful One (Fervent)	341	+53	2	15/3
23	22	DELIRIOUS? Majesty (Here I Am) (Sparrow/EMI CMG)	321	+10	8	12/0
22	23	JUMP5 Wonderful (Sparrow/EMI CMG)	316	+3	11	15/0
21	24	FUSEBOX Once Again (Elevate/Inpop)	314	-4	9	14/0
25	25	RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	306	+8	4	19/2
30	26	CHRIS TOMLIN Indescribable (Sixsteps/Sparrow/EMI CMG)	300	+63	2	13/0
27	27	WATERMARK The Glory Of Your Name (Rocketown)	298	+23	2	15/1
-	28	BARLOWGIRL Never Alone (Fervent)	280	+46	5	13/1
28	29	JEFF DEYO As I Lift You Up (Gotee)	267	0	5	13/2
24	30	JARS OF CLAY Sunny Days (Essential/PLG)	260	-50	14	15/0

Most Added*

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ARTIST TITLE LABEL(S)	ADDS
MICHAEL W. SMITH Healing Rain (Reunion/PLG)	16
SHANE & SHANE He Is Exalted (Inpop)	4
BY THE TREE Beautiful One (Fervent)	3
PHILLIPS, CRAIG & DEAN You Are God Alone (INO)	3
RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	2
JEFF DEYO As I Lift You Up (Gotee)	2
NICOLE C. MULLEN Everyday People (Word/Curb/Warner Bros.)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BETHANY DILLON All I Need (Sparrow/EMI CMG)	+104
MICHAEL W. SMITH Healing Rain (Reunion/PLG)	+73
BEBO NORMAN Disappear (Essential/PLG)	+65
CHRIS TOMLIN Indescribable (Sixsteps/Sparrow/EMI CMG)	+63
BUILDING 429 Space In Between Us (Word/Curb/Warner Bros.)	+57
JEREMY CAMP Walk By Faith (BEC)	+56
ANTHONY EVANS Here's My Life (INO)	+56
BY THE TREE Beautiful One (Fervent)	+53
SHANE & SHANE He Is Exalted (Inpop)	+47
BARLOWGIRL Never Alone (Fervent)	+46

Christian Activity

by Rick Welke

'Faith' Walks To No. 1

After seven weeks at the top spot, MercyMe slip to the runner-up position and watch Jeremy Camp (4-1, +56) and "Walk By Faith" jump up to No. 1 this week. That's a surprise, as Camp leapfrogs over Third Day (2-3, +1) and Tree63, who lose some ground to the chart leaders this week.

Bethany Dillon (13-11, +104) continues her quest for another top 10 hit and probable contender for No. 1 in the weeks to come with "All I Need." Anthony Evans (17-13, +56) also makes his way up the list, with his debut, "Here's My Life."

Other chart shakers include By The Tree (26-21, +53), Chris Tomlin (30-26, +63) and BarlowGirl (*28, +46). BarlowGirl have already hit No. 1 at Christian CHR and are in the top 10 on the Christian AC Indicator chart.

37 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 8/8-8/14. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an ACH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

BIG DADDY WEAVE Set Me Free (Fervent)

Total Plays: 219, Total Stations: 8, Adds: 0

SWIFT Alive In Love (Flicker)

Total Plays: 204, Total Stations: 9, Adds: 0

BEBO NORMAN Disappear (Essential/PLG)

Total Plays: 197, Total Stations: 11, Adds: 0

ERIN O'DONNELL And So I Am (Inpop)

Total Plays: 179, Total Stations: 9, Adds: 0

THIRD DAY Come On Back To Me (Essential/PLG)

Total Plays: 162, Total Stations: 8, Adds: 1

SARAH KELLY Living Hallelujah (Gotee)

Total Plays: 149, Total Stations: 8, Adds: 0

SCOTT RIGGAN I Love You Lord (Spinning Plates)

Total Plays: 144, Total Stations: 6, Adds: 0

TREE63 King (Inpop)

Total Plays: 129, Total Stations: 6, Adds: 1

FFH Still The Cross (Essential/PLG)

Total Plays: 123, Total Stations: 9, Adds: 1

STARFIELD Filled With Your Glory (Sparrow/EMI CMG)

Total Plays: 114, Total Stations: 8, Adds: 1

Songs ranked by total plays



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CHR TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	BARLOWGIRL Never Alone (Fervent)	1381	-34	19	30/0
2	2	MERCYME Here With Me (INO/Curb)	1050	-40	21	27/0
4	3	SANCTUS REAL Everything... (Sparrow/EMI CMG)	1005	+27	11	28/0
3	4	KUTLESS Sea Of Faces (BEC)	989	-70	23	23/0
6	5	THIRD DAY Come On Back To Me (Essential/PLG)	844	-16	19	23/0
5	6	CASTING... Who Am I (Beach Street/Reunion/PLG)	817	-131	22	21/0
7	7	JEREMY CAMP Stay (BEC)	740	+34	12	22/0
8	8	D. CROWDER... Open Skies (Sixsteps/Sparrow/EMI CMG)	725	+35	11	22/1
12	9	PAUL WRIGHT You're Beautiful (Gotee)	635	+45	7	22/2
10	10	MATTHEW WEST The End (Sparrow/EMI CMG)	634	+13	9	20/0
19	11	SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	589	+102	5	20/2
16	12	OUT OF EDEN Soldiers (Gotee)	552	+45	5	20/0
11	13	JARS OF CLAY Sunny Days (Essential/PLG)	547	-54	17	15/0
15	14	JADON LAVIK Following You (BEC)	538	+21	10	17/0
9	15	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	537	-101	26	15/0
14	16	STARFIELD Filled With Your Glory (Sparrow/EMI CMG)	530	-2	15	16/0
17	17	PLUMB Taken (Curb)	528	+32	8	19/0
18	18	WARREN BARFIELD Soak It Up (Creative Trust Workshop)	503	+13	12	16/0
20	19	FM STATIC Something To Believe In (Tooth & Nail)	483	+5	20	15/0
24	20	BY THE TREE Beautiful One (Fervent)	463	+48	6	19/0
28	21	BETHANY DILLON All I Need (Sparrow/EMI CMG)	439	+89	3	18/2
23	22	JAMES CLAY Franklin Park (Inpop)	432	+15	9	13/1
27	23	HAWK NELSON Every Little Thing (Tooth & Nail)	424	+60	4	12/2
22	24	SWITCHFOOT Meant To Live (Red Ink/Columbia)	417	-25	6	9/0
26	25	AUDIO ADRENALINE Miracle (ForeFront/EMI CMG)	404	+35	3	16/1
25	26	S. CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	395	+13	8	15/0
21	27	TAIT God Can You Hear Me (ForeFront/EMI CMG)	392	-53	14	13/0
29	28	RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	386	+66	2	17/1
-	29	JEREMY CAMP Walk By Faith (BEC)	275	+11	2	9/0
30	30	DOWNHERE Starspin (Word/Curb/Warner Bros.)	270	-1	12	8/0

31 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14.
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ROCK TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SANCTUS REAL Everything... (Sparrow/EMI CMG)	411	-15	14	31/0
2	2	FALLING UP Bittersweet (Tooth & Nail)	398	+8	13	29/0
4	3	JEREMY CAMP Stay (BEC)	374	+23	12	27/1
3	4	HAWK NELSON Every Little Thing (Tooth & Nail)	370	-12	15	26/0
5	5	BARLOWGIRL Never Alone (Fervent)	328	-22	17	23/0
12	6	THIRD DAY Come On Back To Me (Essential/PLG)	265	+21	16	20/0
8	7	KUTLESS Not What You See (BEC)	260	-4	8	24/0
6	8	APRIL SIXTH You Come Around (Atlantic)	254	-73	17	26/1
13	9	THOUSAND FOOT... Faith, Love... (Tooth & Nail/EMC)	247	+8	5	25/0
7	10	EVERYDAY SUNDAY What Love Is (Flicker)	245	-34	14	25/2
10	11	DEMON HUNTER My Heartstrings... (Solid State)	240	-16	13	18/0
14	12	MOURNING SEPTEMBER Glorietta (Floodgate)	239	+20	5	16/0
15	13	TAIT Reconnecting (ForeFront/EMI CMG)	232	+32	6	29/2
11	14	PILLAR Bring Me Down (Flicker/EMI CMG/Virgin)	223	-25	20	30/0
9	15	SUBSEVEN Emotion (Flicker)	207	-57	18	24/0
17	16	LAST TUESDAY Beat Dependent (DUG)	187	+25	6	22/1
18	17	NUMBER ONE GUN You Fail... (Salvage/Floodgate)	172	+13	5	13/0
16	18	OC SUPERTONES We Shall Overcome (Tooth & Nail)	156	-33	11	17/0
19	19	EDWYN Take Me Away (Independent)	153	+1	8	19/0
20	20	KINGSDOWN Dearest Nameless (Independent)	150	+1	8	20/1
23	21	KIDS IN THE WAY Phoenix (Flicker)	142	+15	2	14/5
Debut	22	NATE SALLIE Without You (Curb)	137	+49	1	8/4
28	23	TODD SMITH Alive (Curb)	135	+24	3	18/2
21	24	DEAD POETIC New Medicines (Solid State)	133	-2	10	12/0
-	25	SEVEN PLACES Like It Never Happened (BEC)	126	+18	3	13/0
24	26	MENDING POINT Embers (Word Of Mouth)	120	-1	2	6/0
26	27	12 STONES Far Away (Wind-up)	119	+7	3	18/0
-	28	SKILLET My Obsession (Ardent/Lava)	118	+20	21	17/1
30	29	PROJECT 86 Safe Haven (Tooth & Nail)	117	+8	3	15/1
-	30	PIVITPLEX Rosetta Stone (BEC)	114	+5	2	20/2

37 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14.
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New & Active

OVERFLOW Better Place (Essential/PLG)

Total Plays: 244, Total Stations: 8, Adds: 0

SARAH KELLY Matter Of Time (Gotee)

Total Plays: 241, Total Stations: 8, Adds: 0

TELECAST The Beauty Of Simplicity (BEC)

Total Plays: 180, Total Stations: 6, Adds: 0

FALLING UP Bittersweet (Tooth & Nail)

Total Plays: 171, Total Stations: 4, Adds: 1

SEVEN PLACES Like It Never Happened (BEC)

Total Plays: 169, Total Stations: 6, Adds: 0

EVERLIFE Evidence (Tovah/SHELTER)

Total Plays: 166, Total Stations: 7, Adds: 1

SOMETHING LIKE SILAS When I Search (Sparrow/EMI CMG)

Total Plays: 147, Total Stations: 4, Adds: 0

DELIRIOUS? Majesty (Here I Am) (Sparrow/EMI CMG)

Total Plays: 132, Total Stations: 5, Adds: 0

EVERYDAY SUNDAY The One (Flicker)

Total Plays: 126, Total Stations: 5, Adds: 0

BIG DADDY WEAWE Set Me Free (Fervent)

Total Plays: 126, Total Stations: 5, Adds: 0

New & Active

SOMETHING LIKE SILAS When I Search (Sparrow/EMI CMG)

Total Plays: 106, Total Stations: 8, Adds: 1

UNDEROATH Reinventing Your Exit (Independent)

Total Plays: 94, Total Stations: 4, Adds: 0

POOR MAN'S RICHES Energy (Word Of Mouth)

Total Plays: 88, Total Stations: 11, Adds: 1

CASTING CROWNS American Dream (Beach Street/Reunion/PLG)

Total Plays: 77, Total Stations: 12, Adds: 1

EMISSARY Authority (Independent)

Total Plays: 74, Total Stations: 7, Adds: 0

ADDISON ROAD Can't Get Over It (Independent)

Total Plays: 70, Total Stations: 5, Adds: 0

APOLOGETIX Downer Of A Sister (Parodies)

Total Plays: 68, Total Stations: 12, Adds: 1

JONAH33 Working Man Hands (Ardent)

Total Plays: 64, Total Stations: 6, Adds: 0

FALLOUT Somewhere In Between (Be3)

Total Plays: 63, Total Stations: 6, Adds: 0

EAST WEST Vacant (Floodgate)

Total Plays: 63, Total Stations: 4, Adds: 1

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August 20, 2004

INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	KELLY MINTER This Is My Offering (Cross Driven)	375	+7	13	20/0
3	2	AVALON You Were There (Sparrow/EMI CMG)	350	+3	12	20/0
1	3	MERCYME Here With Me (INO/Curb)	346	-38	19	19/0
4	4	S. CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	334	+17	9	21/0
5	5	JEREMY CAMP Walk By Faith (BEC)	304	+3	10	18/0
6	6	CHRIS RICE Go Light Your World (Rocketown)	273	-2	6	18/1
10	7	BABBIE MASON Shine The Light (Spring Hill)	266	+12	8	15/0
11	8	DESPERATION Beauty Of The Lord (Integrity/Vertical)	233	+9	4	16/0
9	9	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	229	-7	15	14/0
7	10	SELAH You Raise Me Up (Curb)	224	-12	21	13/0
12	11	WATERMARK The Glory Of Your Name (Rocketown)	219	+25	4	17/1
14	12	GREG LONG Fifteen (Christian)	192	+13		/0
15	13	ANTHONY EVANS Here's My Life (INO)	185	+10	3	13/0
16	14	BIG DADDY WEAVE Heart Cries Holy (Fervent)	162	-13	8	13/1
13	15	M. SCHULTZ Letters From Wax (Word/Curb/Warner Bros.)	157	-29	17	9/0
17	16	DARLENE ZSCHECH Heaven On Earth (INO)	155	-19	13	10/0
20	17	DAVID HUFF My Song Of Praise (Christian)	148	+5	3	9/0
19	18	DON MDEN Thank You Lord (Integrity/Vertical)	145	-3	2	11/0
-	19	B. NORMAN f.J. WILLIAMS Yes I Will (Essential/PLG)	132	-1	19	8/0
Debut	20	ANDREW CARLTON This Is Faith (Flying Leap)	125	+7	1	7/0

22 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14. © 2004 Radio & Records.

Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	OUT OF EDEN Soldiers (Gotee)
2	GRITS Hittin' Curves (Gotee)
3	DISCIPLES OF CHRIST (D.O.C) Antidote (Disciples Of Christ/Throne Room)
4	K.J-52 Back In The Day (Uprok)
5	FLYNN Love Is Dead (When) (Illect)
6	PEACE OF MIND We Gon A Make It (BEC)
7	JOHN REUBEN Life Is Short (Gotee)
8	L.A. SYMPHONY The End Is Now (Gotee)
9	VERBS Love Triangle (Gotee)
10	RAW SERVANT Shake Sum'than (Independent)

CHRISTIAN AC TOP 30 INDICATOR

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	THIRD DAY I Believe (Essential/PLG)	1035	+51	14	33/1
1	2	JEREMY CAMP Walk By Faith (BEC)	1027	+40	13	35/1
4	3	S. CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	1002	+60	10	34/1
3	4	MERCYME Here With Me (INO/Curb)	968	-5	15	30/1
6	5	KUTLESS Sea Of Faces (BEC)	727	-45	15	26/0
7	6	CASTING... Who Am I (Beach Street/Reunion/PLG)	725	-17	15	25/1
5	7	SELAH You Raise Me Up (Curb)	668	-110	15	24/1
12	8	MATTHEW WEST The End (Sparrow/EMI CMG)	568	+18	7	23/0
14	9	BARLOWGIRL Never Alone (Fervent)	563	+41	8	21/0
10	10	ANTHONY EVANS Here's My Life (INO)	552	-8	7	26/1
11	11	AVALON You Were There (Sparrow/EMI CMG)	543	-8	12	21/0
8	12	D. CROWDER... Open Skies (Sixsteps/Sparrow/EMI CMG)	538	-41	15	22/1
16	13	SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	521	+91	4	23/3
17	14	BEBO NORMAN Disappear (Essential/PLG)	517	+94	5	24/3
9	15	WARREN BARFIELD Soak It Up (Creative Trust Workshop)	506	-61	14	18/0
19	16	BETHANY DILLON All I Need (Sparrow/EMI CMG)	495	+94	4	25/5
20	17	BY THE TREE Beautiful One (Fervent)	488	+88	5	22/2
13	18	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	484	-45	15	16/1
15	19	TREE63 Blessed Be Your Name (Inpop)	481	+6	15	15/1
18	20	CHRIS RICE Go Light Your World (Rocketown)	474	+56	7	22/3
22	21	DELIRIOUS? Majesty (Here I Am) (Sparrow/EMI CMG)	396	+20	7	17/1
23	22	RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	379	+32	4	16/1
24	23	BIG DADDY WEAVE Set Me Free (Fervent)	355	+18	4	16/0
21	24	M. SCHULTZ Letters From Wax (Word/Curb/Warner Bros.)	329	-70	15	15/0
Debut	25	FFH Still The Cross (Essential/PLG)	318	+103	1	20/3
Debut	26	C. TOMLIN Indescribable (Sixsteps/Sparrow/EMI CMG)	318	+87	1	17/4
28	27	WATERMARK The Glory Of Your Name (Rocketown)	311	+63	2	16/3
26	28	TREVOR MORGAN Fall Down (BHT)	299	+29	3	17/2
27	29	JEFF DEYO As I Lift You Up (Gotee)	268	0	2	13/0
29	30	ERIN O'DONNELL And So I Am (Inpop)	243	0	11	12/0

37 AC reporters. Songs ranked by total plays for the airplay week of Sunday 8/8 - Saturday 8/14. © 2004 Radio & Records.

New & Active

TELECAST The Beauty Of Simplicity (BEC) Total Plays: 202, Total Stations: 11, Adds: 1	JASON MORANT You Give Me Life (Integrity/Vertical) Total Plays: 137, Total Stations: 6, Adds: 0
MICHAEL W. SMITH Healing Rain (Reunion/PLG) Total Plays: 195, Total Stations: 14, Adds: 12	GINNY OWENS New Song (Rocketown) Total Plays: 119, Total Stations: 8, Adds: 1
NICOL SPONBERG Safe (Curb) Total Plays: 195, Total Stations: 11, Adds: 1	BUILDING 429 Space In Between Us (Word/Curb/Warner Bros.) Total Plays: 117, Total Stations: 8, Adds: 3
SWIFT Alive In Love (Flicker) Total Plays: 195, Total Stations: 10, Adds: 0	ACROSS THE SKY Broken World (Word/Curb/Warner Bros.) Total Plays: 102, Total Stations: 6, Adds: 0
STARFIELD Filled With Your Glory (Sparrow/EMI CMG) Total Plays: 189, Total Stations: 10, Adds: 2	SHANE & SHANE He Is Exalted (Inpop) Total Plays: 82, Total Stations: 5, Adds: 3

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Miami's Shining 'Zol'

WXDJ/Miami PD Raffy Contigo speaks out

One of the most diverse markets for Spanish-language radio is Miami. Unlike Los Angeles and Houston, which have large concentrations of Mexicans, or New York, with its Puerto Ricans, Miami is home to Cubans, Colombians, Puerto Ricans, Argentinians, Mexicans and people from many other countries in Central and South America, which means programming can get a little tricky.

Spanish-language News/Talk and Oldies stations get impressive ratings in Miami, something that doesn't often happen in other markets. There is also healthy competition in the Contemporary and Tropical formats.

Tropical-formatted WXDJ (El Zol) has made a name for itself in Miami, thanks in large part to its controversial and wacky morning show, *El Vacilón De La Mañana*, hosted by Enrique Santos and Joe Ferrero. In the latest Arbitron ratings, WXDJ beat its direct competitor, Univision Radio's WRTO, 3.5 to 3.3. This week, WXDJ PD Raffy Contigo discusses his station's role in the market and its winning spirit.

R&R: Miami is unlike any other market because, although it is heavily Cuban, it also has other Hispanic groups.

RC: We have experienced an influx of a lot of Central and South Americans. Because of this — although our base is Cuban, Colombian, Puerto Rican and Dominican — we have been adding some of the sounds they prefer to the station's programming, like vallenato. But the main music styles remain salsa and merengue. Reggaetón and bachata are also strong, and there's no turning back there, because both of those styles are getting a lot of support from the public.

R&R: WXDJ is home to *El Vacilón De La Mañana*, which has often made headlines. It has even been compared to *The Howard Stern Show*. Now that *Howard's show* is no longer in the market, are some of his listeners listening to you? [Editor's note: Since this interview, Stern has joined the lineup at WQAM/Miami.]



Raffy Contigo

RC: The show is No. 1 in the 18-34 and 25-54 age groups among the Spanish-language stations. They created the famous phone calls to Cuban President Fidel Castro and Venezuelan President Hugo Chávez. Since the loss of *The Howard Stern Show* in Miami, we have found that his listeners are now listening to us. Second- and third-generation Hispanics who speak primarily English are now tuning in to the show because it's the closest thing to what Howard does. Howard's loss is our gain. We have found through research that, since Howard's departure from the market, we have gained at least two shares.

It also helps that our show is very dynamic. Joe Ferrero has 20 years' experience in radio, and Enrique Santos is a wonderful talent. The combination is great. They are also very hard-working; they show up to the show prepared and work late to do it. They also have a wonderful production team around them. Teamwork is very important.

R&R: What about the criticism that your show and other Spanish-language shows around the country are indecent? Are they? And how do you handle the criticism?

RC: We have had to cut back on vulgarity. That's something that does affect morning shows. In our market, we have lots of moms listening to us while they are taking their kids to school. We have to watch out for those things we can say and those we can't. Enrique and Joe are handling it very well. They always try to make the best show.

"The FCC has not given us clear guidelines to follow. We have people from many Latin American countries living here. Many words mean something different depending on who's interpreting them."

It can sometimes be difficult, and we have received some complaints, but it's part of the kind of radio we do in the mornings. The other thing is that it's hard to know what we can and can't say, because the FCC has not given us clear guidelines to follow.

Also, Miami is a very diverse market. We have people from many Latin American countries living here. Many words mean something different depending on who's interpreting them. There are many words that are regional and have a different meaning depending on the country the person is from.

So it is a challenge, but we do have to control the vulgarities because we have women listening to us, and we don't want to offend them. Our listeners are 25-39 years old, 53% male, 47% female.



IN SUPPORT Alicia Villarreal and Lupillo Rivera stopped by the KLAX/Los Angeles studio to visit the station's superstar personality, Renán Almendárez Coello "El Cucuy De La Mañana." Seen here are Rivera, Villarreal and Coello.

R&R: You were speaking of how the market is changing with the emergence of the Central and South American communities and the adjustments you have made to your programming. Are you adding cumbia also, or is it just vallenato?

RC: Our most popular song right now is a vallenato called "Ay Hombe" by Jorge Celedón. We are adding more vallenatos, and we've had great results, but we're not adding cumbia. It's easier for the Caribbean audience to take in vallenato and bachata, and that's the station's base audience.

R&R: Yet salsa and merengue remain your strongest music genres. There had been talk that merengue was losing ground and that releases lacked quality.

RC: I have not seen a decline in merengue. We play about 60% salsa and 40% merengue. But the younger audience is now demanding to hear reggaetón. We have lots of reggaetón music to choose from, but we do watch out for the lyrics because we don't want to offend our listeners. We don't program any songs that touch on drugs or violence against anyone. Artists who are working well for us are Ivy Queen, Daddy Yankee and Don Omar.

Puerto Rico is the place that defines much of what happens with all the tropical genres. In the '90s there was a merengue boom, with people like Grupo Manía, Elvis Crespo, Toño Rosario and many more. What happened to merengue is that it suffered from the balloon effect: It got so big that it eventually blew up.

In 2000 the genre suffered when people like Elvis Crespo, Juan Luis Guerra and others took a break from recording. That's when merengue declined, because the key stations in Puerto Rico stopped playing it. It killed merengue until recently, when Elvis, Grupo Manía, Pochy Y Su Coco Band, Banda Gorda and others came back.

And Juan Luis Guerra, even though he came back with Christian music, is such an icon that people don't care that his music is Christian. His song "Las Avispas" is No. 1 on our stations right now. We never stopped playing merengue, because people in this market have always

"We play about 60% salsa and 40% merengue. But the younger audience is now demanding to hear reggaetón."

liked it. We never saw the drastic decline of merengue that they had in Puerto Rico and New York.

R&R: You guys have a lot of competition in Miami. How do you handle it?

RC: Our direct competitor is WRTO, and they play almost the same music we do. What we have done is go younger by programming more reggaetón and bachata. Our target then became 18-49, while they are focusing on a 25-54 audience. Of the four music genres, they play mostly salsa. We, on the other hand, mix it up, and we don't limit ourselves to one reggaetón song per hour. We are going younger, so we are known for playing more reggaetón and bachata. And our numbers have improved.

R&R: Hispanic radio is growing tremendously. What is fueling that growth?

RC: When Hispanics come to the U.S., they bring with them part of their country, and they always want to be in touch with it. They have their music, their beliefs and their country in their blood. I think Hispanic radio fills a void.

My vision for El Zol is that our listeners feel they could have listened to it in Colombia, Puerto Rico, the Dominican Republic or anywhere in Central and South America. When I sit down to work on programming, I'm thinking about the audience and how I want them to feel like they are in their own country when listening to the station. That's why Spanish-language radio is so popular, because you can be listening to it for 15 minutes, and you believe you are back in your country. It cures nostalgia.

"Second- and third-generation Hispanics who speak primarily English are now tuning in to the show because it's the closest thing to what Howard Stern does."

RADIO Y MÚSICA™

by **RR**

This Week In Spanish-Language Music

RR Prioridades Discograficas

RR R A D I O

Have you checked out Radio Prioridades Discográficas (GFA Latin Radio) this month? You don't know what you're missing. Our guest EJs are Enrique Santos and Joe Ferrero, hosts of WXDJ/Miami's morning show, *El Vacilón De La Mañana*. They have made international headlines with the bold and wacky phone calls they made to Cuban President Fidel Castro and Venezuelan President Hugo Chávez.

Santos and Ferrero share those calls with us on Radio PD. We don't censor, and we don't edit, so find out what the controversy was about and have a few laughs. Santos and Ferrero also share many other calls they've made to ordinary citizens, which are just as hot, steamy and hilarious as the Castro and Chávez calls.

The music on Radio PD isn't bad either. Check

out the latest label releases, the hottest songs out there, and the ones everyone will soon be listening to on the radio.

On our list this month are Joan Sebastián's "Amar Como Te Amé" (Balboa), Gerardo Fernández's "Se Fue Mi Paloma" (Balboa), Pueblo Café's "Toda Mi Vida" (Balboa), Alex Ubago's "Dame Tu Aire" (Warner Music Latina), Ricardo Montaner's "Desesperado" (Warner Music Latina), Carlos Vives' "Como Tú" (EMI Latin), Climax's "El Za Za Za, La Mesa Que Más Aplauda" (Balboa), Fulanito's "Pégate" (Cutting Records), Nestor Torres' "Labios Dulces" (Heads Up International), JD Natasha's "Lágrimas" (EMI Latin), Ozomatli's "Te Estoy Buscando" and "Cuando Canto" (Concord Records) and Fulanito's "Suave" (Cutting Records).



SOLO OUT Los Tigres Del Norte performed at a sold-out concert for more than 15,000 at the Convention Center in San Jose. They don't call them "Los Jefes De Jefes" for nothin'!



CAN'T WAIT Colombian rocker Juanes is putting the finishing touches on his new album, *Mi Sangre*, due out in October. Radio got the first single, "Nada Valgo Sin Tu Amor," on Aug. 12.

Radio Corner

Andrew Pulido
PD, KKLB/Austin

KKLB/Austin will be taking part in the Pecan Festival. It's a two-day annual celebration that draws about 8,000 people. It's on Sept. 25 and 26, but the Tejano day is Sept. 26.

We'll be set up on 7th Street, which is all ours. Already confirmed to perform are Tropa F, La Fuerza and ATM. I'm still working on other bands.

There will be lots of food and drinks for people to enjoy. That day on 7th Street is like Bourbon Street in New Orleans.



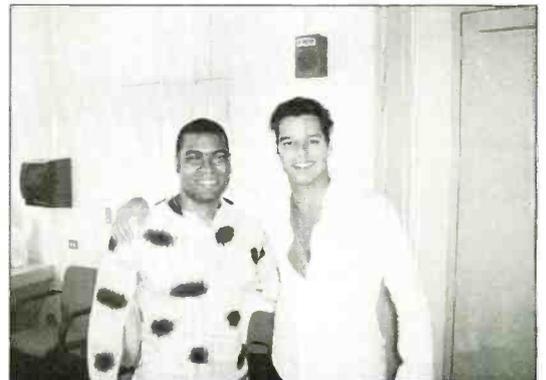
Andrew Pulido



SUCCESSFUL AND LOVING IT Mexican singer Yahir is having the year of his life. The single "La Locura" from his latest album, *Otra Historia De Amor*, is already one of radio's hottest songs. He's seen here with a fan at one of the many in-stores he's done.



WHAT A NIGHT Spanish pop band La Oreja De Van Gogh gave a stellar performance at Luna Park in Buenos Aires, Argentina. More than 7,000 people were there to support them.



AMONG FRIENDS KLVE/Los Angeles a.r. talent Carriz Alvarez (!) shares a Kodak moment with superstar Ricky Martin.

CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	ALEKS SYNTEK fJANA TORROJA Duele El Amor (EMI Latin)	250
2	KALIMBA No Me Quiero Enamorar (Sony Discos)	226
3	PEPE AGUILAR Miedo (Sony Discos)	204
4	JENNIFER PEÑA Vivo Y Muero En Tu Piel (Univision)	191
5	PAULINA RUBIO Algo Tienes (Universal)	164
6	MARC ANTHONY Ahora Quién (Sony Discos)	156
7	CARLOS VIVES Como Tú (EMI Latin)	129
8	CLIMAX El Za Za La Mesa Que Más Aplauda (Balboa)	124
9	SIN BANDERA Que Lloro (Sony Discos)	123
10	FRANCO DE VITA Tú De Qué Vas (Sony Discos)	114
11	FRANCO DE VITA fSIN BANDERA Si La Ves (Sony Discos)	104
12	TEMERARIOS Qué De Raro Tiene (Fonovisa)	97
13	ANDY & LUCAS Son De Amores (BMG Latin)	93
14	YAHIR La Locura (Warner M.L.)	91
15	JULIETA VENEGAS Andar Conmigo (BMG Latin)	91
16	CHAYANNE Sentada Aquí En Mi Alma (Sony Discos)	83
17	MARCO A. SOLIS Prefiero Partir (Fonovisa)	81
18	CHAYANNE Cuidarte El Alma (Sony Discos)	79
19	TIZIANO FERRO Tardes Negras (EMI Latin)	73
20	HA-ASH Estés En Donde Estés (Sony Discos)	72
21	JOAN SEBASTIAN Amar Como Te Amé (Balboa)	66
22	MANA Sábanas Frías (Warner M.L.)	63
23	ALICIA VILLARREAL Soy Tu Mujer (Universal)	62
24	ALEJANDRO FERNANDEZ Lucharé Por Tu Amor (Sony Discos)	60
25	ALEX UBAGO Dame Tu Aire (Warner M.L.)	60

Data is compiled from the airplay week of August 8-14, and based on a point system.
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Going For Adds

ALEJANDRA GUZMAN Tú Eres Mi Luz (BMG Latin)
DIEGO TORRES Déjame Estar (BMG Latin)
GUILLERMO PLATA Djialá (Balboa)
JULIETA VENEGAS Lento (BMG Latin)

TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	MARC ANTHONY Valió La Pena (Sony Discos)	237
2	GILBERTO S. ROSA Sombra Loca (Sony Discos)	216
3	DON OMAR Pobre Diabla (VI Music)	205
4	GRUPO NICHE Culebra (Sony Discos)	182
5	MARC ANTHONY Ahora Quién (Sony Discos)	137
6	VICTOR MANUELLE Lloré Lloré (Sony Discos)	121
7	CARLOS VIVES Como Tú (EMI Latin)	115
8	JUAN LUIS GUERRA Las Avispas (Karen)	112
9	DADDY YANKEE Gasolina (VI Music)	103
10	ELVIS CRESPO 7 Dias (Ole Music)	102
11	TITO NIEVES Fabricando Fantasías (SGZ Entertainment)	99
12	JOSE ALBERTO "EL CANARIO" Hay Amores (Universal)	97
13	ANDY & LUCAS Son De Amores (BMG Latin)	96
14	REY RUIZ El Diablo Anda Suelto (Sony Discos)	90
15	PUERTO RICAN POWER Si Pero No (J&N)	83
16	ALEX "EL BIZCOCHITO" Dos Amantes (Sony Discos)	79
17	FLORIDO FLORES Necesito Money (Universal)	70
18	GRAN BANDA Amiga Soledad (DAM Productions)	63
19	FULANITO Pégate (Cutting)	59
20	AVENTURA Llorar (Premium)	56
21	TOROS BAND Si Tú Estuvieras (Universal)	54
22	NEGROS Me Cambiaste La Vida (Premium)	51
23	LIMI-T 21 Me Acordaré (EMI Latin)	49
24	POCHY Y SU COCO BAND Amor De Lejos (Kubaney)	49
25	MELINA LEON Quiero Ser Tuya (Sony Discos)	47

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BANDA GORDA A Lo Oscuro (MP)
FENOMENO Bésame Mucho (MP)
GARY No Toquen Esa Canción (MP)
JOSE ERNESTO Sólo Por Ti (MP)
NIWTON RAFAEL Quiero Olvidarme De Ti (MP)
PEDRO JESUS Miradita Y Meneito (MP)
TITO GOMEZ Meneito (MP)

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- All music in power rotation
- Radio "Guest EJs" join R&R editors on the air
- The best and newest bits from top market stations by format

REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	HOROSCOPOS DE DURANGO Dos Locos (Disa)	418
2	TEMERARIOS Qué De Raro Tiene (Fonovisa)	381
3	PALOMO Miedo (Disa)	246
4	MONTEZ DE DURANGO Lástima Es Mi Mujer (Disa)	226
5	ALICIA VILLARREAL Soy Tu Mujer (Universal)	204
6	TIGRES DEL NORTE No Tiene La Culpa El Indio (Fonovisa)	203
7	HURACANES DEL NORTE Te Perdoné Una Vez (Univision)	203
8	CUISILLOS Suavito (Balboa)	196
9	PATRULLA 81 No Aprendí A Olvidar (Disa)	190
10	JOAN SEBASTIAN Amar Como Te Amé (Balboa)	184
11	CONJUNTO PRIMAVERA Vuelve Conmigo (Fonovisa)	180
12	BETO Y SUS CANARIOS Está Llorando Mi Corazón (Disa)	179
13	BANO A EL RECODO Oelante De Mí (Fonovisa)	154
14	LIBERACION El Za Za Za La Mesa Que Más Aplauda (Disa)	153
15	LUPILLO RIVERA Qué Tal Si Te Compró (Univision)	150
16	JENNIFER PEÑA Vivo Y Muero En Tu Piel (Univision)	148
17	INTOCABLE A Dónde Estabas (EMI Latin)	146
18	VICENTE FERNANDEZ La Primera Con Agua (Sony Discos)	140
19	BANDA EL RECODO Para Toda La Vida (Fonovisa)	133
20	CLIMAX El Za Za Za La Mesa Que Más Aplauda (Balboa)	121
21	PESAADO Ojalá Que Te Mueras (Warner M.L.)	119
22	MARCO A. SOLIS Prefiero Partir (Fonovisa)	119
23	MONTEZ DE DURANGO Te Quise Olvidar (Disa)	118
24	CONJUNTO PRIMAVERA Hazme Olvidarla (Fonovisa)	111
25	GRACIELA BELTRAN Corazón Encadenado (Univision)	103

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Going For Adds

FIBRA DURANGUENSE El Chivo (Balboa)
INSIGNIA Algo En Ti (Unimusik)
JOAN SEBASTIAN Margarita (Balboa)
PAJARITOS DE TACUPA La Yegua Sin Rienda (Balboa)

TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	PESAADO Ojalá Que Te Mueras (Warner M.L.)	194
2	JENNIFER PEÑA Vivo Y Muero En Tu Piel (Univision)	191
3	KUMBIA KINGS Sabes A Chocolate (EMI Latin)	184
4	MICHAEL SALGADO Mi Cielo Gris (Freddie)	168
5	DUELO Para Sobrevivir (Univision)	151
6	SOLIDO Cómo Olvidarte (Freddie)	130
7	ALICIA VILLARREAL Soy Tu Mujer (Universal)	116
8	PALOMINOS Chulita (Urbana)	106
9	LA FIEBRE Quiero (Freddie)	104
10	IMAN Si Me Hubieras Dicho (Univision)	100
11	LA FUERZA Ilusión (Independiente)	84
12	SOLIDO Tal Vez (Freddie)	82
13	TROPA F Amor A La Ligera (Freddie)	76
14	JOE LOPEZ Esta Vez (EMI Latin)	67
15	DJ KANE Mía (EMI Latin)	64
16	INTOCABLE Si Pudiera (EMI Latin)	58
17	BIG CIRCO Rata Inmunda (EMI Latin)	54
18	JAY PEREZ Sabes (La Voice)	53
19	MARGARITA Te Fuiste A Acapulco (PMG/Mexa)	50
20	PALOMINOS Qué Suerte La Mía (Urbana)	39
21	MAFIA Tienes Razón (Urbana)	39
22	GARY HOBBS Quiero Amarte (AMMX)	38
23	LA CONQUISTA El Feo (EMI Latin)	37
24	CHENTE BARRERA La Misma Intención (Q-Vo)	36
25	K1 Tú (Ole Music)	36

Data is compiled from the airplay week of August 8-14, and based on a point system.
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Going For Adds

INSIGNIA Algo En Ti (Unimusik)
RODEO No Te Puedo Olvidar (Luxor)

Rock/Alternative

TW	ARTIST Title Label(s)
1	BERSUIT VERGARABAT Argentinidad Al Palo (Universal)
2	ZOE Peace And Love (Sony Discos)
3	JULIETA VENEGAS Lento (BMG Latin)
4	ALEKS SYNTEK f/ANA TORROJA Duele El Amor (EMI Latin)
5	VICENTICO Se Despierta La Ciudad (BMG Latin)
6	CONTROL MACHETE El Apostador (Universal)
7	OZOMATLI Cuando Canto (Concord)
8	BERSUIT VERGARABAT La Soledad (Universal)
9	FOBIA Más Caliente Que El Sol (BMG Latin)
10	KINKY Presidente (Nettwerk)
11	CAFE TACUBA Eres (MCA)
12	JULIETA VENEGAS Andar Conmigo (BMG Latin)
13	LUCYBELL Sálvame La Vida (Warner M.L.)
14	LA PLEBE Lárgate Lucrecia (Independiente)
15	ROBI ORACO ROSA Más Y Más (Sony Discos)

Songs ranked by total number of points. 10 Rock/Alternative reporters.

Record Pool

TW	ARTIST Title Label(s)
1	PEDRO JESUS Miradita Y Meneito (MP)
2	GRUPO NICHE Culebra (Sony Discos)
3	SONORA CARRUSELES Coquetona (Fuentes)
4	MARC ANTHONY Ahora Quién (Sony Discos)
5	CLIMAX El Za Za Za La Mesa Que Más Aplauda (Balboa)
6	TITO GOMEZ Tierra Bendita De Higuey (MP)
7	FRAGANCIA Ahora Vengo Yo (El Toque Toque) (Latinflava)
8	FULANITO Pégate (Cutting)
9	PAULINA RUBIO Perros (Universal)
10	PUERTO RICAN POWER Sí Pero No (J&N)
11	AGUAKATE Todo El Mundo (Universal)
12	ANDY & LUCAS Tanto La Quería (BMG Latin)
13	GILBERTO S. ROSA Sombra Loca (Sony Discos)
14	ALBERTO BARROS Y TITANES Chévere (MP)
15	MARC ANTHONY Valió La Pena (Sony Discos)

Songs ranked by total number of points. 22 Record Pool reporters.

INTERNATIONAL

Lifetime Adventure Opportunity. Building new station in the capital of Nigeria, Abuja. Need Production Director, 2 real good personalities. Workhorses only. tahitled@msn.com EOE (8/20/04)

EAST

Market Operations/ Program Manager Opening

Delmarva Broadcasting Company is searching for a Market Operations/Program Manager for their central Delaware stations. Qualified candidates will have a minimum of two years small/medium market programming experience. Excellent interpersonal skills are a must. Please send resume and air check by September 3rd to:

Melody Gardner,
Market Manager
PO Box 808, Milford, DE.
19963 or email to
mgardner@dbc1.com.
Delmarva Broadcasting
Company is an Equal
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MIDWEST

**HAVE YOU ACHIEVED ALL YOU
POSSIBLY CAN?**

**DO YOU NEED OPPORTUNITIES AND
CHALLENGES TO GO FURTHER?**

HOT 96 WSTO, Evansville's heritage 100,000 watt CHR, needs a take charge, creative, driven Program Director. Are you a problem-solving leader excited by new ideas? We'll reward you with the independence, freedom and financial reward of running HOT 96 and running it well. This is your chance to lead a legendary station with major market tools and resources.

Airshift required, so send all materials for consideration to Tim Huelsing, Market Manager, at tim@sccradio.com, or ship to 1162 Mt. Auburn Rd., Evansville IN 47720. EOE

SUSQUEHANNA INDIANANPOLIS Seeks Next Promotion Director Star!

GOLD 104.5 seeks creative, detail-oriented, sales friendly promotions and marketing pro who believes the Oldies format is vibrant and alive! Minimum three year promotion/marketing experience required. Contact Jennifer Skjodt at jskjodt@indyradio.com.

Susquehanna is an ESOP, EOE,
Drug-free workplace.

MIDWEST

IS YOUR MORNING SHOW READY TO BE DOMINANT?

WIKY Evansville, a national AC format leader, seeks a morning show that will have the independence and freedom to create "can't miss" radiol! If you want to have fun at work, enjoy focused prep and desire high visibility, apply now. This could be the job to give you the recognition you deserve. The right candidate will get the tools, pay and marketing support found in the major markets! Your show must offer MORE than just reacting to phone calls, so send your BEST samples of original entertainment/ benchmarks and resume to Mark Baker, WIKY Program Director, at mbaker@sccradio.com, or ship to 1162 Mt. Auburn Rd., Evansville IN 47720 EOE

Talk Show Host

Unique opportunity at Family owned WNIR 100fm Akron, Ohio. Our after-noon drive personality is retiring after 20 years. We are dedicated to continuing our unique brand of local talk. Email resume to billklaus@wnir.com. EOE.

Nashville: Radio Creative Services/Production Director

Can you produce compelling, award-winning Radio commercials? Are your skills at writing equal to your skills in the production studio? Would clients call you a creative advertising animal? Are you comfortable working with lots of different people? Do you have a "get it done right" attitude? If YES is the answer to these questions we want to meet you. Nashville's market-leading Radio stations, WJXA-FM and WMAK-FM, are looking for someone to help us set new standards for creative commercial production. Qualified applicants will have a minimum of 3 years experience in Radio production or at an ad agency. Send your resume and samples of your work to: Dennis Gwiazdon, VP/GM, WJXA/WMAK, 504 Rosedale Ave., Nashville 37211 EOE M/F

WEST

**Wanted immediately:
National Affiliate
Relations Director for
America's leading
Oldies program!
Base + Commission.
Send Resume to:
Jleve@aol.com EOE**

POSITIONS SOUGHT

English DJ. Great accent! 12 years experience including Syndication seeks US gig. Make your station different! Email for CV/Demo: philip@mrbanana.co.uk (8/20)

Improve your station's revenue today! Jay Sterin is now available to work with your team. Call 302-540-6362 or email jay@themediamaven.com (8/20)

I will host a show for you. Smart, energetic, and creative. Recent UCLA graduate who's written on all the issues. jeremyzagarella@hotmail.com 760-500-6982. (8/20)

Energetic rookie broadcaster. Great production skills as well as on-air talent. Sports knowledgeable. KEILAN: (405) 250-9431. (8/20)

Never worry about your ratings again! Recent American Broadcasting School graduate is ready to make your station #1. TRAVIS: (405) 604-0086. (8/20)

Recent ABS graduate. Energetic and enthusiastic. Believe in having fun and working hard. SCOTT WOLF: (405) 752-7578 (8/20)

Hardworking male air talent, great voice, personality and positive energy, looking for a gig in San Diego, hire me, you won't be sorry. Call 858-278-1898. (8/20)

Programmers Bill Elliott & Tim Subra. Check us out at www.3DSJ.com. (813) 920-7102, billelliott@3DSJ.com (8/20)

Dynamic male talent with Top 10 market experience. STOP READING! Slick delivery, funny and charismatic. Steve BOOMER Sutton. (404) 414-0859, BOOMERHEAD1@NETZERO.COM. (8/20)

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: Armuaw@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 2x
\$200/inch \$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.

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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. Please submit ad copy & logos via email to kmumaw@radioandrecords.com. Ads are also 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.

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, \$330.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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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:	310-788-1621	310-203-8727	kmumaw@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:	310-788-1668	310-203-9763	cmawell@radioandrecords.com	WASHINGTON, DC BUREAU:	301-951-9050	301-951-9051	rrdc@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 #289. KFRC/Bobby Ocean, W/DVE/Scott Paulsen, Z100/Z Zoo. KROQ/Kevin & Bean, WBZZ/Kobe, WKST/Scotty. CD \$13
 +CURRENT #288. KDWB/Scotty Davis, WMXJ/Rick Shaw, WWWQ/Bert Show, Z100/Cubby, WMIB/Baka Boyz, KRBE/Atom Smasher. CD \$13.
 +PERSONALITY PLUS #PP-197. WBBM-FM/Eddie & JoBo, KSTP-FM/Van & Cheryl, KZOK/Bob Rivers, WKST/Freak Show. \$13 CD
 +PERSONALITY PLUS #PP-196. WKSC/Drex. KSHE/Bob & Tom, KYKY/Phillips & Co. KLUV/Ron Chapman, WWSW/Merkel & Cris. \$13 CD
 +PERSONALITY PLUS #PP-195. WTMX/Eric & Kathy, KCBS/Jonathon Brandmeier, KIIS/Ryan Seacrest, KXKL/J.J. McKay. \$13 CD. \$10 cassette
 +ALL COUNTRY #CY-144. WUSN, KMPS. WIL-FM. KSD-FM, KZLA. \$13 CD
 +ALL CHR #CHR-114. KPWR. KZZP. KKFR. KSTZ. \$13 CD.
 +ALL A/C #AC-122. WSB-FM. WLTN. KPLZ. KLSY. KRWM. \$13 CD.
 +PROFILE #S-510 ST. LOUIS! CHR AC AOR Gold Ctry. U. \$13 CD \$10 cassette
 +PROFILE #S-511 CHICAGO! CHR AC UC AOR Gold Ctry \$13 CD
 +PROMO VAULT #PR-57 promo samples - all formats, all market sizes. \$15.50 CD
 +SWEEPER VAULT #SV-43 Sweeper & legal ID samples, all formats. \$15.50 CD
 +AAA-1 (Triple A) +CHN-35 (CHR Nights) +Q-25 (All Oldies) +MR-10 (Alternative) +F-28 (All Female) +UK-1 (London) at \$10 each.
 +CLASSIC #C-281. WKBW/Bob Shannon-1968. KIIS/Rick Dees-1982. WGCL/Tom Kelly-1975. WLS/Tom Graye-1980. KERN/KAFY-1978. \$16.50 CD, \$13.50 cassette
 VIDEO #99. NY's Z100/Joe Rosati, Dallas' KKDL/Domino, Pittsburgh's WBZZ/Kobe, 3WS/Merkel & Cris, St. Louis' KSLZ/Jet Black, Vegas' KOOL/Zippo & Sheri, KSNE/Tom & Nicole. 2 hrs. VHS \$30, DVD \$35.
 +tapes marked with + may be ordered on cassette for \$3 less

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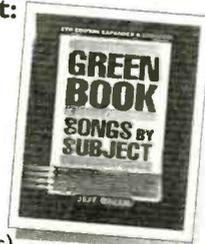
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MARKETPLACE ADVERTISING



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) 788-1621
 Fax: (310) 203-8727
 e-mail: kumaw@radioandrecords.com

CHR/POP

LW	TW	
1	1	JOJO Leave (Get Out) (BlackGround/Universal)
2	2	ASHLEE SIMPSON Pieces Of Me (Geffen)
3	3	CHRISTINA MILIAN Dip It Low (Island/DJMG)
4	4	KEVIN LYTTLE Turn Me On (Atlantic)
5	5	NINA SKY Move Ya Body (Next Plateau/Universal)
6	6	MAROON 5 She Will Be Loved (Octone/JRMG)
7	7	HOBBASTANK The Reason (Island/DJMG)
8	8	AVRIL LAVIGNE My Happy Ending (Arista/RMG)
11	9	ALICIA KEYS If I Ain't Got You (J/RMG)
7	10	USHER Confessions Part 2 (LaFace/Zomba)
9	11	SWITCHFOOT Meant To Live (Red Ink/Columbia)
12	12	JUVENILE Slow Motion (Cash Money/Universal)
17	13	NELLY My Place (Derrty/Fo' Reel/Universal)
16	14	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)
15	15	D12 How Come (Shady/Interscope)
21	16	HOUSTON FICHINGY & NATE DOGG I Like That (Capitol)
22	17	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)
14	18	LOS LONELY BOYS Heaven (Dr/Epic)
18	19	USHER (LUDACRIS & LIL' JON) Yeah (LaFace/Zomba)
20	20	FINGER ELEVEN One Thing (Wind-up)
24	21	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)
23	22	BRITNEY SPEARS Everytime (Jive/Zomba)
19	23	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/DJMG)
26	24	BRITNEY SPEARS Outrageous (Jive/Zomba)
29	25	LINKIN PARK Breaking The Habit (Warner Bros.)
27	26	PETEY PABLO Freak-A-Leek (Jive/Zomba)
34	27	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)
30	28	LLOYD BANKS On Fire (Interscope)
33	29	KELLY CLARKSON Breakaway (Hollywood)
32	30	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)

#1 MOST ADDED

CIARA F/PETEY PABLO Goodies (LaFace/Zomba)

#1 MOST INCREASED PLAYS

MAROON 5 She Will Be Loved (Octone/JRMG)

TOP 5 NEW & ACTIVE

STORY OF THE YEAR Anthem Of Our Dying Day (Maverick/Reprise)
 VANESSA CARLTON White Houses (A&M/Interscope)
 MONICA U Should've Known Better (J/RMG)
 KILLERS Somebody Told Me (Island/DJMG)
 FRICKIN' A Trend (Toucan Cove/Alert Entertainment)

CHR/POP begins on Page 23.

AC

LW	TW	
2	1	MARTINA MCBRIDE This One's For The Girls (RCA)
4	2	FIVE FOR FIGHTING 100 Years (Aware/Columbia)
3	3	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
1	4	DIDD White Flag (Arista/RMG)
6	5	MICHAEL McDONALD Ain't No Mountain High Enough (Motown)
5	6	SEAL Love's Divine (Warner Bros.)
7	7	MAROON 5 This Love (Octone/JRMG)
9	8	LIONEL RICHIE Just For You (Island/DJMG)
11	9	KIMBERLEY LOCKE 8th World Wonder (Curb)
10	10	JOSH GROBAN You Raise Me Up (143/Reprise)
14	11	LOS LONELY BOYS Heaven (Dr/Epic)
13	12	MERCYME Here With Me (INO/Curb)
12	13	3 DOORS DOWN Here Without You (Republic/Universal)
16	14	KEITH URBAN You'd Think Of Me (Capitol)
15	15	SEALS & CROFTS Summer Breeze '04 (Warner Bros.)
15	16	CELINE DION You And I (Epic)
17	17	LEANN RIMES (RONAN KEATING Last Thing On My Mind (Curb)
20	18	EVANESCENCE My Immortal (Wind-up)
19	19	J. BRICKMAN f/M. SCHULTZ 'Til I See You Again (Windham Hill/RMG)
23	20	JOSH GROBAN Remember When It Rained (143/Reprise)
22	21	HOBBASTANK The Reason (Island/DJMG)
24	22	CHERIE Older Than My Years (Lava)
21	23	WILSON PHILLIPS Go Your Own Way (Columbia)
25	24	FANTASIA I Believe (J/RMG)
30	25	JEFF TIMMONS Whisper That Way (SLG/Rising Phoenix)
27	26	JAMIE CULLUM All At Sea (Verve/Universal)
26	27	CORRS Summer Sunshine (Atlantic)
29	28	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)
-	29	CLAY AIKEN I Will Carry You (RCA/RMG)
-	30	ALICIA KEYS If I Ain't Got You (J/RMG)

#1 MOST ADDED

LOS LONELY BOYS Heaven (Dr/Epic)

#1 MOST INCREASED PLAYS

LOS LONELY BOYS Heaven (Dr/Epic)

TOP 5 NEW & ACTIVE

DIANA KRALL Narrow Daylight (GRPP/RMG)
 NEWSONG F/MATALIE GRANT When God Made You (Reunion)
 BOYZ II MEN Sara Smile (MSM/Koch)
 SEAL Get It Together (Warner Bros.)
 BRUCE HORNSBY Gonna Be Some Changes Made (Columbia)

AC begins on Page 46.

CHR/RHYTHMIC

LW	TW	
3	1	TERROR SQUAD Lean Back (Universal)
2	2	CIARA F/PETEY PABLO Goodies (LaFace/Zomba)
1	3	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)
4	4	JUVENILE Slow Motion (Cash Money/Universal)
5	5	HOUSTON FICHINGY & NATE DOGG I Like That (Capitol)
9	6	NELLY My Place (Derrty/Fo' Reel/Universal)
10	7	KEVIN LYTTLE Turn Me On (Atlantic)
8	8	LLOYD FASHANTI Southside (Murder Inc./Def Jam/DJMG)
12	9	CHRISTINA MILIAN Dip It Low (Island/DJMG)
6	10	USHER Confessions Part 2 (LaFace/Zomba)
7	11	NINA SKY Move Ya Body (Next Plateau/Universal)
16	12	LL COOL J Headsprung (Def Jam/DJMG)
11	13	LLOYD BANKS On Fire (Interscope)
13	14	KANYE WEST Jesus Walks (Roc-A-Fella/DJMG)
18	15	YOUNG BUCK Let Me In (Interscope)
14	16	YING YANG TWINS Whats Happnin' (TVT)
17	17	TWISTA f/R. KELLY So Sexy (Atlantic)
15	18	PETEY PABLO Freak-A-Leek (Jive/Zomba)
23	19	AKON f/STYLES P. Locked Up (SRC/Universal)
21	20	JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)
22	21	T.I. Let's Get Away (Grand Hustle/Atlantic)
24	22	MONICA U Should've Known Better (J/RMG)
20	23	D12 How Come (Shady/Interscope)
24	24	J-KWON You & Me (So So Def/Zomba)
33	25	MASE Breathe, Stretch, Shake (Bad Boy/Universal)
27	26	PITBULL Back Up (TVT)
26	27	PLAY-N-SKILLZ Freaks (Universal)
28	28	SLUM VILLAGE Selfish (Barak/Capitol)
31	29	AMANDA PEREZ f/LAYZIE BONE Dedicate (Powerhouse/Virgin)
30	30	PETEY PABLO f/RASHEEDA Vibrate (Jive/Zomba)

#1 MOST ADDED

LLOYD BANKS I'm So Fly (Interscope)

#1 MOST INCREASED PLAYS

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

TOP 5 NEW & ACTIVE

NEW EDITION Hot 2 Nite (Bad Boy/Universal)
 NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)
 TQ Right On (Huh/Lightyear)
 TONY SUNSHINE f/P. DIDDY & DIRTBAG Oh My God (Jive/Zomba)
 RUPEE Tempted To Touch (Atlantic)

CHR/RHYTHMIC begins on Page 29.

HOT AC

LW	TW	
1	1	HOBBASTANK The Reason (Island/DJMG)
2	2	LOS LONELY BOYS Heaven (Dr/Epic)
4	3	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)
3	4	MAROON 5 This Love (Octone/JRMG)
5	5	3 DOORS DOWN Away From The Sun (Republic/Universal)
8	6	MAROON 5 She Will Be Loved (Octone/JRMG)
6	7	SWITCHFOOT Meant To Live (Red Ink/Columbia)
9	8	FINGER ELEVEN One Thing (Wind-up)
10	9	GAVIN DEGRAW I Don't Want To Be (J/RMG)
7	10	311 Love Song (Maverick/Volcano/Zomba)
11	11	NICKELBACK Someday (Roadrunner/DJMG)
13	12	TRAIN Ordinary (Columbia)
12	13	EVANESCENCE My Immortal (Wind-up)
14	14	SHERYL CROW Light In Your Eyes (A&M/Interscope)
17	15	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/DJMG)
16	16	ASHLEE SIMPSON Pieces Of Me (Geffen)
17	17	CALLING Our Lives (RCA/RMG)
20	18	AVRIL LAVIGNE My Happy Ending (Arista/RMG)
21	19	RICHARD MARX When You're Gone (Manhattan/EMC)
23	20	SARAH MCLACHLAN World On Fire (Arista/RMG)
22	21	AVION Seven Days Without You (Columbia)
26	22	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)
24	23	SCISSOR SISTERS Take Your Mama (Universal)
28	24	MARTINA MCBRIDE This One's For The Girls (RCA)
33	25	FIVE FOR FIGHTING The Devil In The Wishing Well... (Aware/Columbia)
32	26	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)
37	27	SEETHER f/JAMY LEE Boken (Wind-up)
31	28	KELLY CLARKSON Breakaway (Hollywood)
27	29	YELLOWCARD Ocean Avenue (Capitol)
25	30	UNCLE KRACKER Rescue (Lava)

#1 MOST ADDED

JOHN MAYER Daughters (Aware/Columbia)

#1 MOST INCREASED PLAYS

ASHLEE SIMPSON Pieces Of Me (Geffen)

TOP 5 NEW & ACTIVE

LENNY KRAVITZ California (Virgin)
 BONNIE MCKEE Somebody (Reprise)
 KENNY CHESNEY f/UNCLE KRACKER When The Sun Goes Down (BNA)
 INGRAM HILL Will I Ever Make It Home (Hollywood)
 JEM The+ (ATO/RCA/RMG)

AC begins on Page 46.

URBAN

LW	TW	
1	1	TERROR SQUAD Lean Back (Universal)
4	2	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)
2	3	ALICIA KEYS Diary (J/RMG)
8	4	CIARA F/PETEY PABLO Goodies (LaFace/Zomba)
7	5	JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)
6	6	TWISTA f/R. KELLY So Sexy (Atlantic)
3	7	KANYE WEST Jesus Walks (Roc-A-Fella/DJMG)
5	8	JUVENILE Slow Motion (Cash Money/Universal)
11	9	NELLY My Place (Derrty/Fo' Reel/Universal)
9	10	MONICA U Should've Known Better (J/RMG)
10	11	USHER Confessions Part 2 (LaFace/Zomba)
12	12	LL COOL J Headsprung (Def Jam/DJMG)
15	13	YOUNG BUCK Let Me In (Interscope)
14	14	LIL SCRAPPY No Problem (BME/Reprise)
17	15	T.I. Let's Get Away (Grand Hustle/Atlantic)
19	16	AKON f/STYLES P. Locked Up (SRC/Universal)
13	17	LLOYD BANKS On Fire (Interscope)
16	18	LLOYD FASHANTI Southside (Murder Inc./Def Jam/DJMG)
18	19	ALICIA KEYS If I Ain't Got You (J/RMG)
22	20	ANTHONY HAMILTON Charlene (So So Def/Zomba)
21	21	R. KELLY U Saved Me (Jive/Zomba)
20	22	HOUSTON FICHINGY & NATE DOGG I Like That (Capitol)
25	23	CHRISTINA MILIAN Dip It Low (Island/DJMG)
30	24	JUVENILE f/WACKY & SKIP Nolia Clap (Rap-A-Lot)
26	25	LENNY KRAVITZ f/JACK-Z Storm (Virgin)
35	26	BRANDY Who Is She 2 U (Atlantic)
-	27	MASE Breathe, Stretch, Shake (Bad Boy/Universal)
21	28	GUERILLA BLACK f/BENNIE MA Compton (Virgin)
33	29	CRIME MOB Knock If You Buck (BME/Warner Bros./Reprise)
36	30	KEVIN LYTTLE Turn Me On (Atlantic)

#1 MOST ADDED

NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)

#1 MOST INCREASED PLAYS

MASE Breathe, Stretch, Shake (Bad Boy/Universal)

TOP 5 NEW & ACTIVE

BENNIE MA King Of The Dancin' (Virgin)
 SHYNE f/ASHANTI Jimmy Choo (Gangland/Def Jam/DJMG)
 JARVIS Radio (So So Def/Zomba)
 JIM JONES FIGAME, CAM'RON & LIL' FLIP Certified Gangstas (Koch)
 D'RYAN Take It Slow (Universal)

URBAN begins on Page 33.

ROCK

LW	TW	
1	1	VELVET REVOLVER Slither (RCA/RMG)
2	2	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/DJMG)
3	3	THREE DAYS GRACE Just Like You (Jive/Zomba)
5	4	SHINEDOWN Simple Man (Atlantic)
4	5	ALTER BRIDGE Open Your Eyes (Wind-up)
6	6	JET Cold Hard Bitch (Atlantic)
7	7	LINKIN PARK Breaking The Habit (Warner Bros.)
8	8	SALIVA Survival Of The Sickest (Island/DJMG)
10	9	CROSSFADE Cold (Columbia)
15	10	VELVET REVOLVER Fall To Pieces (RCA/RMG)
12	11	JET Rollover D.J. (Atlantic)
9	12	SEETHER f/JAMY LEE Broken (Wind-up)
17	13	PAPA ROACH Getting Away With Murder (Geffen)
13	14	SLIPKNOT Denial (Roadrunner/DJMG)
14	15	BREAKING BENJAMIN So Cold (Hollywood)
18	16	GODSMACK f/DROBOPX Touche (Republic/Universal)
20	17	TESLA Words Can't Explain (Sanctuary/SRG)
26	18	CHEVELLE Vitamin R (Leading Us Along) (Epic)
21	19	KID ROCK I Am (Top Dog/Atlantic)
23	20	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)
19	21	METALLICA Some Kind Of Monster (Elektra/Warner Bros.)
-	22	GREEN DAY American Idiot (Reprise)
22	23	RUSH Summertime Blues (Athena/Atlantic)
24	24	PUDDLE OF MUDD Spin You Around (Geffen)
16	25	VAN HALEN It's About Time (Warner Bros.)
-	26	VAN HALEN Up For Breakfast (Warner Bros.)
-	27	SILVERTIDE Ain't Comin' Home (J/RMG)
25	28	EARSNOT Wait (Warner Bros.)
27	29	SWITCHFOOT Meant To Live (Red Ink/Columbia)
28	30	HOBBASTANK Same Direction (Island/DJMG)

#1 MOST ADDED

KENNY WAYNE SHEPHERD Alive (Reprise)

#1 MOST INCREASED PLAYS

VELVET REVOLVER Fall To Pieces (RCA/RMG)

TOP 5 NEW & ACTIVE

A PERFECT CIRCLE Blue (Virgin)
 MEGADETH Die Dead Enough (Sanctuary/SRG)
 THORNLEY Easy Comes (Roadrunner/DJMG)
 SCORPIONS Love 'Em Or Leave 'Em (Sanctuary/SRG)
 TANTRIC After We Go (Maverick/Reprise)

ROCK begins on Page 56.

URBAN AC

LW	TW	ARTIST	SON	Label
1	1	ANITA BAKER	You're My Everything (Blue Note/Virgin)	
2	2	PRINCE	Call My Name (Columbia)	
3	4	ALICIA KEYS	Diary (J/RMG)	
4	4	LUTHER VANDROSS	Think About You (J/RMG)	
5	5	TEENA MARIE	Still In Love (Cash Money/Universal)	
6	6	ALICIA KEYS	If I Ain't Got You (J/RMG)	
7	7	JILL SCOTT	Golden (Hidden Beach/Epic)	
8	8	R. KELLY	Happy People (Live/Zomba)	
11	9	BRIAN MCKNIGHT	What We Do Here (Motown)	
10	10	PATTI LABELLE	New Day (Def Soul/IDJMG)	
12	11	KEM	Love Calls (Motown/Universal)	
9	12	USHER	Burn (LaFace/Zomba)	
15	13	AVANT	Don't Take Your Love Away (Geffen)	
14	14	BOYZ II MEN	What You Won't Do For Love (MSM/Koch)	
13	15	R. KELLY	U Saved Me (Live/Zomba)	
17	16	MONICA	U Should've Known Better (J/RMG)	
19	17	BONEY JAMES	f/BILAL Better With Time (Warner Bros.)	
23	18	TAMYRA GRAY	Raindrops Will Fall (19/Sobe)	
16	19	LUTHER VANDROSS	W/ BEYONCÉ: The Closer I Get To You (J/RMG)	
20	20	JOE	Priceless (Live/Zomba)	
18	21	JANET JACKSON	R&B Junkie (Virgin)	
21	22	LASHELL GRIFFIN	Free (Epic)	
25	23	VAN HUNT	Down Here In Hell (With You) (Capitol)	
24	24	WILL DOWNING	Rhythm Of U & Me (GRP/VMG)	
22	25	FANTASIA	I Believe (J/RMG)	
26	26	PATTI LABELLE & RONALD ISLEY	Gotta Go Solo (Def Soul/IDJMG)	
29	27	USHER	Confessions Part 2 (LaFace/Zomba)	
—	28	ANGIE STONE	U-Haul (J/RMG)	
—	29	REGINA BELLE	For The Love Of You (Peak)	
27	30	M. WINANS	#ENYA & P. DIDDY I Don't Wanna Know (Bad Boy/Universal)	

#1 MOST ADDED

BONEY JAMES f/BILAL Better With Time (Warner Bros.)

#1 MOST INCREASED PLAYS

PRINCE Call My Name (Columbia)

TOP 5 NEW & ACTIVE

- TAMIA Still (Atlantic)
- AMEL LARRIEUX For Real (Biss Life)
- TARRALYN RAMSEY Remedy (Casablanca/Universal)
- JEFF MAJORS Pray (Music Dnc)
- GEORGE BENSON Irreplaceable (GRP/VMG)

URBAN begins on Page 33.

COUNTRY

LW	TW	ARTIST	SON	Label
1	1	TIM MCGRAW	Live Like You Were Dying (Curb)	
2	2	KENNY CHESNEY	I Go Back (BNA)	
3	3	BRAD PAISLEY	f/ALISON KRAUSS Whiskey Lullaby (Arista)	
5	4	KEITH URBAN	Days Go By (Capitol)	
7	5	TERRI CLARK	Girls Lie Too (Mercury)	
4	6	JOSH GRACIN	I Want To Live (Lyric Street)	
9	7	BIG & RICH	Save A Horse, Ride A Cowboy (Warner Bros.)	
11	8	ANDY GRIGGS	She Thinks She Needs Me (RCA)	
10	9	GRETCHEN WILSON	Here For The Party (Epic)	
12	10	ALAN JACKSON	Too Much Of A Good Thing Is A Good Thing (Arista)	
14	11	SARA EVANS	Suds In The Bucket (RCA)	
6	12	BILLY CURRINGTON	I Got A Feelin' (Mercury)	
13	13	GEORGE STRAIT	I Hate Everything (MCA)	
17	14	RASCAL FLATTS	Feels Like Today (Lyric Street)	
16	15	JOE NICHOLS	If Nobody Believed In You (Universal South)	
18	16	PHIL VASSAR	In A Real Love (Arista)	
20	17	TOBY KEITH	Stays In Mexico (DreamWorks)	
19	18	BROOKS & DUNN	That's What It's All About (Arista)	
15	19	MARTINA MCBRIDE	How Far (RCA)	
23	20	TRACE ADKINS	Rough & Ready (Capitol)	
21	21	JULIE ROBERTS	Break Down Here (Mercury)	
25	22	JIMMY WAYNE	You Are (DreamWorks)	
24	23	AMY DALLEY	Men Don't Change (Curb)	
26	24	DIERKS BENTLEY	How Am I Doin' (Capitol)	
27	25	GARY ALLAN	Nothing On But The Radio (MCA)	
32	26	LONESTAR	Mr. Mom (BNA)	
29	27	SHEDDERS	Come Home Soon (Lyric Street)	
28	28	TRAVIS TRITT	The Girl's Gone Wild (Columbia)	
34	29	DARRYL WORLEY	Awful, Beautiful Life (DreamWorks)	
31	30	BLUE COUNTY	That's Cool (Asylum/Curb)	

#1 MOST ADDED

EMERSON DRIVE November (DreamWorks)

#1 MOST INCREASED PLAYS

TOBY KEITH Stays In Mexico (DreamWorks)

TOP 5 NEW & ACTIVE

- JOHN MICHAEL MONTGOMERY Goes Good With Beer (Warner Bros.)
- EMERSON DRIVE November (DreamWorks)
- CATHERINE BRITT The Upside Of Being Down (RCA)
- CHRISTY SUTHERLAND Freedom (Epic)
- BRAD COTTER Can't Tell Me Nothin' (Epic)

COUNTRY begins on Page 39.

SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
3	1	GEDRGE BENSON	Softly, As In A Morning Sunrise (GRP/VMG)	
1	2	MARC ANTOINE	Mediterraneo (Rendezvous)	
4	3	MICHAEL LINGTON	Show Me (Rendezvous)	
2	4	DAVE KOZ	All I See Is You (Capitol)	
6	5	BONEY JAMES	Here She Comes (Warner Bros.)	
7	6	EUGE GROOVE	Livin' Large (Narada)	
5	7	PAUL TAYLOR	Steppin' Out (Peak)	
9	8	GERALD ALBRIGHT	To The Max (GRP/VMG)	
10	9	ANITA BAKER	You're My Everything (Blue Note/Virgin)	
11	10	JOYCE COOLING	Expression (Narada)	
8	11	PAUL BROWN	24/7 (GRP/VMG)	
13	12	SEAL	Love's Divine (Warner Bros.)	
12	13	DIANA KRALL	Temptation (GRP/VMG)	
15	14	PAUL JACKSON, JR.	Walkin' (Blue Note/EMC)	
17	15	WAYMAN TISDALE	Ain't No Stoppin' Us Now (Rendezvous)	
16	16	CHRIS BOTTI	Back Into My Heart (Columbia)	
18	17	DAN SIEGEL	In Your Eyes (Native Language)	
19	18	MARION MEADOWS	Sweet Grapes (Heads Up)	
22	19	NICK COLIUNNE	It's Been Too Long (3 Keys Music)	
20	20	RAMSEY LEWIS TRIO	The In Crowd (Narada)	
24	21	RICHARD ELLIOT	Your Secret Love (GRP/VMG)	
21	22	LUTHER VANDROSS	W/ BEYONCÉ: The Closer I Get To You (J/RMG)	
25	23	KIM WATERS	In Deep (Shanachie)	
23	24	GLADYS KNIGHT	f/DESIO ALEJANDRO Feelin' Good (Vacacion) (Pyramid)	
26	25	PATTI LABELLE	New Day (Def Soul/IDJMG)	
27	26	NORMAN BROWN	Up 'N' At 'Em (Warner Bros.)	
28	27	TIM BOWMAN	Summer Groove (Liquid 8)	
30	28	RENEE OLSTEAD	A Love That Will Last (143/Reprise)	
29	29	NESTOR TORRES	Maybe Tonight (Heads Up)	
—	30	THA' HOT CLUB	I'm Gonna Love You Just A Little More Baby (Shanachie)	

#1 MOST ADDED

TIM BOWMAN Summer Groove (Liquid 8)

#1 MOST INCREASED PLAYS

MICHAEL LINGTON Show Me (Rendezvous)

TOP 5 NEW & ACTIVE

- SOUL BALLET Cream (215)
- STEVE OLIVER Chips & Salsa (Koch)
- PAUL BROWN Moment By Moment (GRP/VMG)
- AL JARREAU Cold Duck (GRP/VMG)
- CHUCK LOEB Bring It (Shanachie)

Smooth Jazz begins on Page 53.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	THREE DAYS GRACE	Just Like You (Live/Zomba)	
3	2	BREAKING BENJAMIN	So Cold (Hollywood)	
2	3	CROSSFADE	Cold (Columbia)	
5	4	LINKIN PARK	Breaking The Habit (Warner Bros.)	
7	5	SALIVA	Survival Of The Sickest (Island/IDJMG)	
6	6	SLIPKNOT	Duality (Roadrunner/IDJMG)	
9	7	SHINEDOWN	Simple Man (Atlantic)	
4	8	VELVET REVOLVER	Slither (RCA/RMG)	
8	9	ALTER BRIDGE	Open Your Eyes (Wind-up)	
10	10	PAPA ROACH	Getting Away With Murder (Geffen)	
11	11	EARSHOT	Wait (Warner Bros.)	
12	12	FUTURE LEADERS OF THE WORLD	Let Me Out (Epic)	
16	13	GODSMACK	f/DROPBOX Touche (Republic/Universal)	
24	14	CHEVELLE	Vitamin R (Leading Us Along) (Epic)	
15	15	JET	Rollover D.J. (Atlantic)	
22	16	VELVET REVOLVER	Fall To Pieces (RCA/RMG)	
18	17	HOBBASTANK	Same Direction (Island/IDJMG)	
17	18	LOSTPROPHETS	Wake Up (Make A Move) (Columbia)	
14	19	SEETHER	f/AMY LEE Broken (Wind-up)	
20	20	METALLICA	Some Kind Of Monster (Elektra/Warner Bros.)	
13	21	NICKELBACK	Feelin' Way Too Damn Good (Roadrunner/IDJMG)	
21	22	NONPOINT	The Truth (Lava)	
23	23	A PERFECT CIRCLE	Blue (Virgin)	
29	24	GREEN DAY	American Idiot (Reprise)	
19	25	PUDDLE OF MUDD	Spin You Around (Geffen)	
26	26	PILLAR	Bring Me Down (Flicker/EMI CMG/Virgin)	
25	27	TANTRIC	After We Go (Maverick/Reprise)	
30	28	SKINDRED	Nobody (Lava)	
27	29	KID ROCK	I Am (Top Dog/Atlantic)	
37	30	THORNLEY	Easy Comes (Roadrunner/IDJMG)	

#1 MOST ADDED

DROWNING POOL Love And War (Wind-up)

#1 MOST INCREASED PLAYS

GREEN DAY American Idiot (Reprise)

TOP 5 NEW & ACTIVE

- FALL AS WELL Lazy Eye (Universal)
- KILLRADIO Do You Know (Columbia)
- VAN HALEN Up For Breakfast (Warner Bros.)
- MAGNA-Fi Where Did We Go Wrong? (Aezral)
- DROWNING POOL Love And War (Wind-up)

ROCK begins on Page 56.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
2	1	LINKIN PARK	Breaking The Habit (Warner Bros.)	
1	2	THREE DAYS GRACE	Just Like You (Live/Zomba)	
4	3	FRANZ FERDINAND	Take Me Out (Domino/Epic)	
13	4	GREEN DAY	American Idiot (Reprise)	
3	5	DASHBOARD CONFESSIONAL	Vindicated (Vagrant/Interscope)	
6	6	KILLERS	Somebody Told Me (Island/IDJMG)	
7	7	SLIPKNOT	Duality (Roadrunner/IDJMG)	
5	8	VELVET REVOLVER	Slither (RCA/RMG)	
10	9	BREAKING BENJAMIN	So Cold (Hollywood)	
19	10	CHEVELLE	Vitamin R (Leading Us Along) (Epic)	
9	11	MODEST MOUSE	Float On (Epic)	
11	12	SEETHER	f/AMY LEE Broken (Wind-up)	
15	13	LOSTPROPHETS	Wake Up (Make A Move) (Columbia)	
8	14	INCUBUS	Talk Shows On Mute (Epic)	
14	15	SHINEDOWN	45 (Atlantic)	
16	16	JET	Rollover D.J. (Atlantic)	
17	17	BEASTIE BOYS	Triple Trouble (Capitol)	
12	18	STORY OF THE YEAR	Anthem Of Our Dying Day (Maverick/Reprise)	
18	19	PAPA ROACH	Getting Away With Murder (Geffen)	
21	20	HOBBASTANK	Same Direction (Island/IDJMG)	
20	21	HIVES	Walk Idiot Walk (Interscope)	
29	22	VELVET REVOLVER	Fall To Pieces (RCA/RMG)	
22	23	YELLOWCARD	Only One (Capitol)	
23	24	CROSSFADE	Cold (Columbia)	
25	25	COHEED AND CAMBRIA	A Favor House Atlantic (Columbia)	
27	26	ALTER BRIDGE	Open Your Eyes (Wind-up)	
24	27	SALIVA	Survival Of The Sickest (Island/IDJMG)	
30	28	TAKING BACK SUNDAY	A Decade Under The Influence (Victory)	
32	29	A PERFECT CIRCLE	Blue (Virgin)	
28	30	BLINK-182	Down (Geffen)	

#1 MOST ADDED

KORN Word Up (Epic)

#1 MOST INCREASED PLAYS

GREEN DAY American Idiot (Reprise)

TOP 5 NEW & ACTIVE

- AMBULANCE Primitive (The Way I Treat You...) (TVT)
- NONPOINT The Truth (Lava)
- KEANE Somewhere Only We Know (Interscope)
- INTERPOL Slow Hands (Matador)
- SECRET MACHINES Nowhere Again (Reprise)

ALTERNATIVE begins on Page 60.

TRIPLE A

LW	TW	ARTIST	SON	Label
1	1	COUNTING CROWS	Accidentally In Love (DreamWorks/Geffen)	
2	2	BRUCE HORNSBY	Gonna Be Some Changes Made (Columbia)	
4	3	PHISH	The Connection (Atlantic)	
6	4	FINGER ELEVEN	One Thing (Wind-up)	
3	5	NORAH JONES	What Am I To You? (Blue Note/EMC)	
8	6	MODEST MOUSE	Float On (Epic)	
9	7	BODEANS	If It Makes You (Zoe/Rounder)	
5	8	DAVE MATTHEWS	Oh (RCA/RMG)	
7	9	SHERYL CROW	Light In Your Eyes (A&M/Interscope)	
11	10	JAMIE CULLUM	All At Sea (Verve/Universal)	
13	11	FINN BROTHERS	Won't Give In (Network)	
10	12	MINDY SMITH	Come To Jesus (Vanguard)	
12	13	RACHAEL YAMAGATA	Worn Me Down (RCA Victor)	
16	14	SCISSOR SISTERS	Take Your Mama (Universal)	
20	15	JHON FOGERTY	Deja Vu (All Over Again) (DreamWorks/Geffen)	
15	16	OZOMATLI	(Who Discovered) America? (Concord)	
22	17	CROSBY & NASH	Lay Me Down (Sanctuary/SRG)	
17	18	TOOTS AND THE MAYTALS	W.B. RAITT True Love Is Hard To Find (V2)	
19	19	BUTTERFLY BOUCHER	Another White Oash (A&M/Interscope)	
—	20	MAROON 5	She Will Be Loved (Octone/J/RMG)	
27	21	311	Love Song (Maverick/Volcano/Zomba)	
25	22	STING	Stolen Car (Take Me Dancing) (A&M/Interscope)	
—	23	CHRISTINE MCVIE	Friend (Koch)	
24	24	JET	Rollover D.J. (Atlantic)	
30	25	WILCO	I'm A Wheel (Nonesuch)	
23	26	JOHN EDDIE	Everything (Thrill Show/Lost Highway)	
—	27	CARBON LEAF	Life Less Ordinary (Vanguard)	
28	28	LENNY KRAVITZ	Where Are We Runnin'? (Virgin)	
29	29	JEM	They (ATD/RCA/RMG)	
18	30	INDIGO GIRLS	Fill It Up Again (Epic)	

#1 MOST ADDED

JOHN MELLENCAMP Walk Tall (Island/IDJMG)

#1 MOST INCREASED PLAYS

JOHN MELLENCAMP Walk Tall (Island/IDJMG)

TOP 5 NEW & ACTIVE

- FIVE FOR FIGHTING The Devil In The Wishing Well (Jane Says) (Aware/Columbia)
- THRILLS Not For All The Love In The World (Virgin)
- GOMEZ Nothing Is Wrong (Hut/Virgin)
- ERIC CLAPTON When You Got A Good Friend (Duck/Reprise)
- JOHN MELLENCAMP Walk Tall (Island/IDJMG)

TRIPLE A begins on Page 63.



Dick Robinson

Founder and President, Robinson Media Group and Connecticut School of Broadcasting

For the past 40 years, Dick Robinson has not only been a hands-on broadcaster, he's been at the helm of the Connecticut School of Broadcasting, the nation's oldest and largest group of communications schools. As founder and President of both the schools and Robinson Media Group, Robinson has firsthand knowledge of the business and is doing everything he can to help pass that knowledge on to others. He's also a fixture among the Palm Beach elite as he continues to be recognized for his many, many philanthropic efforts.

Getting into the business: "I grew up in the Boston area, listening to a lot of radio, and I loved music. I was also into drama in high school. I was president of the class and always speaking. Because of that, we got to play summer stock when I was about 15 years old, in Maine. We won the New England Drama Festival. I found out the other, older actors weren't making all that much money, and they didn't know where their next gig was coming from. I thought there had to be something a little more lucrative, so I went to the director of the drama society and said I thought I'd go into radio.

"They hired me at \$48.50 a week and all the records you could steal. I did record hops and Little League games. I appeared on the station that's now WXXS/Boston, but it was WHIL in 1954. The same guy, Woody Carlow, owned WARE/Ware, MA, and that's where he put me when I got out of school.

"I was going for a law degree, and then I switched to a radio school, Leland Powers' School of Radio, Television and Theater. I did as many things as I could. Then I met Richard Buckley, Rick's father, and that was the luckiest day of my life."

On founding the Connecticut School of Broadcasting: "It was in 1964. I was at WDIC/Hartford, with Buckley, as an on-air talent. Not much of a talent, but I was on the air. We were getting 60 shares at the time. Charlie Parker was the Program Director. I had been PD, then GM, at WARE, and I listened to one of my tapes one day and thought if I could do this, most anybody could do it. And people coming in were unrealistic about what they wanted to make — they were talking about making \$125 a week. I didn't make \$125 a week!

"I decided to open the school for that reason: really telling it like it is and giving hands-on training. People who came in were trained by colleges, but, unless you knew someone in college, you weren't on the college radio station. They didn't give much hands-on training, or much about the reality of the business.

"We had to start out small. That's when Dick Buckley came into my life. Ware was not the place to open a school, so I got to Hartford and thought that was my opportunity. We started putting together lesson plans with my buddies, and I opened it with the blessing of Dick Buckley. Dick and Rick hired me with the flexibility to open the school. We opened it

in the same building as WDIC. Wayne Mulligan, the GM of the station, was my engineer. He built me my first console at the school — he knew I didn't have much money."

How many students the school accepted for its first class: "We had 40 — it was unbelievable. We went on-air and advertised; Mr. Buckley gave me 15 spots a week for \$15. It was a big station at the time, and suddenly hundreds of people came out to audition. We picked the best 40 of them.

"The program was 16 weeks. It's the same as it's always been. People who did news would teach news, jocks would teach jocking, salespeople would teach sales. Everyone was a working professional who really told it like it is. I thought that would be the end of it — I thought we found all the people in Connecticut who wanted to go to broadcasting school. Now it's been 40 years, and we have 12 campuses."

Thoughts on celebrating 40 years: "I didn't think it would last after the first class. The mission of the school was to give everyone with talent and ambition the chance to be in broadcasting. Some of them are college graduates, others were high school class comedians. It's more than I ever imagined.

"And you have to thank every major radio and TV company that's given scholarships. Everybody, from every walk of life and every age, has had the opportunity to be in the broadcasting business. Maybe they couldn't have gone because they couldn't afford school. Some people get into it because they can't afford to get into it full-time, so they go part-time."

Describe the Robinson Media Group: "There are several related companies under one umbrella. The Connecticut School of Broadcasting has been there 40 years — the nation's oldest and largest group of communications schools. We owned stations at one time — WRCH & WRCO/Hartford. We owned tower companies.

"We've had a program called Speech One since 1964. That's the public-speaking seminars and private coaching. Then we take out broadcast-training techniques and apply them to non-broadcast-professionals who want to improve their communication skills, like lawyers, CEOs and politicians."

How about the syndicated show? "Yes, *American Standards by the Sea*. We do that from our motor yacht; it's a weekly show. In the winter we're based in Palm Beach, Ft. Lauderdale and the Keys, then we go to the Bahamas and do the show from a different port each week. In the summer, we come up to New York. We also go around with the show and have the talent come on the yacht. It's really fun.

"We're ready now to take it a step further and work with affiliates to develop new revenue on the national and local level. We're on about 50 stations. It's two hours every week. It includes the American songbook and some of the new people out there."

Biggest challenge: "Staying healthy. I think we're going to jump back into broadcast ownership. You only get away from that for so long when you're sick and have the disease of broadcasting. We're seeking new properties. But the biggest challenge is providing new programming.

"A lot of it is having fun. That's what we do with *American Standards by the Sea*. How often do you get to play great music from a motor yacht? We also make hundreds of thousands of dollars for charities by donating the yacht for charities."

State of the industry: "I think it's as strong as ever. I eat, sleep and drink radio. A lot of new challenges are out there. I remember Buckley always saying, 'Refine, refresh and improve.' We have to offer compelling and fun programming, regardless of the format.

"I just read the other day about [Clear Channel Radio CEO] John Hogan reducing overall spotload. That allows stations to fully value their inventory and increase profits and overall listenership. The real key is building revenue through fun and exciting programming. The competition for listeners is really fierce. You've got the satellite stuff

and a proliferation of information and music. Program diversity is something the listener craves."

Most influential individual: "Richard Buckley — when he owned WNEW/New York, he hired me. And Rick. They always joked about my making a lateral move from an air personality and sales guy to VP and manager. Then they allowed me to open the schools. I was writing over 50% of the local business for them for about 12 years and did all the national stuff.

"Someone asked me how I got the idea of buying stations. Ironically, there was a guy, even though it was a negative kind of thing, who was responsible for my buying radio stations. This guy was an Exec. VP of Buckley Broadcasting in the later years of my time there. I love people, but this guy suffered from a negative and dysfunctional attitude about everything. One day I told him a guy had brought in \$37,000 in new business. He went out there to congratulate the kid — but the guy didn't even acknowledge the kid. He threw his arms around some guy who got him a trade on a refrigerator. I loved the Buckleys, but this guy was too much. It was because of him that I bought WRCH & WRCO, proving again that every adversity has a seed of a greater benefit."

Career highlight: "I'm proud of my wife. We've been married 45 years come this Halloween. She's a saint to put up with any geek like me. And my kids. I couldn't be any luckier. All the kids went to my school when they were 16, and they all went on to major money. My daughter Missy got a masters degree in psychology at Syracuse University. She's one of the greatest salespeople. This little girl is making more money than I'd ever thought I'd make. My other daughter, Jill, is the Comptroller with our company. She majored in fashion in college.

"My son, Jimmy, is 24/7 with me. He blows your mind with the technical stuff. I'm really proud they're in the business with me. And all the thousands of graduates who communicate with the world every day. I get a kick out of that."

Career disappointment: "When Rick bought WOR/New York, I was going to buy WNEW-AM/New York. I didn't because of all the unions. Seriously, I've been blessed to be part of this industry and have good health. I went through a lot of stuff. I stuttered as a kid, I had asthma and had a tracheotomy when I was 16 — I got into a fight in Boston. Most people who had tracheotomies back then never spoke again. I don't know what I would have done. I was really fortunate."

Favorite radio format: "Talk, News and Sports. I love Standards, of course, and I love Jazz. And any format where I'm listening to graduates."

Favorite song: "I Wish You Love."

Favorite television show: "I'm not a TV guy, but I like *The Apprentice*. And *Imus* on MSNBC."

Favorite movie: "Anything with Jack Nicholson."

Favorite book: "The Cardinal, written by my uncle Henry Morton Robinson. It was a best-seller back in 1951."

Favorite restaurant: "The Colony in Palm Beach. Patsy's in New York."

Beverage of choice: "Diet Pepsi with lime."

Hobbies: "Music still, travel, and I've always played tennis, since I was a kid. I'm taking lessons on how to operate my own yacht, which is stupid because I don't know how to swim."

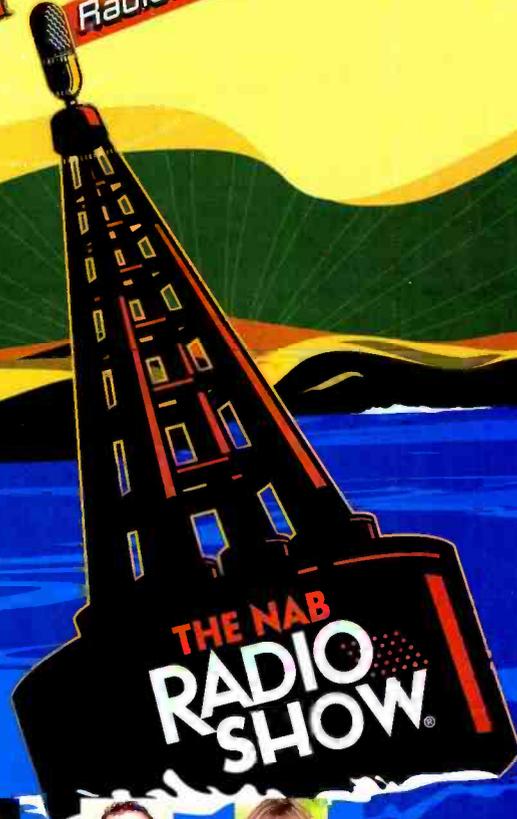
E-mail address: "farmsb@aol.com, or anyone can go to the guest book at www.yachttamusic.com."

Advice for broadcasters: "Be versatile. People who get into it have to eat, sleep, live and drink it. If you're talent, go to remotes. Get into sales, production, promotion, programming. Do weddings and bar mitzvahs. Do everything you can.

"The more versatile you are, the more valuable you become to the industry, and then to yourself and your family. When you're bitten by that bug, there's so much out there to do and so much fun to have. It does become a disease."

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David Field
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Chesley Maddox-Dorsey
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Mark Mays
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Friday / October 8

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Political Analyst



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Friday / October 8

Radio Luncheon NAB National Radio Award Recipient

Clarke Brown

Jefferson-Pilot Communications

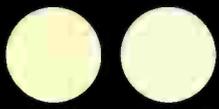


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- 10/27 Akron - Thomas Performing Arts
- 10/29 Boston - Fleet Center
- 10/30 Atlantic City - Borgata
- 11/1 Washington DC - Constitution Hall
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- 11/5 Uncasville, CT - Mohegan Sun
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- 11/9 Toronto - Hummingbird Center
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