

SPECIAL REPORT

OUTLOOK 2007

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AHMET ERTEGUN REMEMBERED

The Genre-Busting Atlantic Co-Founder Was A Standards-Setting Pioneer Who Knew How To Have A Good Time **p.18**

JANUARY 12, 2007

R&R

RADIO & RECORDS

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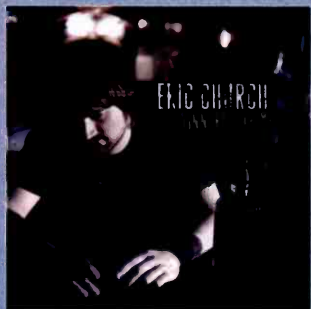
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News Focus

January 12, 2007
www.RadioandRecords.com

MOVER Riccitelli Upped At Zomba



Riccitelli

Zomba Label Group has upgraded Joe Riccitelli from senior VP of pop promotion to executive VP of pop promotion. Since joining Jive Records in January 1999, Riccitelli has

worked with such acts as Britney Spears, Usher, Justin Timberlake, Backstreet Boys, Chris Brown, Ciara and Three Days Grace.

"Joe has an outstanding track record of major promotion successes across a broad range of musical genres," Zomba Label Group president/CEO Barry Weiss said in a staff memo. "He has been instrumental in developing and managing our pop promotion staff as we have transformed from a leading independent label into a major label record company."

Riccitelli tells R&R, "I've always been a true believer that when a head of promotion gets props, it's a direct reflection of the hard work his or her promotion staff puts forth on a daily basis, not to mention our incredible roster of artists." —Kevin Carter

SHAKER Radio One Steals Jay Stevens



Stevens

In a major move, Radio One has snared veteran programmer Jay Stevens from CBS Radio to oversee programming of its 70 radio stations in 22 markets. Former COO Mary

Catherine Sneed, who exited the company in July 2006, previously held those duties.

Stevens was VP of programming for CBS' Washington, D.C., cluster, looking after classic rock WARW, talk WJFK, tropical WLZL and gospel WPGC-AM, and served as PD of urban WPGC-FM. He also held the title of format director for the company's rhythmic stations. Part of WPGC-FM since its launch as a rhythmic station in 1987, Stevens has programmed against Radio One's urban WKYS and urban AC WMMJ/Washington.

Radio One is the country's largest broadcaster targeting African-Americans. —Dana Hall

'Drive, Listen, Love'



HD radio got a jump on the North American International Auto Show, which runs Jan. 13-21 in Detroit. For two days leading up to the show, a 15-person team hit the Motor City streets in orange jumpsuits, handing out HD radio lanyards and "VIP cards." Recipients of the cards can visit hdradio.com and register their phone numbers for a chance to win an HD radio converter. Pictured above is one of five mobile billboards being deployed on the streets for both weekends of the show.

HD Makes Headlines At CES

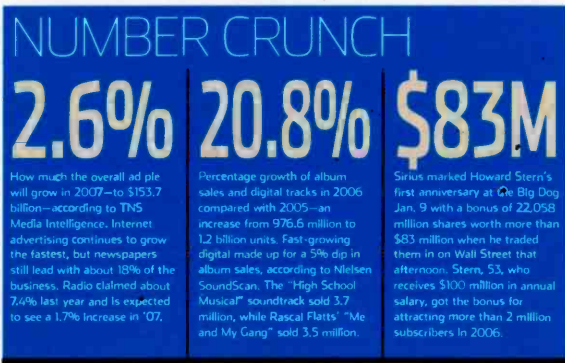
There was no shortage of HD radio products on display at the International Consumer Electronics Show, Jan. 8-11 in Las Vegas. Following a "hardware drought" for the first year or so after the new technology was introduced, in 2006 manufacturers debuted dozens of new HD products, many of which were exhibited at CES. They included HD-capable car stereos and tuners, tabletop receivers, converters and, introduced at CES, Visteon's HD Jump, which bills itself as the first "transportable" HD radio.

That's transportable, not portable—the Jump isn't a take-it-anywhere product like a Sony Walkman. The device works with an included in-car cradle, or can be hooked up to a stereo system with an optional home kit.

More than 40 products were displayed at iBiquity's booth alone, where the HD developer demoed next-generation HD services, including real-time traffic, electronic program guides and store-and-replay capability.

Also at CES, Clear Channel and Microsoft announced an agreement under which the companies will build a nationwide data-delivery service using HD technology. The new MSN Direct HD will be an extension of Microsoft's MSN Direct service, which transmits information such as weather, traffic, movie times, sports and stocks to smart watches, weather stations, Global Positioning System devices and small home appliances.

In other HD news, BMW has become the first auto manufacturer to offer HD as an option across its entire model line, beginning this spring. —Brida Connolly



ON THE WEB Luis Jiménez Signs With Univision



Jiménez

Luis Jiménez, host of New York's No. 1 morning show "El Vacilón de la Mañana" on Spanish Broadcasting System's WSKQ, has signed with Univision Radio. His contract with SBS expired at the end of 2006.

The superstar jock will soon debut his new show on several Univision stations, but will not air in New York until 2008, according to his producer Alma Jiménez. "But he may possibly do something on TV in New York," she says.

When hosted by Jiménez, "El Vacilón" ranked either No. 1 or No. 2 in the market, sometimes trading places with Howard Stern when he was on terrestrial radio. With Stern gone, "El Vacilón" took the No. 1 position and kept it.

No word on whether Jiménez's sidekick Moonshadow will join him, but the other show members have reportedly signed to continue with SBS, which has yet to reveal who will anchor "El Vacilón" on WSKQ. —Jackie Madrigal

Format Shake-Ups In Columbus

The format wheel is spinning overtime, as Columbus, Ohio-based Wilks Broadcasting debuted two new country stations by flipping active rock WAZU to Wink 107 "New country and only new country." PD/MD Stash remains and will revert back to his country identity as Ric Knight.

Meanwhile, country sister WHOK (Country Legends K95.5) becomes 95.5 the Hawk "Playing everything country," focusing on five decades of country titles. PD/MD George Wolf moves from afternoons to mornings.

Elsewhere in Buckeye country, North American Broadcasting flipped adult hits WTTA/Columbus to Talk FM. The new lineup includes Premier's "Bob & Tom" and "Glenn Beck" shows and Fox Sports Radio network programming. —Mike Boyle

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Vaeth-DuBroff Heads GreenStone Media

Longtime Susquehanna Radio executive Nancy Vaeth-DuBroff has been named executive VP/COO of GreenStone Media. Vaeth-DuBroff will assume a role currently held by Edie Hilliard, who makes a long-planned move to the GreenStone Board.



Vaeth-DuBroff

"My intention has always been to put GreenStone firmly on the road to success and then help find my own replacement—someone with the vision, talent and energy to take the company to the next level," Hilliard says. "Nancy's the perfect person for that role and now my work on the front line is done."

Vaeth-DuBroff was most recently president/COO of Susquehanna Broadcasting, which was purchased by Cumulus Broadcasting last year. —*Al Peterson*

Pokora-Sadowsky Experiences Critical Mass

Critical Mass Media has hired industry vet Liz Pokora-Sadowsky as executive VP of marketing—part of a product expansion the Clear Channel-owned research firm says will bring "personal marketing and research products to the entire media industry."

Debbie Happe will continue as director of marketing operations.

Pokora-Sadowsky will be responsible for all external marketing and new business development. Her career has taken her from management positions at KKFR/Phoenix and KKLQ/San Diego in the early '90s to Priority Records, Tri-State Promotions, Columbia/Sony/Epic Records and, most recently, senior VP of mainstream top 40 promotion at Columbia. —*Mike Boyle*

Pugh Shoots, Scores

Broadcast veteran Bill Pugh has been named PD for Sporting News Radio. He joins as the company relocates from Chicago to Los Angeles, replacing Matt Nahigian, who did not make the move. Pugh was most recently VP of programming for Broadcast Cos. of America, overseeing XPRS-AM/XBCE-



Pugh

FM (Double X Sports)/Tijuana-San Diego. "I've enjoyed my time with Double X Sports. We've accomplished a lot over the last four years," Pugh says. "Sporting News is one of the greatest brand names in sports and I'm excited to join an A-list management team." —*Al Peterson*

Ad Council To Radio: Encode

Arbitron's Advertiser Agency Advisory Council, which consists of more than a dozen reps from the nation's largest buying shops, has released a resolution that strongly urges all radio stations to encode for the Portable People Meter. At press time, only Clear Channel had yet to encode for the service in Philadelphia, where a two-month demonstration period was set to begin Jan. 11—two months before the PPM becomes the market's ratings currency. Holdout Radio One now says it will encode in Philadelphia as well as Los Angeles, which converts to the service in January 2008.

When contacted by R&R, Clear Channel, which owns six stations in the market, declined to comment.

Because unencoded stations won't be included in PPM-derived ratings, a difficult situation has been created for buyers. CARAT says it won't buy unencoded stations and ultimately, advertisers might avoid the Philadelphia market altogether if they cannot achieve enough weight in the buy.

"The PPM gives buyers the ability to better understand and evaluate radio," the resolution states. "It also brings a higher level of accountability, which is crucial to radio's future."

In other PPM news, New York Times-owned classical WQXR/New York has signed a multi-year agreement for the service when it's deployed in the market later this year.

—*Katy Bachman, Mediaweek, and Ken Tucker*

Roberts Mile-High Over Mix Gig

Programming vet John Roberts will take the helm at CBS Radio's hot AC KIMN (Mix 100.7) Denver at the end of this month, exiting his corporate PD post at First Broadcasting's Dallas home base. Previous stops include Dallas, New Orleans and Philadelphia, and a run as VP of programming and operations for Clear Channel/Dallas.

"I have a lot of friends at CBS and it'll be nice to be working on the same team with them again," Roberts says. He replaces Gregg Cassidy, who left in November 2006.

—*Keith Berman*

Hirsch Exits NextMedia

He's got a three-decades-long history of being part of new ventures, getting them up and running, making money—then jumping off the fast-moving train to build another railroad. Carl Hirsch did it again this week, exiting NextMedia Group/Los Angeles, which he co-founded in 1999 and served as executive chairman.

Hirsch says, "NextMedia is well-managed and doing very well, so this is a good time to move on to yet another new venture." —*Jeffrey Yorke*

Williams 'Coasts' To PD

Cox AC WFLC (the Coast)/Miami ups Gary Williams to PD. He joined the station in 2001 as afternoon drive host until his promotion in 2004 to APD/MD. He succeeds David Isreal, who left in July 2006 for a GM position at Cox in Jacksonville. Previously, Williams served as PD for WHLG (Coast 101.3)/Stuart, Fla., and spent more than 15 years in Boston radio.

The Coast is holding steady in the latest Arbitrends, with a 3.4. —*Chuck Taylor*

MOVERS

Veteran promotion man Shane Allen joins Capital Records Nashville in the newly created position of VP of radio strategies and field marketing. He most recently served as national director of West and Southwest promotion for Nashville-based Universal South Records . . . ABC Radio/Los Angeles retail sales manager Vernon Copp segues to the cluster's heritage rock KLOS as local sales manager, where he replaces Derek Beesmyer, who recently became general sales manager at sports talk sister KSPN . . . Bobby Bohn joins Cox Radio's WSB-AM/Atlanta as sports sales manager for the news/talk/sports station and its broadcasts of University of Georgia football and basketball games. A sports network veteran, Bohn replaces Trey Workman, who left to pursue other opportunities . . . Spark Network Services regional sales manager Christopher Weis joins AP Radio as regional radio executive, replacing Trish Kallenbach, who retired in late 2006.

SHAKERS

Bessley country WKIS/Miami national sales manager Dave Rigby segues to the newly created position of local sales manager for the station. Concurrently, sports WQAM/Miami national sales manager Gary Sarner rises to director of national sales for WKIS, WKIS and rhythmic sister WPOW, which is also a new position . . . Andrew Bunker has been named director of internet technology and Brian Hoopes joins the department as Web/systems developer in Bonneville International's new media division. Both men were already part of the Bonneville family, working in its Salt Lake City headquarters . . . Premiere Radio Networks VP of sales operations Meg Montury has been promoted to senior VP of the division.



Bunker

Business Briefing

By Jeffrey Yorke

Political Push National Ads In November

Campaign spots goose national ad dollars by 16% while local sales dropped 1% in November 2006 compared with November 2005, the RAB says. Total combined spot and non-spot dollars for the month increased 3% year-to-year, with combined local and national spot revenue also up 3%.

"Our channel checks indicate that radio industry revenue was flat for the largest markets during November—but markets outside the top 25 likely grew at a much faster clip," Bank of America Securities analyst Jonathan Jacoby says. "The gap between local and national spot sales growth widened in November, but we expect the trend to reverse post-election season."

Satcasters Gain Q4 Positive Cash Flow

XM and Sirius ended 2006 with strong subscription gains but both satcasters were forced to ratchet down higher expectations set earlier in the year. Sirius reported 6 million subs, an 82% increase over its 2005 finish of 3.3 million, while XM reported adding 1.7 million new subscribers for calendar year 2006—442,000 coming in the fourth quarter—giving it 7.6 million.

Preliminary results show that both companies achieved positive cash flow for the first time in the fourth quarter. Bear Stearns analysts Bob Peck and Kumar Madlunkar believe that XM subscriber counts will reach 10 million by the end of this year, up nearly 30% from 2006 year-end levels. The analysis project that Sirius' sub count will increase to 8.6 million by the end of 2007, up 40% from 2006.

The companies' stocks took a beating in 2006: Both were down about 47%.

Radio One Buys Giant Magazine

Urban-targeted Radio One has acquired Giant Magazine LLC, publisher of urban-themed lifestyle and entertainment magazine Giant, for \$270,000. Radio One named current Giant editor-in-chief Smokey Fontaine CEO. He will also have an ownership position in the publishing company.

MORE ONLINE: www.RadioandRecords.com

"Although South by Southwest has evolved over the years to include podcasts, video broadcasts and even text-message updates, the event is built on the idea that the best way to discover new music is face to face."

- The New York Times

THE SXSW MUSIC AND MEDIA CONFERENCE showcases hundreds of musical acts from around the globe on fifty stages in downtown Austin. By day, conference registrants do business in the SXSW Trade Show in the Austin Convention Center and partake of a full agenda of informative, provocative panel discussions featuring hundreds of speakers of international stature.

music

2007 KEYNOTE Pete Townshend

Wednesday, March 14 at 6:30pm

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MAGAZINE



BEYONCÉ'S "IRREPLACEABLE" BECOMES JUST THE THIRD SONG THIS DECADE TO TOP CHR/TOP 40, RHYTHMIC AND URBAN SIMULTANEOUSLY FOR FOUR WEEKS, FOLLOWING MARIAH CAREY'S "WE BELONG TOGETHER" IN 2005 AND NELLY'S "DILEMMA" IN 2002.

R&R NO.1

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LATIN RHYTHM	60	Dinne (Tell Me) / Piffault feat. Ken-Y

IN ITS 37TH CHART WEEK AT AC, "WHAT HURTS THE MOST" BY RASCAL FLATTS RECORDS ITS HIGHEST WEEKLY PLAYS TOTAL YET (1,473), AS IT TOPS THE LIST FOR A SIXTH FRAME.



Radio and Records is published weekly, except the weeks of December 25. Single copies are available for \$125.00 per year. (One single copy sales tax in the United States, \$130.00 in Canada and Mexico, and \$165.00 elsewhere U.S. funds only from Radio & Records Inc., PO Box 80555, North Hollywood, California 91675-9358. Annual subscription plan includes the weekly magazine plus two R&R Directories (Business and Other) special publications. Refunds are granted based on the actual number of issues received prior to cancellation. Non-refundable quarterly rates available. All responsible care taken but no responsibility assumed for unsold and returned. REE reserves all rights in material as accepted for publication. All letters and responses to R&R or its sites will be assumed intended for publication reproduction and may therefore be used for 90 days. Letters may be edited for space and clarity and may appear in the electronic version 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.

POSTMASTER: Send address changes to R&R, PO Box 80555, North Hollywood, California 91675-9358 Under Canadian Publication Mail Agreement No. 877859 return unopened Canadian addresses to Deutsche Post Global Mail, 7050 Bath Road Unit 2, Mississauga, ON L4T 1K2.

A PUBLICATION OF **Billboard** INFORMATION GROUP

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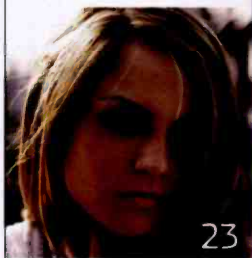
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In observance of Martin Luther King Jr. Day, R&R's offices will be closed on Jan. 15.

WWW.RADIOANDRECORDS.COM

'Radio is part of the American culture. The American people have not left radio—Madison Avenue has.'

p.15

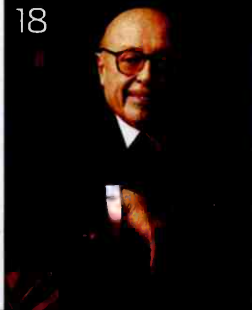


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What's New This Week Online

M

January 15
Discover tomorrow's hits today with **HITPredictor**.
▶ Click on Charts

T

January 16
Watch the third chapter of our exclusive video footage from **R&R's Millennium Marketing Round Table**.
▶ Click on Latest Headlines

W

January 17
Fall 2006 Arbitron results are rolling. Check out Dallas, Minneapolis and Buffalo among today's batch.
▶ Click on Ratings

T

January 18
See an expanded profile of market No. 8, Washington, D.C.
▶ Click on Latest Headlines

F

January 19
Register now for **R&R's Talk Radio Seminar**.
▶ Click on Conventions

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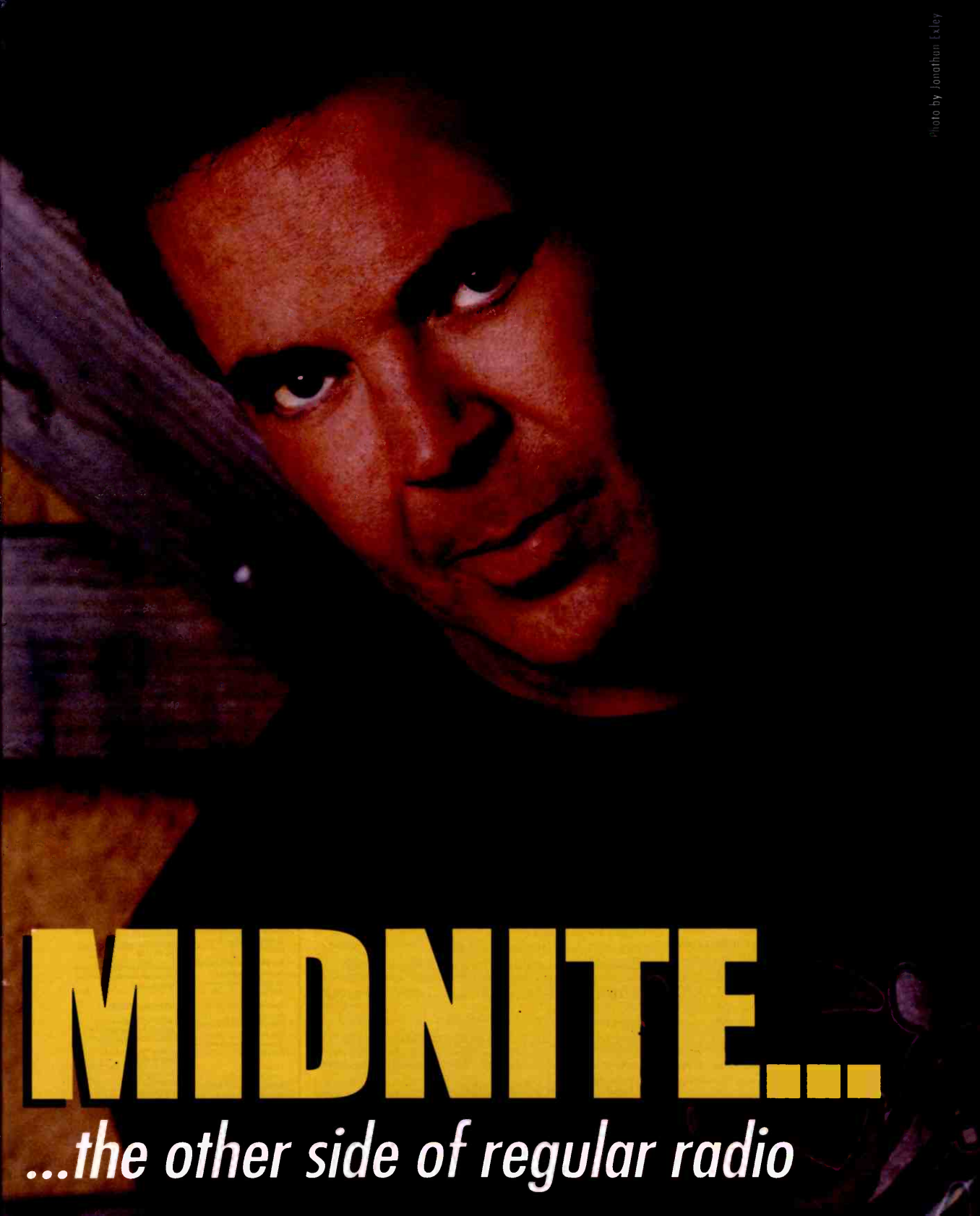
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7PM TO 12

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MARKET SNAPSHOT:



WASHINGTON, D.C.

Washington, D.C., recently launched the New Communities Initiative, a partnership designed to improve the quality of life for those living in distressed areas. It will include redevelopment of the physical and human architecture of several neighborhoods.

POPULATION: 4,176,300

RADIO MARKET RANK: 8

DEMOGRAPHICS:*

	TOTAL		B.C.		INDEX
	79-MARKET	POPULATION %	ARBITRATION	METRO %	
AGE 25-34	18%	19%	105		
AGE 35-44	20%	22%	111		
AGE 45-54	19%	20%	107		
AGE 55-64	14%	14%	105		
SEX					
FEMALE	52%	52%	101		
WHITE	83%	67%	81		
AFRICAN-AMERICAN	12%	23%	217		
ASIAN	3%	3%	163		
WORLD PLANS TO BUY SAT RADIO SUB (NEXT 12 MOS.)	2%	2%	106		

NO. OF RADIO STATIONS: 31

RADIO OWNERSHIP:

OWNER	N.O. OF STATIONS	RATINGS SHARE**
CLEAR CHANNEL	2 AM, 6 FM (8)	21.7%
CBS	1 AM, 4 FM (5)	13.9%
RADIO ONE	1 AM, 2 FM (3)	11.3%

FORMATS: 6 N/T, 3 country, 3 hot AC, 2 urban AC, 2 urban, 2 black gospel, 1 rhythmic, 1 CHR, 1 AC, 1 alternative, 7 other

RATINGS LEADERS:**

STATION	FORMAT	AQH SHARE 12-PLUS
WPCC-FM	RHYTHMIC	6.3
WMBJ-FM	URBAN AC	6.4
WTOP-FM-AM	NEWS	5.7
WHUR-FM	URBAN AC	5.5
WKYS-FM	URBAN AC	4.6

INTERESTING FACT:*

Washington, D.C., metro residents are 73% more likely than all other adults nationally to own a PDA and 24% more likely to have an office in the home.

iTunes Congestion Just Tip Of The Iceberg

CHART COMMENTARY BY JOE FLEISCHER



WEEK ENDING DECEMBER 31, 2006

Man, does America love its iPods. With Hitwise reporting a more than 400% increase in traffic—and widespread reports of paralyzing congestion—to the iTunes Music Store on Christmas Day, it's clear music consumption is going digital. That's because even with all of iTunes' robust consumer traffic, it still represents only a tiny percentage of overall music downloading, which is still overwhelmingly done via the social interaction of peer-to-peer networks. Consumers using LimeWire or BitTorrent over the holidays encountered no such Web-based congestion due to the inherent efficiency found in even the most primitive file-sharing network. And, of course, those iTunes gift cards are just a gateway drug to P2P once they run out. But let's not dwell on the cold, hard facts that digital is mostly just a singles business (reducing our addressable revenue by 90% or more) and that the vast majority of it is free, thereby rendering paid music on the Internet a statistical anomaly. Let's celebrate a new year with new opportunities to embrace the social nature of the Internet and try to really give some fresh thought to getting paid for P2P since the eight years of fighting it has only resulted in the behavior becoming more widespread and much more efficient.

NO.	ARTIST	TITLE	DOWNLOADERS (CUME)	SPIN RANK
1	SNOW PATROL	CHASING CARS	42417	-
2	MY CHEMICAL ROMANCE	WELCOME TO THE BLACK PARADE	37739	10
3	PANIC AT THE DISCO	LYING IS THE MOST FUN...	32993	8
4	30 SECONDS TO MARS	THE KILL	32978	-
5	THE KILLERS	WHEN YOU WERE YOUNG	32125	7
6	THE RED AMPHIB APHANTUS	FACE DOWN	29941	14
7	THREE DAYS GRACE	ANIMAL I HAVE BECOME	28199	1
8	STONE ISLAND	THROUGH GLASS	23382	2
9	BREAKING BENJAMIN	THE DIARY OF JAMIE	19981	-
10	EVANESCENCE	CALL ME WHEN YOU'RE SOBER	18713	11
11	BILLIE OCTOBER	INTO THE OCEAN	18401	18
12	OK GO	HESHE IT GOES AGAIN	14347	3
13	THREE DAYS GRACE	PAIN	13411	13
14	THE RED HOT CHILI PEPPERS	SNOW (HEY OH)	13019	5
15	30 SECONDS TO MARS	FROM YESTERDAY	12475	-
16	TAKING BACK SUNDAY	LIAR (IT TAKES ONE TO KNOW ONE)	12163	-
17	AFI	LOVE LIKE WINTER	10986	15
18	FLYLEAF	FULLY ALIVE	10021	-
19	PLAIN WHITE T'S	HATE (I REALLY DON'T LIKE YOU)	9969	-
20	INCUBUS	ANNA MOLLY	8591	6

Transactions at a Glance

Clear Channel's Capstar TX Limited Partnership's WAAX-AM/Galesden and WGMZ-FM/Glencoe, Ala., to Coosa River Communications for \$3 million... Elgin Broadcasting's WKJL-FM/Elgin, Ill., to Educational Media Foundation for \$17 million... Archway Broadcasting Group's ABG North Carolina Licenses' WYNN-FM/Farmville, WRHT-FM/Morshank City, WRHA-FM/Oriental and WRHD-FM/Williamston, N.C., to Inver Bank Media for \$4.5 million... Ellington Radio's WKJN-FM/Brewton, Ala., to WKJN Radio for \$1.39 million.

Deal of the Week

WQVE-AM/New York

PRICE: \$40 million TERMS: Exercise of option

BUYER: ABC/Disney, headed by Radio Disney president Drew Korzeniewski. Phone: 972-991-9200. It owns 47 other stations, including WEPN-AM/New York.

SELLER: New York Times Co., headed by executive VP/COO Janet Robinson. Phone: 212-556-1234.

FORMAT: Kids/top 40

COMMENT: The New York Times Radio Co.'s WQVE-AM/New York to ABC/Disney for \$40 million. ABC/Disney is exercising its option to buy the station following the end of its eight-year TBA (commenced December 1998).

2007 Deals to Date

Dollars to Date:	\$75,441,765	(Last Year: \$22,871,362/156)
Dollars This Quarter:	\$75,441,765	(Last Year: \$33,126,511)
Stations Traded This Year:	23	(Last Year: 2137)
Stations Traded This Quarter:	23	(Last Year: 245)

EDITORIAL

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Qualities top managers look for when assessing job candidates—and how they approach the hiring process

The Rudiments Of Recruitment

Ken Tucker

KTucker@RadioandRecords.com

The closing months of 2006 brought layoffs galore—not only at Clear Channel, which is slimming down as it prepares to sell to private equity investors, but also at newer, smaller operators such as Dan Snyder's Red Zebra Broadcasting, which let four people go in December. ■ Corporate restructuring or not, radio is not always known for long careers in one place or even with one company. With that in mind, R&R talked to a number of top managers to find out how they approach the hiring process.

Clear Channel/Nashville VP/GM Tom English is in the midst of a candidate search—director of operations Clay Hunnicutt has taken a similar gig with the company's Atlanta cluster and English is looking for his replacement.

For English, there are five qualities he looks for in candidates: knowledge, creativity, honesty, attention to detail and leadership. And there's one more: "They have to really dig what they're doing and generate that enthusiasm throughout the building," he says.

Meanwhile, "stability" is important to Cumulus Media senior format director Charlie Cook. "I look for someone that has a history with one or two stations during their career," he says. "I am not looking for someone who has worked [at stations for] six months all over the country."

Honesty is also key. "Will I get the straight story when I talk to them?" Cook says. "I want someone who takes credit and blame for their actions. "When hiring a PD/ops manager, I am looking for someone who can motivate his or her staff," he adds. "Will they be able to staff the station with the right kind of people?"

When hiring, Cook also looks for someone who understands "how to build a radio station. Can we develop a plan and then execute that plan to put on a station?"

Emmis/New York senior VP/market manager Dan Halyburton is a big fan of first impressions. "Employees want to work with people who are all-around good people [and] easy to know," he says. "They want to work for a boss who is the same way. Down-to-earth, real, someone who

you believe cares for others."

Halyburton also looks for job seekers with strong work ethics or as he says, "People who work hard and can't imagine any other way."

A sense of humor is also important. "They [should] take their job seriously but not themselves," Halyburton says.

What Not To Do

From the this-would-be-funny-if-it-weren't-so-sad department, Cook says he was recently told by a potential candidate that they were looking for a new opportunity because their current job was requiring too much time.

English also offers up some red flags. "For years my co-workers have been forced to put up with me as the 'I police,'" he says. "When a letter comes in and every other sentence starts with 'I,' it reflects a lack of creativity and low communication skills." English says appearance, hygiene and grooming are also important. "It may sound superficial, but if people don't want to be around you or are embarrassed to take you out into their world, you can't gain their respect," he says. "Without their respect, you absolutely cannot lead.

"Lack of eye contact is a killer. It reflects low self-esteem," he adds, while noting that unexplained gaps in one's résumé is also a red flag.

This next one seems obvious, but maybe it isn't. "Sit up in your chair, don't slouch," Halyburton says to potential interviewees.

English taps into his own background with this

advice. "Since I have always been a terrible interview, creative follow-up was imperative," he says. "If someone is talking with multiple candidates, staying top of mind when you are not in front of them, without being a pain, is crucial to keeping you in the game."

Cook says it's important to know your limitations. "Don't BS your way into a job," he says. "Most employers today are not paying for on-the-job training. Go for a job that you can master, and then you can move up."



English



Cook

Two-Way Street

As simple as it seems, the managers R&R talked to expect the interview process to be interactive. "Try to be at ease and as comfortable as you can be," Halyburton says. "Ask a lot of questions, interview your new boss—it's the only job you have."

The questions English likes to hear include: "What are your expectations of the person selected for this opportunity?" "What did the predecessor do that you liked best?" and "Is there anything you would have changed about their performance or actions?"

Halyburton says job candidates also need to ask what the job pays. "We need to talk about money, don't be afraid to ask," he says.

"If they did not ask questions, it would make me think that they were desperate for the gig," English adds.

"What exactly am I expected to do in this job?" is the question Cook wants to hear. "If they don't ask, they don't care and will not deliver anything." *R&R*

Tips For Candidates

Internet job site Monster.com
offers these seven tips to job seekers who have scored an interview with a prospective employer:

Don't Get Too Comfortable
Job seekers should not buy into the myth that they should just be themselves during an interview. "If you think you're not under the most strict scrutiny, you're going to slip up," career coach and Monster interview expert Marly Stein says.

Follow The First-Date Rule
"Interviewees, thinking that they're getting sort of friendly, [sometimes] reveal distasteful things about themselves," Stein says. "Most people on their first date present the best foot forward."

Don't Babble Or Ramble
When nervous, job seekers often talk too much, sometimes about the wrong things. To avoid rambling, you've got to practice, says Jenna Gausman, a career counselor with Kerwin and Associates.

Show Up Early
Too often, job seekers don't leave themselves enough time to visit the bathroom, check their hair and otherwise feel prepared. Career counselor Judith Gerberg suggests showing up 15 minutes early.

Respect Everyone
"These days, people get feedback from whoever you've met," Gerberg says. So be nice to assistants, receptionists and everyone else you encounter along the way.

Don't Drink
Interviews sometimes are conducted at social events, which might include alcohol. Never consume alcoholic beverages in interview situations, Stein says.

Avoid Hot Topics
Religion, politics and other controversial topics should be off limits, Gausman says.

SOURCE: Monster.com



Ginormous Morning Upeavals

As part of the ongoing Extreme Makeover: Holiday Edition bonanza, "The Adam Carolla Show" emerged from the break minus a few people—and with one notable addition: the scarily buff Danny "Breaking" Bonaduce, last heard on KYSR (Star 98.7)/Los Angeles, across from Carolla flagship KLSX (97.1) Free FM). M.I.A. are executive producer Jimmy Brusca, sports dude Dave Dameshek and street rat "Big Tad," who Carolla described as victims of bad Arbitron numbers.

Speaking of Bonaduce, his former Star morning partner Jamie White has gone buh-bye along with co-hosts Jack & Stench. The often-controversial show was still on holiday hiatus when the news came down from Star VP/CM Craig Rossi. Everyone began the required freaking out and speculation about their replacements, but, in the end, Clear Channel used parts found around the house: Your fabulous new Star morning show is Valentine, the No. 1-rated, longtime afternoon talent on sister KIIS-FM (and syndicated Clear Channel morning talent); and Star fixture Lisa Foxx, currently doing middays, who used to co-host afternoons there with some guy named Ryan Seacrest a few years ago.

To complete the Circle of Life™, Boy Toy Jesse, who's been doing afternoons at sister KHTS (Channel 93.3)/San Diego and moonlighting in weekends on KIIS, permanently moves up to L.A. to take over Valentine's afternoon shift.

CC's Elite 'Lucky Bastards' Club

Clear Channel suddenly has several lucrative opportunities that have been precipitated by the departures of two enterprising guys who are leaving to live out their dreams. Prepare to become extremely jealous. We start in Salt Lake City, where **Bill Betts** just retired as OM of Clear Channel's six-station SLC cluster. So now what? Betts and his wife are preparing to embark on a 'round-the-world cruise in their 40-foot sailboat.

Dateline: Tucson, where, after 10 years with **KOHT**

(Hot 98.3), PD **R Dub** has tendered his resignation, effective Feb. 18, in order to focus on his growing "Slow Jams" empire. As you may know, Mr. Dub is creator/host of the syndicated "Sunday Night Slow Jams" show that is carried on some 40-plus affiliates. Here's the insane part: Dub is relocating his empire to exotic Recife, Brazil, some three hours north of Rio, where he will conduct his business from a high-rise apartment right on the beach. Now how much do you hate him?

The Programming Department

■ Clear Channel/Miami experienced some severe late-year upheaval as Dan Mason left the building after only seven months as PD of **WHYI (Y100)**.

Mason had transferred into the position from sister **WAKS/Cleveland** in mid-May, replacing **Rob Roberts**. Shortly after Mason's departure, **Rod Phillips** landed in Miami in the newly created position of Clear Channel/Miami OM of contemporary brands, where he will program **Y100** and oversee Latin rhythm **WMGE (Mega 94.9)**, which will continue to be programmed by **Frank Walsh**. Phillips most recently programmed **WKSC/Chicago** before leaving in March 2006. Find Mason at 786-385-9391 or danmasonradio@yahoo.com.

■ **Dave Dillon**, PD of **KOSI/Denver**, has exited. Dillon was just a few weeks shy of his second anniversary at the helm of the station. **Dave Symonds**, PD of sister **KALC (Alice 105.9)**, has taken over **KOSI** and will program both stations.

■ After more than four and a half decades in the biz, radio icon **Jay Clark** has decided to retire at the end of the month from his gig as executive VP of programming at Sirius. Clark told ST he's looking forward to spending more time with his family, who has remained in Florida during the past four years while he's commuted back and forth to New York.

■ **WBOS/Boston** has found a qualified, market-savvy MD right in its own backyard: Say hello to **Dana Marshall**, the former longtime PD of crosstown rival **WXRV (92.5 The River)**. Marshall will fill the void created in mid-November when **David Ginsburg** was promoted to PD of **WBOS**.

■ **Joey Brooks**, afternoon talent at **WIOQ (Q102/Philadelphia)**, has been awarded APD/MD duties

by PD **Rick Vaughn**. Coincidentally—or not—Brooks used to be Vaughn's APD/MD when they both worked at **WKSS/Hartford**.



Rod Phillips looks tan

■ **John Foxx**, last seen as PD of **WFLY/Albany, N.Y.**, has landed in Colorado Springs as PD of **KKMG (98.9 Magic FM)**. The position has been vacant since **Chad Ruffer** left last October to program **WINK/Fort Myers**.

■ **Bob Lewis** is the new PD of **Trumper rhythmic AC KMVA (MOVIN 97.5)/Phoenix**. Lewis most recently spent two years with **Emmis/Austin** as PD of adult hits **KBPA (Bob FM)** and rhythmic **KDHT (Hot 93.3)**.

■ **Cumulus/Kansas City's** branch of **Jack-FM, KCJK**, welcomes new PD **Bryan Truta**, who crosses the street from the PD chair at Union rocker **KCXM (97.3 Max-FM)**. No stranger to the station, Truta did mornings on what is now **Jack-FM** when it was **E-105**. **Jack-FM's** new MD is **Jon Anthony**, who had been working part-time on oldies sister **KCMO-FM**. But wait—there's more: **Brad Oleson** joins as production coordinator for the cluster, crossing the street from **Wilks**, where he was production director for **KCKC** and **KBEQ**. Seconds later, **Union** detonated rock on **97.3 Max-FM** and moved sports over from sister **WHB-AM**, thus making over **KCXM** as **ESPN Radio 97.3**.

■ The legendary **Cleveland Wheeler** is headed toward **Reno, Nev.**, as the new PD of **KBUL**. The gig has been open since **Tom Jordan** retired to run a bed and breakfast in **Bozeman, Mont**. Wheeler is best known for his 12 years as the ring-leader of the infamous **Q-Zoo** back in the day at **WRBQ (Q105)/Tampa**. Most recently, he had programmed **XM's '60s** on 6 channel. Wheeler's arrival will free up **Nick Elliott** to concentrate on his other babies, **KWYL (Wild 102.9)** and **KNEV (Magic 95.5)**.

■ **Carly Maddoux**, APD/MD/morning co-host at **WAVF (96 Wave)/Charleston, S.C.**, resigns, and morning sidekicks **Uncomfortable Don** and **Stupid Mike** also exit. No word yet on the fate of morning co-host **Critic**.

■ **KZZU/Spokane PD Brandon "Maynard" Cohen** is the new PD of **Sandusky rhythmic AC KQMV (MOVIN 92.5)/Seattle**. He replaces **Lisa Adams**, now programming **KVMX (MOVIN 107.5)/Portland, Ore.** Back in **Spokane**, ironman **Ken Hopkins**, the longtime OM of **KZZU** and sister **KEZE (Wired 96.9)**, has stepped up to replace **Cohen**. Hopkins now re-adds PD duties for **KZZU** and picks up PD duties for **Wired**. He will be ably aided by **Wired APD/MD Maul**, and **KZZU APD/MD/morning co-host Paul "Patch" Adams**, who will take on elevated responsibilities. Hopkins will continue to do mornings on **KZZU** as the "Ken" portion of the "Dave, Ken & Molly" show.

■ **KDNN (Island 98.5)/Honolulu PD Fred Rico** is headed back to the mainland for a gig **TBA**. **Jamie Hyatt**, PD of alternative sister **KUCD (Star 101.9)**, permanently annexes **PD stripes** for **Island**, while also taking on interim programming responsibilities for **KIKI**, which he programmed in 1990.

■ Your **Boy Q**, APD/MD/afternoon dude at **Buckley rhythmic KSEQ (Q97)/Fresno**, has scored a nice coastal transfer to the same position at the company's new rhythmic sister **KYZZ (The New Jammin' 97.9)/Monterey**.

■ **Steve Brill** has been named PD of **Journal rocker KEZO (Z-92)/Tulsa**. The position has been vacant since **Lester St. James** exited last October. **Brill** joins **Journal** from **Cumulus/Rockford, Ill.**, where he's OM of **WROK** and **WKGL**. He will arrive in **Omaha** before the end of the month.

■ **WFKS (97.9 Kiss FM)/Jacksonville** has an immediate opening for a night jock/MD. Why? As we speak, a man known simply as **Jordan** headed to co-host mornings with **Courtney** at sister **WKSS (Kiss 95.7)/Hartford**.

Quick Hits

■ **Tracy St. George**, one of the original staffers on **WWWQ (All the Hits 100.3/Atlanta)**, is headed south for afternoons at **WRMF/West Palm Beach**. **Q100** part-timer **K.L.J.** is filling in as the search for a replacement intensifies. Interested folks should send stuff to jan.jeffries@cumulus.com.

■ Morning anchor **Monie Love** exits **WPHI (100.3 the Beat)/Philadelphia**. **Unto PD Colby Colb** locates a replacement, remaining team members **Pooch** and **Lafya** will roll as a duo.

■ **Darik Kristopher** is this week's Leap of the Week winner, scoring the huge upgrade from mornings at **KBEA/Quad Cities, Iowa-Ill.**, to nights at **KALC (Alice 105.9)/Denver**. The job has been open since **Devlin Fesmir** left in August 2006.

■ After a lovely holiday break with the family, Clear Channel's Restructuring Tractor-Trailer of Doom™ headed to Sacramento, where it picked up longtime afternoon guy **Dana Hess** from **AC KGBY (99.5)**.

■ **James Steele** has taken over the night shift on **WROX (96X)/Norfolk**, replacing **Alfredo Torres**, who exits. Steele will continue to be enjoyed by the local populace in afternoons on sister **WNRJ (Energy 106-T)** via the majesty of voice-tracking.

■ The **Opie & Anthony** virus has spread to Syracuse as the terrestrial/XM mutants land at **WAQX (95X)**. They replace **Guy "Basher" Patton** and **Kan Heron**, whose contract wasn't renewed when it expired last month.

■ Premiere's "Steve Harvey Morning Show" debuted at **WQUE (Q93)/New Orleans**, replacing longtime morning team "CJ Morgan & Company," who exit. Morgan, a multiple nominee for R&R Urban personality of the year, was rated No. 3 in the summer '06 book.

■ **Opie** takes on nights at **WNFZ (94.3 the X)/Knoxville**. This is the second tour of duty at **WNFZ** for Mr. Opie, who comes from the **Midnight** chair at **WRXR (Rock 105)/Chattanooga, Tenn.**, and plugs the hole created last November when popular meat byproduct **Spam** left.

Your actual Opie may vary



Formats We Flipped Over

■ There was a major identity shift at **KKBT/Los Angeles**, as Radio One jettisoned the station's longtime moniker "100.3 the Beat" in favor of "V100" and new calls **KREB**, which, if you look closely, contain the letter "V." To coincide with the station's relaunch, **John Monds** left mornings at **Bonneville AC WILV/Chicago** and returned to the former **KKBT** for afternoons, as **Cliff Winston** shifts to mornings, replacing **Tom Joyner**. (See the Urban column on page 29 for more about the station's relaunch.)

■ Clear Channel AC **WRSN (Sunny 93.9)/Raleigh** became the latest convert to rhythmic AC and is now **WKSL (93.9 Kiss FM)**. **OM Chris Shebel** sews on PD stripes as **Brian Taylor** turns his full attention to classic hits sister **WRVA (100.7 the River)**. Premiere's "Wake Up With Whoopi" is now in mornings, followed by the dulcet tones of Mr. Shebel in middays and former **WRSN** morning guy **Dave Kent** in afternoons. Nights will be handled by **Chris Randolph**, PD of sister **WZKL/Louisville**, via a mysterious and complex process known only as "voice-tracking."

■ Clear Channel AC **KQXT/San Antonio**, formerly known as "Soft Rock 101.9," slaps on a new coat of Sears Weatherbeater paint and cranks up the energy a smidge to become "The New Q101.9." Afternoon driver **Jim Conlee** moves to mornings as **Diane Travis** exits; **KODA/Houston** APD/MD/midday goddess **Donna McCoy** will now voice-track middays, replacing the equally voice-tracked **John Wetherbee**, and **Scotty Mac** will voice-track afternoons.

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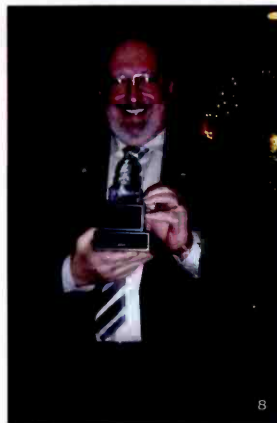
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Wonderful Cause

1. Stevie Wonder spent an hour with Clear Channel oldies KRTH (K-Earth 101)/Los Angeles morning show host Gary Bryan, performing live on the air, while Bryan gave away tickets to Wonder's 11th annual House Full of Toys for Charity concert Dec. 16. Pictured, from left, are K-Earth PD Jhani Kaye, VP/GM Maureen Lesourd, Wonder and Bryan.



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

2. With These Friends, Who Needs . . . ? Jones Radio Networks progressive talk show host Stephanie Miller, center, threw a party to thank those associated with the success of her program. Friends, colleagues and entertainment industry guests joined Miller for the festivities, including Paul Rubens (aka Pee Wee Herman) and Cassandra Peterson (Elvira). **3.** Holly Jolly Christmasers Daryl Hall, right, and John Oates, left, joined Sirius Satellite Radio host Mark Goodman on his Big '80s/channel 8 show for a holiday concert and interview. **4.** Sweet 16 Emmis triple A KCSR/Austin recently celebrated its 16th anniversary with a special listener appreciation concert. Pictured with station PD Jody Danberg, center, are artists Eliza Gilkyson, left, and Joan Osborne. **5.** A Huge Success In what has become an annual tradition, Greater Media active rock WMMR/Philadelphia morning show hosts Preston Elliot, left, and Steve Morrison, right, camped out at the Metroplex Shopping Center in Plymouth Meeting, Pa., collecting food items on behalf of Philabundance. The two are pictured with a listener who brought by a donation. **6.** All For The Good! Premiere Radio's syndicated AC talk show host Delleah, left, participated in a two-week overseas tour with the USO-sponsored Operation Season's Greetings. One of her stops was to visit injured service personnel at Landstuhl Regional Medical Center, located just outside of Kaiserslautern, Germany. See a full report in next issue's AC/Hot AC column. **7.** Can You Handle Rejection? CBS Radio hot AC KMXB (Mix 94.1)/Las Vegas MD Brandon Ball and PD Justin Chase sat tight with the All-American Rejects after they played in the Mix Underground Lounge at the Hard Rock. From left are Ball, AAR's Mike Kennedy, Chris Gaylor, Nick Wheeler and Tyson Ritter; and Chase. **8.** Happy GUY Westwood One syndicated talker Jim Bohannon is all smiles after receiving the prestigious 2006 Peter Hedges Award for his contributions to journalism from the Washington, D.C., chapter of the Radio Television News Directors Assn.



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OUTLOOK 2007

Radio's Future Is HD, Digital Interactive, Localism And Snagging The 12-17 Audience

By Jeffrey Yorke

Each year, Radio & Records reaches out to executives who shape the industry to determine where the radio business is heading during the next 12 months. This year we asked what they expect to happen, what they want to see happen and what they hope doesn't. The responses were wide-ranging, robust, in-depth and sometimes blunt. They provide an insightful window on a century-old industry in the midst of a new round of growing pains and new competition. But the responses also show that radio benefits from leaders who are thoughtful, optimistic and willing to adapt new technology to a proven medium as the business moves forward.

Greater Media president/CEO Peter Smyth acknowledges that radio has immediate challenges but believes they are not insurmountable. "Radio is part of the American culture," he says. "The American people have not left radio—Madison Avenue has," partially because key advertising decision-makers have felt neglected. "We, as a medium, had taken our own customers for granted. Those days are over. We are working with our advertisers to find unique and innovative ways to take their message to the marketplace."

Smyth says those efforts have brought new advertisers to the medium. "Because these are local businesses, their successes don't make the splash that multimillion-dollar Internet deals do, but these are disciplined business people investing in radio because it works for their company."

Acknowledging the importance of implementing new audience measurement technology for radio's future, Smyth stops short of endorsing "any specific option. However, it's time to make it happen in 2007." Greater Media has signed up for Arbitron's Portable People Meter service in Philadelphia, and Smyth says he hopes "everyone participates and moves the ball forward. Our customer base is crying out for this. This is no longer a research issue, it's a business-accountability issue."

Upbeat about fresh recruits to the industry

who bring new ideas, energy and the drive to win, Smyth characterizes the RAB's Jeff Haley and the NAB's David Rehr as "strategic thinkers. We, as an industry, need that right now. They can see and define where radio is going. They will do great things."

This month, Smyth started a term as RAB chairman and says he sees "a cohesive marketing effort taking place on behalf of the [association] to re-establish the transmission line of our medium."

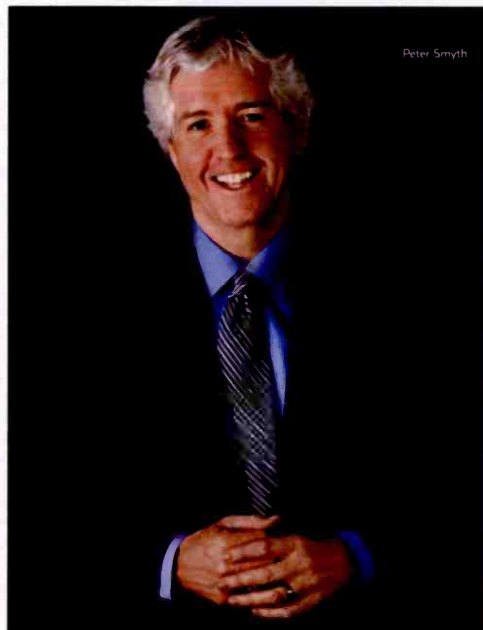
Smyth encourages the rest of the industry to share his optimism. "I hope that the men and women who program and sell radio don't buy into the negativity that's been spun about our industry in the media. We should be positive and stop apologizing, stop the negativity and take back our industry."

Time To 'Talk Up HD Radio'

HD Digital Radio Alliance president/CEO Peter Ferrara is admittedly focused on advancing what he calls "radio's biggest technological change since the birth of FM." He characterizes 2006 as "an amazing first year" for HD radio, marked by "lighting up over 1,100 HD stations, ramping up HD2 programming in more than 65 markets, having new and less expensive HD radio

devices brought to market, expanding the retail outlets to thousands of stores nationwide and creating breakthroughs with the automotive industry." Ferrara anticipates accelerated HD momentum this year.

"It takes great vision plus a lot of perseverance and patience to build the future platform for radio," he says. "While we are making that happen faster than anyone would have imagined by this point in time, we still have a lot of work to do. I would like to see every person in the radio business step up and take an active part in the



Peter Smyth



Photo: E. Mays

HD radio cause for 2007. Whether that is station conversions, innovative and exciting HD2 programming, local HD radio promotions and marketing, support for our manufacturing and the retail partners, or even just 'talking it up' on the air, around the station and with friends, I'd like to see HD radio become a pervasive part of our lexicon and spirit in the year ahead."

Ferrara mirrors Smyth's concern that negativity could take a bite out of radio's momentum in the new year.

"The only thing I hope doesn't happen in 2007 is that we lose sight of what a great business and continued opportunity radio affords all of us. We have to make sure that we don't allow the self-appointed radio critics and otherwise media naysayers to hold us back. Most importantly, we have to believe . . . in radio and in ourselves."

'Radio is part of the American culture. The American people have not left radio—Madison Avenue has.'

—Peter Smyth

A View From The Top

Top brass at Clear Channel Communications, which created shockwaves with its Nov. 16 announced sale to private equity investors in a deal valued at \$26.7 billion, say the future of radio is bright—as long as it adapts to changing consumer options and expectations.

"Radio is a phenomenal business, and it's imperative that radio companies focus on long-term growth," CEO Mark Mays says. "This is about creating outstanding content that builds communities and offers companionship, and it's about delivering that content in the most convenient ways, whatever they may be. Radio needs the most creative and ambitious among us to step up and lead our industry forward."

Company president/CFO Randall Mays says radio has thwarted challenges in the past, such as TV, cassette recorders, CD players and now MP3s. "Radio has responded to each by adapting and becoming something even stronger. Parochialism is the only thing that can kill radio. But this has never been a parochial business—there's no reason to change that now."

Clear Channel Radio president/CEO John Hogan believes radio's future lies beyond AM and FM. "Whether it's via online, on-demand or cellular, radio can compete for consumers and advertisers but only if they change the way in which they view consumers, technology and our business."

"The magic of radio is that it's not just the playlist or the distribution platform that attracts audiences," Hogan says. "It's the intimate, personal connection that people seek from radio—for entertainment, information and companionship. It is up to us as broadcasters to be consumer-centric, embrace technology and be willing to change as the world around us changes."

A Renewed Appreciation Of Broadcasters

When it comes to HD and reinforcing radio's vital role in serving the 260 million listeners who tune in weekly, NAB president/CEO David Rehr is on the same page with Ferrara. Rehr would also like lawmakers to get a renewed appreciation for broadcasters and what they do for the public.

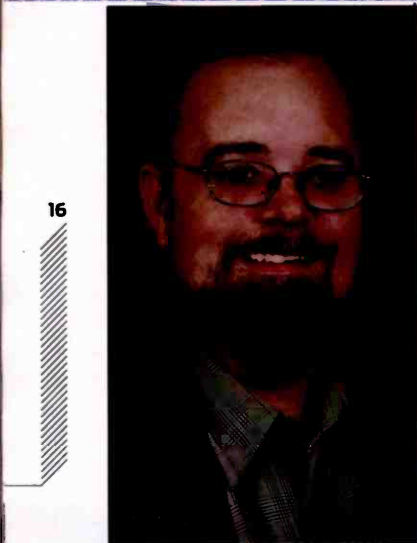
"I want policymakers and the public to continue gaining a greater understanding of the invaluable role that local radio stations play in hometowns all over America," Rehr says. "NAB will be very aggressive in making radio's case before Capitol Hill and at the FCC in the coming year. I would also like to see FCC-ownership rules modernized to allow broadcasters the flexibility needed to remain competitive."

Broadcast decency was a major topic last year as Congress raised the FCC's authority to fine up to \$325,000 per incident. The agency slapped TV networks for a variety of utterances on several programs, only to later back down in some instances. Legal challenges have since arisen, and this year could bring some relief to broadcasters, hopes Andrew Jay Schwartzman, president/CEO of the Media Access Project in Washington, D.C.

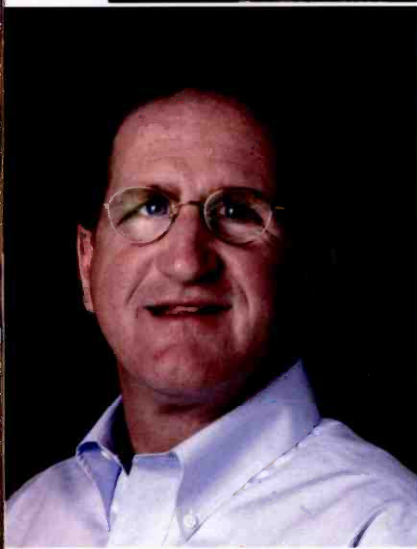
"I expect that the U.S. Court of Appeals will rule against the FCC on the TV networks' appeal of the commission's new indecency policies. This will force the FCC into a months' long re-evaluation of these rules as they apply to both radio and television," says Schwartzman, one of the attorneys filing against the FCC in the appeal.

Schwartzman expects the FCC's review of ownership rules to take most of this year and predicts "only slight revisions" to the local TV/radio cross-ownership rules and no significant changes to the local radio ownership rules.

Schwartzman believes "the trend against consolidation will continue in the marketplace over the next year, as the virtues of locally oriented ownership and programming become more apparent in the face of competition from satellite radio." Acknowledging that XM and Sirius might attempt to merge this year, he questions how such a deal would be received by regulators.



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Brave New Year

Veteran media broker Frank Boyle has some bold predictions for 2007. "At least two currently public broadcast outfits will start to go private in 2007, and all will be private in five years," he says. "Wall Street is slowly and surely killing a wonderful business and too many great people in it."

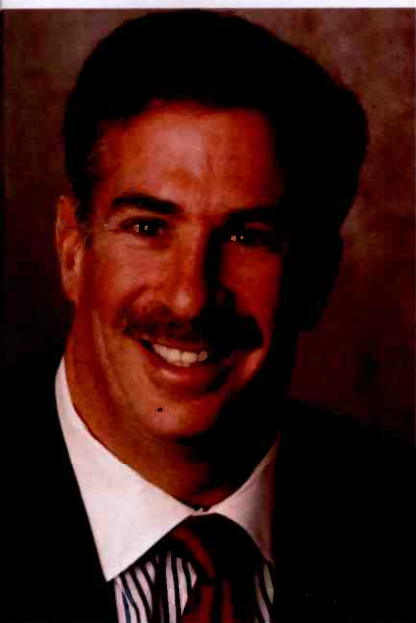
Boyle's crystal ball also calls for the FCC to limit new owners to three FMs and two AMs in markets 1-100 and a two/two combo in all other markets, with a national cap of 300 stations.

When it comes to HD radio Boyle says, "The industry hype is not matched with actuality—either in programming or availability of sets at retail."

The broker sings a different tune about the RAB's groundbreaking Radio Ad Effectiveness Lab studies. "Nothing in my lifetime in radio has had more productive possibilities than the perpetuation of these accountability studies. Puh-lease—keep them coming," he says.

Boyle's son, Jim Boyle, a well-known senior media analyst, has his own equally candid outlook. "We anticipate 2007 to be another grinding transition year for radio as station groups attempt to adapt to different distribution methods, regulators dilly then dally, private equity/management buyouts sporadically erupt, radio deconsolidates some of the giant platforms, the [Portable People Meter] arrives with Godot, and someone on some radio station somewhere utters some impolite indecent phrase and has to write a big check but not big enough to legally challenge the FCC, yet."

The analyst Boyle is concerned about radio's future. "We hope radio doesn't indisputably become the 'new newspapers' in 2007," he says. —JY



'At least two currently public broadcast outfits will start to go private in 2007, and all will be private in five years.'

—Frank Boyle

A Boon To News/Talk

For Salem Radio Network VP of news and talk programming Tom Tradup, "The Democratic takeover of the U.S. House and Senate will be the functional equivalent of passing the 'Talk Show Host Protection Act of 2007,' guaranteeing political standoffs and jaw-dropping soundbites, not to mention solid ratings for news/talk stations throughout the U.S." Tradup's expectation "is that disenchantment with both major parties will continue to fuel interactive radio and Web sites like Townhall.com that encourage activism on major issues far beyond the inside-the-beltway crowd definition of what is important."

Amy Bolton, VP/GM of news/talk at Jones Radio Networks, expects the Democratic majority in Congress to not only examine radio consolidation but to also scrutinize "the perceived imbalance between conservative and liberal talk. Although the Fairness Doctrine will not be reprinted, the philosophical underpinnings of it are still in force, and I expect the inquiry to focus on the obligations of station ownership to act in the public interest."

Bolton says she'd like to see broadcasters invest in "true programming innovations. Only by bringing new ideas to the airwaves will radio be able to prosper in the long run. The value of this long-term investment outweighs the need for short-term capital gain."

"I'd also like to see stations reinvest in local news," Bolton adds, asking, "How can Clear Channel, with an eight-station cluster in Washington, D.C., not have a newsroom?"

And like a fast-growing group in the industry concerned about the future, Bolton says, "We need to capture and train the next generation of radio listeners."

A Return To Localism?

Owen Weber, VP/GM at Guaranty Broadcasting Co. of Baton Rouge, foresees a return to localism this year, leading to a re-energized radio industry.

"The reason radio has stagnated is that we forgot that radio has always been a local industry," he says, adding that clusters succeed only when operated as a business—with each performing at a very high level. Having one or two workhorse stations in a cluster of five is "unacceptable," he says.

Weber also believes that "radio cannot save its way to success" and encourages broadcasters to prime the well.

Connoisseur Media president/CEO Jeffrey Warshaw wants radio to renew its focus on formats and programming but is concerned that corporate business might get in the way.

"I expect radio executives will continue to talk about private equity, leverage multiples and stock prices more than new formats, great promotions and killer ad campaigns," Warshaw hopes that the industry doesn't "forget what makes radio vital to our listeners' lives."

Regent Communications CFO Tony Vasconcellos is focused on new technology in the new year. "While the double-digit organic revenue growth days are behind us, solid radio operators have unbelievably strong and very stable local brands," he says. "We now have the opportunity to augment that remarkably solid 'base' business through new types of revenue. Radio is extremely well-positioned to leverage our brands and begin to monetize the Internet," a move that will ultimately reap meaningful revenue dividends for forward-looking companies that solidify their Web foundations and strategies, he says.

Vasconcellos also hopes "HD radios make significant penetration into the marketplace in 2007." However, he adds that radio won't see a payoff for its sizable HD investment until consumers embrace the technology. "If we can successfully drive marketplace penetration in 2007, we can accelerate the opportunities for new revenue sources related to these initiatives."

Horizon Broadcasting Group president/CEO



Amy Bolton

Keith Shipman sees hurdles in the year ahead. "Our revenue stream will continue to be challenged by emerging media. We need to continue to be true to our customers—and focus on making their cash register ring through effective marketing plans that provide them with results. Our programming content has to be relevant to our listeners."

Like Bolton and Weber, Shipman would like to see radio "effectively market itself to its next generation of listeners. We must bring together the intellectual capital necessary to develop a strategy that ensures the industry's health in the decades to come."

And he shares concerns with the NAB about satellite broadcasters, particularly their potential use of terrestrial repeaters to provide local content.

Like others, Shipman would like to see more audience-measurement companies. "We continue to work with advertising agencies to help them embrace alternative ratings data, such as Eastlan, which is often times more relevant in small markets, given larger sample size, demographic weighting, etc."

New Competition Helps Flatten Radio's Ad Forecast

Despite infectious optimism that things are getting better, and the willingness of private equity to dump billions into the business, there is little solid evidence that radio's most talked-about marketing initiatives have any potential to turn around ad demand in the short term.

Radio execs are fond of pointing out how the medium has bounced back from past challenges. But fighting off TV in the 1950s and 8-tracks in the '70s is hardly a warm-up for the new threat radio faces today. All media are becoming wireless and portable, advantages that were once the sole province of radio. ZenithOptimedia and TNS Media Intelligence both forecast that internet advertising will overtake radio in dollars and share by 2009, if not sooner.

Still, there is a lot in the radio pipeline for '07, although collectively the ongoing initiatives won't be enough to overcome the softness in automotive and retail that have hurt all local media.

The industry has managed to reverse the damaging trend of overloading the airwaves with commercials but that hasn't

helped increase demand. For the third year in a row, radio advertising and unit pricing is likely to be flat.

As a result, radio is getting more creative with its inventory, becoming more flexible in how advertisers use the medium, which could attract new dollars.

"Some of the ways radio is allowing advertisers to spend their dollars, by sponsoring a format [using] various spot lengths—those are good ways to help advertisers find other ways to use radio," says Sue Jochenning, executive VP/director of local broadcast for Initiative.

While consolidation came undone in 2006, it could portend new opportunities and return the business to its local roots. "The sale of [more than 400 Clear Channel stations] is a monumental event in radio," says Mark Fratrick, VP of research/industry analysis at BIA Financial Network, who is sticking to an optimistic growth forecast of 2%. "When new owners come in, there could be some new ideas and that helps." —Katy Bachman, Mediaweek

Ahmet Ertegun Remembered

Charming, witty and elegant, the genre-busting Atlantic co-founder was a standards-setting pioneer who knew how to have a good time

An R&R Staff Report

The death of Atlantic Records co-founder and chairman emeritus Ahmet Ertegun Dec. 14 at the age of 83 has stirred the kind of reverent tributes among his industry cohorts that is reserved for radio and records royalty.

During a career that spanned six decades, Ertegun was one of the business' most storied and influential figures—a prototype of the modern record executive. He helped mold a who's who of careers, including Ray Charles, the Rolling Stones, Led Zeppelin and Aretha Franklin, and played a central role in shaping the major label system as it is known today.

"In addition to being a pioneer, Ahmet was a funny guy," former CBS Records president Walter Yetnikoff says. "He was a character in an era when you could be a character. I don't know that you can be that way today."

Veteran record promoter Jeff Cook, who logged more than 10 years at Atlantic sister Elektra, was part of the rebirth of Capricorn Records and now heads promotion at New West Records, recalls being invited to a Charles performance in New Orleans at the Fairmont Hotel.

"I was standing outside in the hallway before the show, and along came Ray himself with another man," Cook says. "They stopped for a moment to chat and right in the middle of the conversation, Ray cocked his head, as if being alerted to something, and shouted, 'Ahmet, is that you?' And down the hall, coming around the corner was Ahmet Ertegun. He recognized him by the sound of his footsteps. When they met they embraced, and the two men strolled down the hallway arm in arm. You could feel the love and

respect these two had for each other.

"Ahmet was a man of great taste and clearly built one of the most legendary labels of all time. We all owe a debt of gratitude to him," Cook says. "It seems we are all in some way or another following in his footsteps."

Genre Busting

Steve Leeds, VP of talent and industry affairs for Sirius Satellite Radio, who worked at Atlantic from 1973 to 1978, says that Ertegun "spearheaded an era of radio genre-busting. While most folks would recall Atlantic as an R&B powerhouse with a lot of arena-rock bands, the real truth was under Ahmet's direction, Atlantic grew to have one of the most diverse rosters in the industry. What other label would pursue airplay for such diverse music as [Michael Oldfield's] 'Tubular Bells,' Manu Dibango, Manhattan Transfer, Roxy Music, Willie Nelson, John Prine and George Carlin? And who else could party with the Rolling Stones, discuss blues records with Jimmy Page and visit Bette Midler in the gay bathhouses and then show up in a tux at a Sylvia Syms/Bobby Short event at the Carlyle?"

Leeds continues, "All radio was treated with equal respect. The little college station was treated as fairly as the major-market top 40. Everyone got product, tickets and at Christmas time, the same Atlantic gift. I was trained that you make your music available to anyone who can play it on a radio station. How else were you going to get 'In-a-Gadda-Da-Vida' or 'Stairway to Heaven' played? I was very fortunate to be enrolled in the best boot camp in the music business... Ahmet's Atlantic was the standard that others aspired to."

Daniny Buch, senior VP of promotion and artist development for Sony BMG's REI, who worked

at Atlantic for 28 years, says, "His storytelling was legendary. He was self-deprecating. He told the audience to 'light up a joint' if they were to stay awake listening to him speak at a Gavin convention. He had a zest for life and wanted to go out late to hear music, always living life to the fullest. Ahmet was equally comfortable in the world of Henry Kissingers as he was with street musicians. Many have come and gone, but Ahmet both built this business and defined Atlantic Records.

"We became close when Ahmet was left as the only guy remaining on the entire floor of 75 Rock Plaza after Doug Morris departed Atlantic," Buch adds. "Through all the different presidents and changes in regimes at Atlantic, Ahmet was the one constant."

Stunning, Staggering Impact

John McMann, senior VP for pop and rhythmic promotion at Atlantic, says, "Ahmet Ertegun is Atlantic Records. His impact on the music industry and American culture cannot be overstated. He was the primary person responsible for introducing R&B music to a mainstream audience. When you look at the list of iconic music legends whose careers he oversaw at the peak of their success, it is stunning. From the early days with Ray Charles, Aretha Franklin, Led Zeppelin, Cream, Crosby, Stills, Nash & Young, Yes, Foreigner, Genesis/Phil Collins and the Rolling Stones to, more recently, Kid Rock, Matchbox Twenty/Rob Thomas and our entire, very diverse current roster... it's staggering."

McCann recalls his first day at the label in 2000: "I ran into Ahmet in the elevator and introduced myself. He said, 'Come to my office next week and tell me about crossover radio. I want to know everything you have to tell me.'

"Another time he told a great story about how



Bad Boy, Good Man

Warren Gesin, VP of promotion for Atlantic, says, "I always smile when I recall this particular photo I saw of Ahmet, right around the time we did the Bad Boy deal and became partners with Diddy. It must have been at an 'Atlantic Records welcomes Bad Boy to the family' type of party, because the picture is at a club. In typical fashion, Puff is sitting on top of the booth, balling out as only he can. Sitting at the table, properly, mind you, alongside hip-hop's most infamous partier, is Ahmet, like a picture of tranquility amidst the chaos."

Judy Libow, another Atlantic veteran who rose to VP of national rock promotion during her tenure from 1975 to 1991 and now owns marketing and promotion firm Libow Unlimited, says, "The music business has lost a true music man. Ahmet was part of a very elite group of entrepreneurs who defined the music business. While he was certainly a savvy businessman, he was, first and foremost, a fan of the music. He understood and appreciated artistic talent. He nurtured and valued those relationships, endearing himself in a way very few have. He had integrity. He had vision. He had fun. My years at Atlantic Records were magical and unmatched. Very much like Ahmet. Impossible to duplicate."

Mike Caren got his first job at 17 with Big Beat/Atlantic, eventually moving from marketing to A&R. "I met Ahmet a few years after I transferred. He hadn't taken a particular interest in the handkerchief rap I signed first, but when I did the Soulful deal for Sunshine Anderson and Anthony Hamilton, he really came into my world. He started coming to the Soulful studio sessions and took a particular interest in Anthony. Everyone else was paying attention to Sunshine because of 'Heard It All Before,' but Ahmet wanted to push Anthony because he believed in his long-term potential. He was in love with his performance on a song called 'Ball and Chain' and suggested it be modernized by adding a guest verse from OutKast. I was impressed that Ahmet kept so current and that he was so blunt with Anthony when asking him to push his songwriting further, giving him reference points to start."

"I'm going to really miss him as everyone who ever spent any time with him will. He had three lifetimes of experience, two lifetimes of kindness and an endless passion for music and performance," Caren says. "He also knew what was important in life, and let me tell you, he enjoyed himself. He will be honored and remembered for a long time and missed even longer." *BR*

he used to bring 78 RPM discs up to radio himself to get them played. After a visit with one of the most influential DJs in New York City named Symphony Sid—they actually programmed their own shows back then—his legendary charm and wit had the station playing Atlantic releases all week long. There will never ever be another person with the dignity, class, humor, passion, great ears and charisma who stayed up late with the best of them. He is missed already."

Atlantic executive VP Andrea Ganis says, "Like the adoring family who never truly believed it would happen, we mourn the loss of our leader, our founder and our patriarch. Working under

Ahmet's tutelage all these years amounted to an education that became inextricably part of each and every one of us. He influenced the kind of record people we became, making us never forget to keep the music and artist paramount.

"Ahmet taught us about elegance, class and graciousness—it was never about him—while keeping us laughing and begging to hear more stories. How many people can brag that they worked for a legend, one that made us unspeakably proud to be part of what he created: Ahmet's departure has left a forever-unfillable void in the halls of Atlantic, the land of music and the soul of the planet."

'In addition to being a pioneer, Ahmet was a funny guy. He was a character in an era when you could be a character.' —Walter Yetnikoff



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Al Peterson

APeterson@RadioandRecords.com

george Noory knows something about living life in the dark. As host of Premiere Radio Networks' hugely successful late-night talk show, "Coast to Coast AM"—carried on a reported 500 stations nationwide—Noory begins his workday after the sun goes down and returns home before the first light of day.

So one can be forgiven for noticing a bit of irony in the title of Noory's recently published book, "Worker in the Light" (Forge/Tom Doherty Associates). Co-written with William J. Birnes, Noory's book is far from a guide for third-shifters on how to get a day job. It's a combination memoir and self-help primer that Noory says will help "unlock your own sensual transcendence and liberate your own limitless potential."

That's a pretty tall order, so over the recent holiday break I caught up with Noory to talk about his book and learn what made him want to join the ranks of talk show host/authors. We also dis-

cussed his personal time-traveling experiences and just what it is that he hopes people will learn from reading "Worker in the Light."

R&R: As we take stock of life, as so many of us do at this time of year, what's in the book that you think might help?

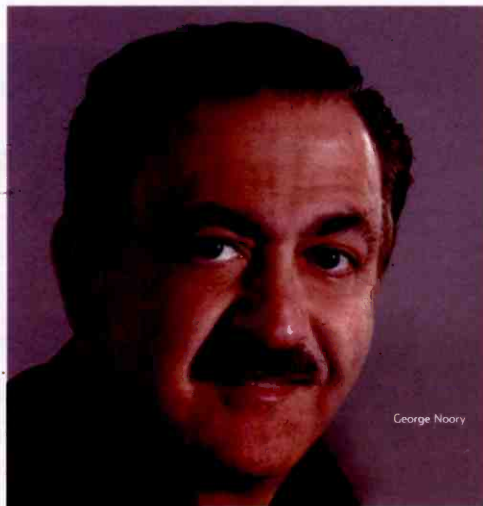
GN: One of the things I tried to do in the book is much the same as what we try to do on "Coast to Coast," and that is to enlighten people. I think that's especially important in a world where we're constantly bombarded with world events. My hope is that the book can help people get

through some of the normal negatives we all experience in life. I want people to stop for a second, catch their breath, look around and realize that it really is pretty darn good to be alive.

R&R: What was the genesis behind the book?

GN: I always wanted to write a book, but never really had the opportunity. After I began hosting "Coast to Coast," a literary agent in New York suggested I consider writing a book about my life. At the same time, I was talking with Bill Birnes, who was already a best-selling author and a regular on my local radio show in St. Louis, about helping me write it. It all came together with the idea that the book should be about my life but not a typical autobiography.

Continued on page 22



George Noory

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Continued from page 21

R&R: Tell me a little more about what Birnes brought to the party.

GN: A New York Times best-selling author, organization and the ability to take a lot of my random notes and help put it all into written form. Some people will use a ghost-writer and you'll never know who they are, but that isn't me. Bill and I co-wrote this book. He put in as much work as I did and deserves equal credit for the results.

Bill is a professional writer and I'm a broadcaster. I write the way that I talk, and I use words that the average guy uses. Bill, on the other hand, doesn't. At one point when I was doing the audio version of the book, I'd get to his parts and run into words I haven't had to use in my whole life. I had to get a dictionary to figure out how to pronounce some of them. So I guess you can say he also helped to expand my

vocabulary. I'll still probably never use most of those words, but at least now I'll know what they mean when I see them.

R&R: Did you enjoy the whole process of writing a book?

GN: It's a lot of work to get it done, then it's a lot of work to publicize it once it's published. I've been to a half-dozen cities so far to support the book, and I also do the nightly show even when I am traveling. I learned that writing a book is a lot of tedious work and if I didn't already have a contract to do three books I'm not sure I'd want to do it all again. But having Bill as a partner has lessened the burden.

R&R: Some might be a bit skeptical about several of the experiences you recount in the book. How do you respond?

GN: All they have to do is listen to the radio show and they know what is happening to me in my life every single day. "Coast to Coast" is an unusual radio show, and I have had an unusual life. Readers who know the show and me are going to say, "This is fascinating stuff." So far, the book has been very well-received, and I've also gotten really good feedback from readers who've told me that it's helped them change parts of their life. To me, that makes it worth it.

R&R: OK, I have to ask you about the whole time travel thing you wrote about. Have you really experienced it?

GN: Oh, yeah, I do it all the time. But don't think of time travel as a guy getting into an H.G. Wells time machine, which I know is how most people probably perceive it. To me time travel is the ability to see the future and change or alter your course or destiny so that you can avoid a problem somewhere down the line.

For example, a few years ago I was waiting at a four-way intersection. The light turned green, but I didn't go. People behind me were honking their horns but something inside me told me to wait. Sure enough, within seconds a car ran the red light. Had I gone through I'd have been broadsided and perhaps not here to talk with you.

I had an ability to look into the future—even if just for seconds—to see that car coming and I reacted to it. So many of us don't react when we have a feeling. We know what our gut says and what intuitively we feel we should

'The evolution of my life and the show has been so strange, and so remarkable, that I am now 120% convinced that there's much more to the universe than meets the eye.' —George Noory

do, but then we go ahead and do the other thing anyway. It's about learning to tap into that force that's out there. I don't know what it is, but I know it's there.

R&R: Do you really believe anyone can unlock a sixth sense within themselves?

GN: Oh, absolutely. There is no question that once you tap into it you can unlock it. But the moment you say you can't, then you never will. When you create negativity, or surround yourself with negative people, you will block yourself from unlocking that potential. I have tried my entire life to surround myself with as much positivity as I can muster. If I feel myself starting to feel down or get negative, I pull myself out of it quickly, because it's the positive aspects of life that allow all of us to achieve our goals.

R&R: It certainly seems to have worked for you.

GN: Yes, but you don't have to have a goal as big as hosting a national radio show. You can find satisfaction working on the assembly line at a manufacturing plant, making a decent living and having a good family that makes you happy. It's not all about position and money—it's about your inner self.

R&R: Do you believe your life was destined to collide with the radio show you now host?

GN: Yes, I do. God—or call it whatever you want—has a very strange way of doing things, and he has when it comes to my life. The evolution of my life and the show has been so strange and so remarkable that I am now 120% convinced that there's much more to the universe than meets the eye.

TRS 2007 Update

Time is running out for you to take advantage of early-bird registration savings for the upcoming 12th annual R&R Talk Radio Seminar. You can save more than \$100 off the TRS 2007 on-site registration fee, but you need to hurry because early-bird registration ends Jan. 12 at 5 p.m.

TRS 2007 takes place March 8-10 in Los Angeles at the Marriott Marina Beach Hotel. Register and get hotel reservation information and other details about the industry's largest annual gathering of news/talk radio professionals now at radioandrecords.com.



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Formats

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R&R TIMELINE

1 YEAR AGO Bruce Tyler joins Sony Music Label Group U.S. as executive VP of promotion and market strategy. ■ Cumulus Media recruits Charlie Cook as senior programmer. ■ Autran named operations director of KSSC, KSSO, KSSE and KLYY/Los Angeles.



Cook

5 YEARS AGO Terry Wood joins WMC and WMFS/Memphis as VP/GM. ■ Karen Theobald appointed VP of radio group sales for Clear Channel's Washington, D.C., cluster. ■ Todd Winick installed as director/solution manager of WINZ and WIOD/Miami-Fort Lauderdale.

10 YEARS AGO Bob Merlis rises to senior VP of world-wide communications of Warner Bros. Records. ■ Peter Collins named executive producer of the syndicated "Street Soldiers" program. ■ Lori Carfora becomes director of creative services of Rhino Records.



Merlis

15 YEARS AGO Ted Utz promoted to VP of programming and marketing of Group W's AOR stations. ■ James Alexander tapped as program/operations manager of KKDA/Dallas. ■ John McConnell appointed operations director of KGO/San Francisco.

20 YEARS AGO Rick Sadle becomes PD of KNBR/San Francisco. ■ Greg Solik promoted to GM of WLUP/Chicago. ■ Roni Rodrigues named senior VP/GM of James Paul Brown Entertainment.



Sadle

25 YEARS AGO Steve Harris appointed PD of KRILY/Houston. ■ Steve Sands recruited as PD of WOKY/Milwaukee. ■ KJR/Seattle names Rich Robertson GM.

30 YEARS AGO Rochelle Staab joins KIIS/Los Angeles as PD. ■ Ken Curtis named PD of WXLO/New York. ■ Mike Pilot upped to director of album promotion and special projects of Columbia Records.

THE SPIN



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

Jones Flies To Top Spot

Having previously peaked at No. 32 in 2005 with his first chart offering, "Summer Wit Miami," Jim Jones lands his first No. 1 on the Rap chart as "We Fly High" sprints 2-1. The track gives independent heavyweight Koch Records its first No. 1 on the chart and comes just one month after the label peaked at No. 2 with Unk's "Walk It Out."



Paisley's Still Parked At No. 1; Wreckers Get Second Top 10

With the chart's largest gain (5.9 million impressions), Brad Paisley logs a third week atop the Country chart with "She's Everything" (Arista Nashville). That ties his longest chart-topping stretch, achieved when "The World" spent the last of his three weeks at No. 1 on the Nielsen BDS-driven chart dated July 28, 2006.

Paisley has scored seven No. 1 singles, two of which spent two weeks at No. 1: "We Danced" (2000) and "I'm Gonna Miss Her (The Fishin' Song)" (2002). Concurrently, the Wreckers' "My Oh My" (Maverick/Warner Bros./WRN) becomes the duo's second straight top 10 as it hops 12-10. Michelle Branch and Jessica Harp became the first new female duo to take a debut single to No. 1 in more than 50 years when "Leave the Pieces" topped the Country chart for two weeks in September 2006.

The Mouse That Roars

Modest Mouse returns to the Alternative chart for the first time in nearly two years as "Dashboard" (Epic) enters at No. 32 with Most Increased Plays honors. It is the lead track from "We Were Dead Before the Ship Even Sank," which is due early this year, and is the follow-up to the group's 2004 breakthrough album, "Good News for People Who Love Bad News." That title spawned a pair of Alternative top 10 tracks: "Float On," which spent one week at No. 1 in July 2004, and "Ocean Breathes Salty," which peaked at No. 6 in December 2004.

Roadrunner's Rock Steak Ends In 'Pain'

Three Days Grace's "Pain" (Zomba) moves 3-2 on the Rock chart, ending Roadrunner's record-setting 13-week stranglehold on that list's top two positions. Nickelback's "Rockstar" and Stone Sour's "Through Glass" had alternated between No. 1 and No. 2 since the Oct. 13, 2006, issue.

Levert Take Posthumous Bow

"In My Songs," the title track from Gerald Levert's upcoming album, steps onto the Urban AC list at No. 37. The title marks his 29th appearance on the chart, which ties R. Kelly for the most by a male artist and places him only four behind all-time leader Mary J. Blige's 33 listings.

'Country' Invades AC

John Mellencamp scores his biggest AC hit of the decade, as "Our Country" (Universal Republic) debuts at No. 24. He last appeared higher on the list with "I'm Not Running Anymore," which reached No. 22 in June 1999. Additionally, "Country" rebounds 51-46 on the Country chart, where it recently became Mellencamp's first solo top 40 hit (previously peaking at No. 39).

Both 'Too Late' And 'In Time'

After hitting No. 2 at CHR/Top 40 and No. 12 at Hot AC, JoJo's "Too Little Too Late" (Universal Motown) crosses to the AC chart at No. 28. In a show of format contrasts, the 16-year-old sits six notches below the chart's eldest statesman: Tony Bennett, who is as strong as ever at the age of 80.

"Late" is JoJo's first AC appearance, while Bennett's "Just in Time" (Columbia), a duet with Michael Bubl , is his 28th. "Time" moves 26-22 to reach a new peak, giving the iconic crooner his biggest AC song since "Yesterday I Heard the Rain" hit No. 10 in 1968, 22 years before JoJo was born.





Pro-Active brand caffeine jolts jocks, makes money

Radio In The Front, Coffee Out Back

Kevin Carter and Keith Berman

KCarter@RadioandRecords.com, KBerman@RadioandRecords.com

Pro-Active principals Jerry Clifton and Dave Donahue were in downtown Spokane one day, looking for a place to park their car and visit their radio stations—CHR/top 40 KQQB (Live 104.5) and classic hits KAZZ (Z107)—when they suddenly had this vision: a cool place to house the stations that would also give listeners a place to hang out. ■ “It was an old abandoned restaurant that had been vacant for about five years,” Pro-Active/Spokane GM Christa McDonald says. Their warped creative minds whizzing on high, they rented the space, had it gutted and designed a revolutionary ground floor studio space that is completely transparent—all the walls and counters are made of glass. Then they built a coffee shop right in the middle of it.

“We had to build a café in there with some very high-powered coffee to keep the jocks awake, since we’re live 24/7, and to keep the salespeople going. If they’re not selling, we just hit them with three shots of espresso, and they’re good to go,” Live PD Steve “Kekeluv” Kicklighter jokes.

Let us review: You’ve got this fully functional, independently owned coffee shop located in the heart of Spokane’s downtown that sells everything from chai teas and espressos and mochas to pastries and bagels and cinnamon rolls. We’re talking a caffeinated NTR machine, McDonald says.

“We have 10 TVs facing out on the street. There are 20,000 cars that drive by here every day, so on those TVs, we have things about the stations and activities and events in the market, and we’re selling advertising on the screens,” she says. “We’ve even sold the coffee cup sleeves to a local Toyota dealership. We’ve sold the lower section of the shop to Scion, so it’ll be the Scion Lounge.”

The coffee shop, which McDonald coyly admits cost “a lot,” also features free Internet access and a 50-inch flatscreen TV that runs sports and is also hooked up to a PlayStation 3 so people can hang out and play videogames. On a countertop in the shop that is only a few feet away from the studios, there are Cricket phones that visitors can use to text-message the

jocks, and—surprise! Cricket phones are also on sale in the shop. And there is more: The space also houses a retail store that sells sports gear from local schools Gonzaga, Washington State and the University of Washington. Kicklighter says, “At this point, every person who wins something on the radio gets their prize and a coupon for a free latte at the coffee shop.”

The building also contains two radio studios. On the other side of the coffee shop are the studios, which are completely visible to people in the shop and on the street . . . which means you can’t fool listeners with fancy radio tricks like, well . . . you know. “Our jocks are real jocks, not voice-tracked or Memorex’d,” McDonald says.

“You can no longer say, ‘We’ve got Jay-Z in the studio,’ and then play a prerecorded inter-

‘We had to build a café in there with some very high-powered coffee to keep the jocks awake, since we’re live 24/7, and to keep the salespeople going. If they’re not selling, we just hit them with three shots of espresso, and they’re good to go.’

—Steve “Kekeluv” Kicklighter

view,” Kicklighter says. “People will call bullshit on that because they can say, ‘I’m sitting right in front of your studio, and I’m not seeing Jay-Z.’”

Close Calls And Close Call-Ins

This sweet setup also affords the jocks a chance to mingle with the citizens of Spokane without leaving the comfort of their own building. “Last week, a bunch of kids got off the bus, and everybody came into the coffee shop—we had 150 people in there, I was on the air, and my jock was doing call-ins from three feet away on the other side of the glass,” Kicklighter says.

That same situation can make for some uncomfortable moments, like when Live 104.5 ran its What Would You Do for Nickelback Tickets contest. Some random dude showed up and started stripping down in front of the studio—and no one could stop him because he was on the other side of the glass. “Then he pulled out a pack of pepper spray and then sprayed himself,” Kicklighter says, gagging just a little. “Of course, he won the tickets.”

With 15 bars and clubs in the immediate area, there’s a continuous stream of traffic running right out front. But the best part about this whole deal is that it gives the stations their own in-house venues. “We now have a place to do events, autographing, a place to test music and a place to do a VIP meet-and-greet,” Kicklighter says. “When a band comes to town, the fact that we’re located one block from the two main hotels in town and three blocks from the House of Blues helps us. It’s always easy to tell a record label the band can walk one block to see us. We’re trying to set up a midnight lounge after every local show, so when the main show’s over, we can do a private one for 10 minutes for just our listeners.”

Looking ahead, McDonald is trying to hook up with a distributor so the stations can sell CDs in the shop. “When an artist releases a new CD,

people could come by at midnight on the release day and buy them from us while we put on a release party,” she says.

Now that everything’s literally transparent, Kicklighter says that it has completely changed the way the stations do business. “It broadens our promotional range. Instead of doing the usual ‘listen at 5 p.m. and we’ll call your name’ or ‘we’re opening a prize for you,’ we can bring those listeners down to the station. People can see them. We want to create a ‘TRL’ atmosphere.” **AR**



CHR/TOP 40

▶ ROB THOMAS' DEBUT AT NO. 38 IS THE THIRD TIME TO HIT THE CHART FROM HIS NEARLY 2-YEAR-OLD DEBUT SOLO ALBUM.



R&R

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		NIELSEN BDS CERTIFICATIONS	HIT PREDICTOR STATUS	PLAYS	AUDIENCE	
		#	WEEKS	TW	MILIONS	RANK
1	10	IRREPLACEABLE BEYONCÉ	NO. 1 (4 WKS)	9307	+440	67,855
2	19	MY LOVE JUSTI TIMBERLAKE FEATURING LL COOL J		7144	+21	45,537
3	13	PIRANHA KISS		7076	+448	49,608
4	18	HOW TO SAVE A LIFE THE FRAY		6643	+82	41,818
5	15	SMACK THAT AKON FEATURING ENIN		6503	+39	47,210
6	10	I WANNA LOVE YOU AGAIN KELLY ROWLAND		6295	+370	50,082
7	9	SAY IT RIGHT HELLY FURTADO		5814	+647	40,965
8	22	LIPS OF AN ANGEL HINDER		5738	+44	32,069
9	11	WALK AWAY (REMEMBER ME) MIA FARRA FEATURING THE RIZZY		5678	+461	39,329
10	25	FAIR AWAY NICKELBACK		4449	+323	27,567
11	16	WHAT GOES AROUND... JUSTIN TIMBERLAKE	MOST INCREASED PLAYS	4318	-816	31,095
12	12	IT'S YOUR TONIGHT THE ALL-AMERICAN SETS		4197	+356	26,144
13	16	MURPHY CHRISTINA AGUILERA		4181	-110	28,030
14	10	BREAK IT OFF RAY J		4090	+330	29,241
15	15	MEBEY BALEER LEONARD FEATURING PHARELL		3795	+4	24,716
16	24	TOO LITTLE TOO LATE JLO		3563	+24	22,488
17	21	WAITING ON THE WORLD TO CHANGE ZOE L		3381	+288	17,044
18	21	CALL ME WHEN YOU'RE SOBER EWANESCENCE		3113	-27	16,644
19	21	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	AIRPOWER	2993	+517	19,028
20	23	IT'S NOT OVER	AIRPOWER	2884	+580	17,046
21	23	SHORTIE LIKE MINE BOW WOLF FEATURING CHRIS BROWN & JOHNATHAN		2807	+360	20,787
22	14	SAY GOODBYE CHRIS BROWN		2313	+155	17,278
23	9	THROUGH GLASS STEVE NUBER		2241	+252	7,339
24	27	THIS Ain't A Scene, It's An Arms Race FALL OUT BOY		2198	+358	9,580
25	28	THE SWEET ESCAPE CHER STEPHAN FEATURING AKON	MOST ADDED	2176	+513	16,249
26	11	WHAT A REMINDER THE PUPPET ON CHAINS FEATURING TIMBALAND		1992	+68	12,746
27	8	HONESTLY CARTEL		1874	+121	8,277
28	7	UNAPPRECIATED CHERISH		1477	+103	6,169
29	11	COME BACK TO ME VANESSA HUDGENS		1406	+92	7,175
30	13	COME TO ME DIDDY FEATURING NICOLE SCHERZINGER		1270	+121	10,093
31	20	GREY UP CHINA FUTURE, CHAMBLER & HANG		1244	+105	10,246
32	2	RUNAWAY LOVE LEONARD FEATURING MARY BLAZE		1174	+419	6,694
33	4	KEEP HOLDING ON AVRIL LAVINE		1151	+223	7,364
34	17	SHADOW STOPPER DANNI KAYE		1117	+8	7,173
35	7	SUDDENLY I SEE KT TUNSTALL		1110	+30	3,828
36	4	HERE (IN YOUR ARMS) HELLO GOODBYE		1100	+250	8,026
37	6	U + UR HAND FIVE		926	-9	2,023
38	NEW	STREETWORKER SYMPHONY ROB THOMAS		825	+109	3,302
39	NEW	IF EVERYONE CARED		819	+163	3,101
40	18	ABOUT A BOY BROCK CAMARON FEATURING PAUL WALK		764	-9	4,543

MOST ADDED

ARTIST / LABEL
THIS SWEET ESCAPE
 CHER STEPHAN FEAT. AKON
 (INTERSCOPE) 39

ARTIST / LABEL
RUNAWAY LOVE
 Leonard Featur. Mary Blaz & Bizz
 (DTPROF JAMM/DIG) 31

IT'S NOT OVER
 Daughtry
 (REPUBLIC) 27

WHAT GOES AROUND...
 Justin Timberlake
 (JIVE/ZEMBA) 20

IF EVERYONE CARED
 Nickelback
 (ROADRIVER/AMA) 19

PROMISE
 Sean
 (LAFACE/ZEMBA) 14

MUST HAVE DONE SOMETHING RIGHT
 Rufus W. III
 (GOTHE/CAPTIV) 14

THIS Ain't A Scene, It's An Arms Race
 Fall Out Boy
 (FUELED BY RAMEN/MSL/DOLBY) 13

ADDED AT... WKSZ
 Green Day, WI
 PD: Dayton Kave
 AIRPOWER: Brian Davis
 Carrie Underwood, Before He Cheats, 15
 Soap Opera Play, It's That, 2
 Pat J. J., Minis B. B.
 Landon Pigg, The Sunshin, She's Like The Wind, 0
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NEW AND ACTIVE

TITLE / ARTIST	PLAYS / WEEK	TITLE / ARTIST	PLAYS / WEEK
TALK ME (Bobby Hill, Christian Aguilera)	678/77	WALK IT OUT (BIG COMPTON)	523/63
ROCKSTAR (Mickaelah)	603/57	FACE DOWN (The Real Josephth Apparition)	519/79
CUPID'S CHOKEHOLD (Cyan Chan Horse Post, Patrick Stump)	593/71	HOW TO TOUCH A GIRL (DA FAMILY/BLAC/CON/UNIVERSAL)	441/54
WE FLY HIGH (Jim James)	568/52	INTO THE OCEAN (Blue October)	433/55
BOSTON (Augie March)	548/95	SHE'S LIKE THE WIND (Lionel Richie)	424/95

MOST INCREASED PLAYS

+818	★	WHAT GOES AROUND... Justin Timberlake
+647	★	SAY IT RIGHT Helly Furtado
+580	★	IT'S NOT OVER Daughtry
+517	★	WELCOME TO THE BLACK PARADE My Chemical Romance
+513	★	THE SWEET ESCAPE Cher

FOR WEEK ENDING JANUARY 7, 2007
 LICENSES: See legend on charts for chart notation for rules and symbol explanations.
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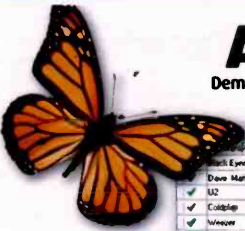


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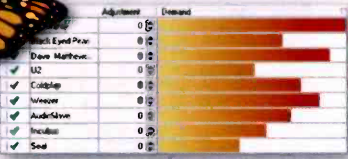
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Advantage Demand Balance Controls #1





Why KGGI/Riverside plays gold from the '70s and '80s and wins

Musically Unpredictable, Ratings Certified

Darnella Dunham
DDunham@RadioandRecords.com

In the shadow of radio's second-largest market, KGGI owns Riverside/San Bernardino, programming a music mix that includes a unique representation of titles from the '80s and '70s—even the '60s. A veritable cume machine, the 27-year-old Clear Channel station is akin to the Jack FM of rhythmic.

Driving from Los Angeles to Las Vegas last month, I had a chance to really listen to KGGI. No big surprises in the station's currents. As one who regularly monitors station playlists, KGGI's most-spun songs were definitely what I expected to hear. However, many of the gold songs—which included Al Green's 1971 hit "Let's Stay Together" and the Mary Jane Girls' "All Night Long" from 1983—really caught me off guard. In fact, some of the old-school R&B songs in rotation are older than some of KGGI's listeners.

Ranked first in 18-34, second in 12+ and top five in 25-54 in the summer Arbitron, it's obvious that KGGI gives listeners what they want, even if it means doing something few rhythmic stations do. With so many formats sharing music today, KGGI consistently beats its formidable in-market and out-of-market competitors. Digging deep in the crates is just one of several factors that not only ensures the heritage outlet's success but also keeps it distinctive.

While KGGI is undoubtedly current-based, some of the songs that aired when it launched in 1979 still pop up throughout the day. PIJ/afternoon personality Jesse Duran says the station has remained true to its original form during his 12-year tenure there. "We really haven't changed that much," Duran says. "The oldies that we're playing now, [former KGGI PIJ] Bob West was smart enough to put back in in the late '80s and early '90s. And the station played them originally back in the late '70s and early '80s."

As the demo ages, many rhythmic programs purge older library songs in favor of more contemporary ones. Not so at KGGI. "People say, 'Stay true to what you are,' and that's what we do. People know what this station is," Duran says. "Does it cost us some of the kids? Yeah, but when

it comes to our market, the kids like oldies."

Arbitron backs Duran's assertion. In the summer survey, the station was No. 1 with teens, with a 16.1 share.

"I was speaking at a middle school the other day, and one of the questions was, 'How come you guys play so much old music?' My immediate response to that was, 'How many of you in here like oldies?' Three-quarters of the hands went up in the air, so that's why.

"Not every kid loves oldies," Duran says. "But Hispanics love oldies, they grow up listening to them." The ethnic composition of Riverside/San Bernardino is 42% Hispanic and 9% African-American.

"And people that are core to our station like oldies," Duran continues. "We're a mass-appeal radio station, we appeal a little bit to everybody. There isn't anybody here that doesn't like some of the music that we play, and that's how we have the incredible cume that we have, and that's why we are almost like a Jack FM of the rhythmic top 40 market—people don't know what's coming up next. They know Akon's coming up next, but the oldies keep the Akons from sounding tired."

KGGI doesn't focus on one fragmented demographic. "How can you really target 18-34 Hispanics when an 18-year-old Hispanic's completely different than a 34-year-old Hispanic?" Duran asks. "Bottom line, if you just target one person, you're going to be narrowcasting, and we broadcast, and that's how we win. Of course, we're more Hispanic than anything else. We're more female than male, but we have a ton of males listening."

But is the primary tool for selecting library songs, which change monthly, if not weekly, at KGGI. "We haven't had an auditorium test the whole time since

'If you just target one person, you're going to be narrowcasting, and that's how we win.'



Duran

I became PIJ," Duran says. "It's just a matter of knowing the gold. I throw some records occasionally into our callout, and I'm constantly trying to look for an oldie that I think will test."

Rendered obsolete by most stations that played it regularly back in the day, freestyle music is "huge" at KGGI. "If I throw in Lisa Lisa's 'Can You Feel the Beat,' it's going to come back as high as Akon," Duran says.

Staying Ahead Of Competition

In discussing Riverside's proximity to the Los Angeles radio market, suggesting that L.A. stations "bleed" into the market is an understatement.

"I don't even want to say the word bleeding in—it's pounding in," Duran says. "We have eight stations playing a version of our music in the market now." Seven of those signals are from Los Angeles: CHR/top 40 KIIS, rhythmic KPWR (Power 106), urban AC KHHT (Hot 92 Jamz), Latin rhythm KXOL (Latino 96.3), urban KDAY, rhythmic AC KMVN (MOVIN 93.9) and urban AC KKBT, which rang in the new year as V100 (see the Urban column, page 29). In Riverside, KGGI competes directly with rhythmic KWIE (Wild 96.1). "I don't think there's any other radio station in the country that has to deal with that and certainly not one that's winning."

While an unpredictable gold menu helps KGGI sound different, it's only one ingredient in the station's market dominance. Duran says, "It's not just the music, it's the DJs that we have on. They're staples in the market: [night host] ODM; [midday man] Mike Medina; Jeff and Evelyn and 5-Cent, our morning show; KC our 'Love Zone' host—they've all been here with me since 2000, and they get it and they are program directors of their own show.

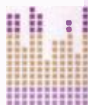
"We have everybody tuning in occasionally, there's something for everybody here, and I think that's what helps us," Duran concludes. "But more than anything, it's a formula that I'm not going to take any credit for inventing. I just like to say the people here, we've added to the legacy of what already existed."

Old Gold

KGGI's most-played gold songs last year include a significant number of titles from the '80s and earlier.

Plays	Artist	Title	Year
233	Hestwave	"Always and Forever"	1977
227	George Clinton	"Atomic Dog"	1983
178	Zapp	"More Bounce to the Ounce"	1980
175	Zapp	"Computer Love"	1986
159	Marvin Gaye	"Let's Get It On"	1973
137	Debbie Deb	"When I Hear Music"	1984
135	The Gap Band	"You Dropped a Bomb on Me"	1982
134	Lisa Lisa & Cult Jam	"I Wonder If I Take You Home"	1985
130	Nice & Wild	"Diamond Girl"	1986
128	Freestyle	"Don't Stop the Rock"	1985
125	Mary Jane Girls	"All Night Long"	1983
123	LL Cool J	"I Need Love"	1987
123	Al Green	"Let's Stay Together"	1971
121	Rosie & the Originals	"Angel Baby"	1961
121	G.Q.	"I Do Love You"	1979
121	The O'Jays	"Two Occasions"	1987
119	Beastie Boys	"Beastie Monkey"	1987
112	Beastie Boys	"Girls"	1986
111	Stevie B	"Spring Love"	1988
110	Rick James	"Fire and Desire"	1981

Source: Nielsen BDS



URBAN



The metamorphosis of V100 and its new urban AC quest

L.A.'s Changing Beat

Hillary Crosley

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After more than a decade and a half, the Beat pumps no more in Los Angeles. Once synonymous with hip-hop in radio's No. 1 revenue market, the final vestiges of KKBT disappeared on Dec. 29, 2006, when Radio One slapped a fresh coat of branding paint on the urban AC that has been building on the 100.3 frequency. ■ The station is now known as V100, with new call letters KRBV. GM Steve Candullo (who arrived in October from Westwood One) and PD Kevin Fleming (publisher of Urban Buzz) have their demographic turrets squarely trained on upper-demo women.

The metamorphosis occurs as part of a changing urban landscape in Los Angeles, where KIDAY briefly flirted with urban AC before reverting to a Game and Snoop Dogg-friendly playlist.

With a new airstaff in tow, KRBV's hard turn to the adult female demographic puts it in direct competition with a pair of established urban ACs: Taxi Productions' KJLH and Clear Channel's KHHT.

"The Beat and KIDAY both said at the same time they would go urban AC," KJLH PD/air personality Aundrea Russell said last year. "Then once they each found out about the other's plans, KIDAY decided to stay where it was, doing hip-hop."

Working with urban radio veteran Barry Mayo, Candullo calls the launch of V100 "the most exciting and challenging project we have ever worked on." After conducting extensive research and listening to the audience, Candullo says the station "is truly unique."

"The brand was associated with hip-hop too strongly," Fleming says of the change to V100. "It's nice to look back, but [the Beat] didn't meet our needs."

"When you have a brand as strong as the Beat, it had connotations for a lot of folks," Fleming continues. "And that's not who we are today. We're telling people that there's a new station



Fleming



KRBV Los Angeles
Music Monitor

4 p.m., Jan. 2

Muse Featuring

Francis Beverly, "While I'm Alone"

Janet Jackson, "That's the Way Love Goes"

Stevie Wonder,

"Master Blaster"

India.Arie, "There's Hope"

Rufus Featuring Chaka

Khan, "Do You Love

What You Feel"

Carl Thomas, "I Wish"

Natalie Cole, "Day

Dreaming"

Gap Band, "Yearning

for Your Love"

Luther Vandross,

"Take You Out"

Earth, Wind & Fire,

"Devotion"

Source: Nelson BDS

Meet The New V-Team

Cliff Winston (5 a.m.-9 a.m.)

After serving as PD and morning driver at crosstown KJLH, Winston moved to V100 to replace "The Tom Joyner Morning Show." With a strong community base, the station is banking on his local pull to win listeners from "The Steve Harvey Morning Show" (heard locally on KDAY) and "Big Boy's Neighborhood" (based at the market's KPWR).

Shirley Hayes (9 a.m.-noon)

The midday host arrives with on-air experience from smooth jazz WNUA/Chicago and XM Satellite Radio.

Michael Baisden (noon-4 p.m.)

The syndicated voice of "Love, Lust & Lies," Baisden brings the relationship drama his national audience craves.

John Monds (4 p.m.-8 p.m.)

Heard on the Beat in the '90s before hosting mornings at urban AC WHUR/Washington and afternoons at rhythmic AC WILW (Love-FM), Monds returns to steer V100 afternoons.

Myke Julius (8 p.m.-midnight)

Hailing from WVAZ/Chicago where he led down "The Quiet Storm" for five years, he continues with "Night Moods" on V100.

developed for their needs. [The brand change] was necessary because the Beat would immediately conjure up a certain idea, so the presentation of the new station was absolutely necessary."

Ultra-Competitive Market

From his perch in the market, Pollack Media president Tommy Hedges notes that V100 faces more than just in-format competition. "Even if you're looking at one format like urban AC, you've got three stations nibbling at it," Hedges says. "And then once you add in Latin and smooth jazz it becomes more difficult. You can't look at this market and ignore that you're sitting with about 40% Hispanic."

Hedges also points out that Los Angeles' urban AC outlets fiercely compete with CBS Radio's smooth jazz beacon, KTWV (the Wave), which recently replaced morning man Dave Koz with R&B singer Brian McKnight in a move expected to appeal to the same older female demo V100 pines for. KRBV will have to work hard to reintroduce itself and make a dent, Hedges says.

"Realistically, I'd say in one year we can expect to see some impact from V100," he says. "At this point, they need to break above the clutter. This market is complicated by the Hispanic percentage, as it impacts the urban world and nonethnic stations, especially when stations like [Spanish Broadcasting System Latin rhythm] KXOL are doing well."

V100 will target the female 25-54 demographic, hoping where the women go, men will follow.

"There are a number of promotional opportunities we're reviewing that are geared toward women, but not to the exclusion of men," Fleming says. Indeed, it appears it was the female audience Fleming felt had preconceived notions of what the Beat meant.

To make some noise about the launch, the station played 100 hours of commercial-free music and has been giving away \$100 every hour. It's also parceling out a 2007 Range Rover sport utility vehicle.

"The response has been overwhelmingly positive," Fleming says. "When we say we've designed a station especially for you, targeting women, they get really excited. And our advertisers have also been very receptive. Identity means a lot. People were wondering [what we were] with good reason."

After briefly experimenting with a music/talk hybrid, only one syndicated show is now playing in prime time on the 100.3 frequency: Michael Baisden's "Love, Lust & Lies" (see sidebar).

"We got Cliff Winston from KJLH and Shirley Hayes from Chicago," Fleming says. "John Monds and Myke Julius have a history in Los Angeles and aren't new to the marketplace. Anytime you can get a personality with local roots, it's great. Especially with Jay Michaels and Geoff Gill on weekends, they all have L.A. roots."

Upcoming promotions that Fleming is comfortable discussing include a "Sisters in the Spirit" concert and a Black College expo.

"Now we have to create our own history," Fleming says. "We had a lot of baggage with the Beat, and so now we're trying to eliminate the obstacles." ■

URBAN AC

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Main chart table with columns: TITLE, ARTIST, WEEKS, CERTIFICATION, INPRINT, PROMOTION LABEL, PLAYS, TW, CHANGE, AUDIENCE MILLIONS, RANK. Includes entries like 'CHANGE ME' by Ruben Studdard and 'I Call It Love' by Lionel Richie.

MOST ADDED

Table for 'MOST ADDED' with columns: TITLE, ARTIST / LABEL, NEW STATIONS, PLAYS / W. Includes entries like 'Sissy' by Musiq Soulchild and 'I Call It Love' by Lionel Richie.

NEW AND ACTIVE

Table for 'NEW AND ACTIVE' with columns: TITLE, ARTIST / LABEL, PLAYS / W, TITLE, ARTIST / LABEL, PLAYS / W. Includes entries like 'AND I AM TELLING YOU I'M NOT GOING' and 'I Wanna Love You'.

MOST INCREASED PLAYS

Table for 'MOST INCREASED PLAYS' with columns: PLAYS / W, TITLE, ARTIST / LABEL. Includes entries like '+274 IRREPLACEABLE' and '+236 USED TO BE MY GIRL'.

ADDED AT... WHUT Birmingham, AL PD: Lemp John. Robin Thicke, Lost Without U, 19 Musiq Soulchild, Sissy, 9.

FOR MORE STATIONS GO TO: www.RadioandRecords.com

FOR WEEK ENDING JANUARY 7, 2007. LEGEND: See legend to charts in chart's section for rules and symbol explanations.

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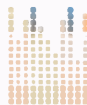
RAP			NIELSEN BCS CERTIFICATIONS REPORT / PROMOTION LABEL		PLAYS TW	A+	AUDIENCE MILLIONS	RANK
WEEK	TITLE	ARTIST						
1	19	WE FLY HIGH	REG. (11 WK)	DIPLO/ATLANTIC	7661	-323	71AA7	1
1	10	SHORTIE LIKE MINE		COLUMBIA	7330	-314	6A3T2	1
3	16	RUNAWAY LOVE	MOST INCREASED PLAYS	DTP/DJ JAM/OLMG	6154	-664	5Z672	3
5	12	THAT'S THAT		DODGYSTYLE/DEF JEFFERSON/INTERSCOPE	5615	-577	5028A	5
6	25	WALK IT OUT		BIG DADDY/ROCK	5525	-38	5Z672	4
7	14	MAKE IT RAIN		TEMBOR SQUAD/IMPERIAL/VEGON	4397	-311	4Z123	6
8	16	LET UP		CORPORATE THUGZ/DJ JAM/OLMG	4328	+157	3369T	7
8	24	MONEY IN THE BANK		IME/REPRISE/WARNER BROS.	3175	-5	24,777	9
9	25	MONEY MAKER		UTP/DJ JAM/OLMG	2994	-45	21,793	11
10	8	LOST ONE		ROCK-A-TELLAR/DJ JAM/OLMG	2888	-226	23,574	10
11	11	THROW SOME D'S		ZONE-A/INTERSCOPE	2653	+445	24,929	8
11	24	TOP BACK		GRAND MUSTELA/ATLANTIC	2381	-99	21,612	13
11	17	ZOOM		TRILAS/LAS/ATLANTIC	2329	+190	18,030	13
11	21	THE WAY I LIVE		TAKE FO'AM/UNIVERSAL REPUBLIC	2256	-173	12,408	16
11	27	STUNTYN' LIKE MY DADDY		CASH MONEY/UNIVERSAL MOTOWN	2134	-68	15,782	14
12	8	KING ISOM		MEASACOFFEN/INTERSCOPE	1669	+152	7,573	24
12	19	THIS IS WHY I'M HOT		CAPITOL	1663	-371	12,192	17
12	9	TILL ME		BAD BOY/ATLANTIC	1634	0	13,902	15
12	25	COME TO ME		BAD BOY/ATLANTIC	1267	-177	10,879	18
12	13	AY ONCO (LUNGIA AFUBIA)		FAMOUS ARTIST/VEVY	1252	-84	9,827	20
12	5	SET FIRE		BLOOMBOY/SONY/ATLANTIC	1190	+76	8,259	23
12	15	DEW JEANS		SLOF-A-LOT/CAPITOL	1091	-77	4,668	31
12	15	LET'S RIDE THE GAME		JEFFEN/INTERSCOPE	1072	-93	9,440	21
12	7	NEW THAT		SLOP-H-SLIDE/ATLANTIC	912	+63	5,105	29
12	9	ROCK YO HIPPS		IMP/REPRISE/WARNER BROS.	882	+84	6,909	27
12	14	SHOW ME WHAT YOU GOT		ROCK-A-TELLAR/DJ JAM/OLMG	806	-23	9,964	19
12	6	STUCK WITH YOU		LA ROX	762	+57	3,775	34
12	4	GO GETTA		CORPORATE THUGZ/DJ JAM/OLMG	723	-212	8,287	22
12	4	WOULDN'T GET FAR		JEFFEN/INTERSCOPE	618	+92	7,819	25
12	5	MAKE BIG MAD		DOPPA CITY/ROCK	535	+23	1,694	-
12	7	HIP HOP IS DEAD		DEF JAM/COLUMBIA/ATLANTIC	533	-28	4,051	32
12	15	RUBBERBAND BANKS		GRAND MUSTELA/ATLANTIC	524	-37	7,080	26
12	6	HA HA (THE YUMMY SONG)		ANASTARING	507	+92	-2,676	-
12	4	THE GAME BELONGS TO ME		JHW/ZOMBA	504	+35	2,416	-
12	11	RUC'S LIFE		IMP/INTERSCOPE	440	-58	2,771	-
12	2	ON YEAH (WORK)		IME/REPRISE/WARNER BROS.	402	+1	3,133	38
12	3	CAPRICORN BLUES		T-TRON/UNIVERSAL REPUBLIC	399	+75	2,491	-
NEW	3	CARTY FORGET ABOUT YOU		DEF JAM/COLUMBIA/ATLANTIC	350	+131	3,216	37
12	3	LISS		NASTY/VEVY	347	+12	1,726	-
12	4	RELAX & TAKE NOTES		BAD BOY/SOUTH/ATLANTIC	341	-25	1,312	-

FOR WEEK ENDING JANUARY 7, 2007

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HOOKS



Top consultants on tuning up your station for the spring book

Time For A Checkup

Kevin Peterson

KPeterson@RadioandRecords.com

After a month or more of Christmas music, the new year offers a unique opportunity to freshen up music rotations and station imaging and to reinforce programming goals with your staff. It's also a great time to start planning for the spring book. Three of radio's most successful consultants offer tips on how to give your station a fresh start in '07.

Goodratings Strategic Services partner John Frost believes the biggest challenge for Christian radio has more to do with mentality than music. "Ironically, in a format that is based upon believing and having a faith, the biggest challenge is getting people who are employed in Christian radio to believe they can have a good radio station, believe they can have a larger audience than the country station, believe their radio station can be interesting and compelling and believe they can impact their community for good far beyond what they've ever dreamed," Frost says. "Unfortunately, our industry is diseased with 'we're just the little Christian radio station' influenza."

Frost says programmers have only two perspectives to choose from: where the station has been and where it's heading. "When your station opens for the perspective of looking at the mountain-top, you can begin to see the potential. You begin to see that you're not just the little Christian radio station, but instead your station is about that

which your listeners believe in most, their faith, their families, their values, their legacy."

Once your mind-set is right, it's time to look at the mechanics of your radio station. Zapoleon Media Strategies founder/president Guy Zapoleon says winning stations create a compelling product with the three M's: music, mornings and marketing.

Beginning with music, Zapoleon says, "Make every quarter-hour a perfect slice of your musical universe. Texture music for tempo and style to serve your listener's moods and the expectation of your product."

Espousing the "tight wins" mantra, McVay Media founder/president Mike McVay suggests starting the new year by playing nothing but power category songs—power gold, power recurrents and power currents. "The rotations will be tight, but if you can weather the complaints of repetition that come from inside your building, you'll have a huge rating result," he says. "The



Frost



Zapoleon



McVay

listeners never complain about hearing their favorite songs too frequently. The only complaint you'll get will be from your own people."

McVay also suggests asking yourself the following questions: "Are your rotations on target for the TSL on your station? Do TSL trends on your station, market or in your competitive situation warrant any adjustments to your music rotations?"

To determine if your morning show is on target, Zapoleon offers another batch of questions. "Is the morning show the doorway to introduce all major benefits and events on the radio station? Do the morning show players understand their position in the market? Do they all have well-defined roles that they understand? Do they promote listener interaction through phone topics and contesting. Are there enough benchmark features? Is there enough flexibility for the show to jump on big events?"

If you can't answer those questions, McVay suggests getting away from the station for a day to listen like a listener. "What do you hear? Are there inconsistencies in the formats from shift to shift? Are your personalities truly speaking to the target listener or a miscalculated projection of the target? Are daily promos being produced for your morning show? Do they rotate evenly and do you vary where they air? Do this so that the audience is completely exposed to your morning show."

Strategic Promotions

Before planning a major promotion or contest for the spring book, McVay says "there needs to be a clear understanding of what you're trying to accomplish and what you expect as a result of presenting this contest." Cautioning against airing a contest "because we have to do one," he urges "tactical thinking" when mapping out promotions and marketing. "And don't forget to run any contest rules by the station's legal counsel."

Zapoleon poses his own set of prebook questions to programmers: "Have you addressed your quarterly Arbitron goals through external, database and event marketing? Do all marketing and promotional strategies contribute to the brand? Does your annual marketing/promotion plan leave room to seize key promotional opportunities?"

Ensure that your marketing budget adequately provides for tactical and strategic marketing, Zapoleon adds. Focus marketing on your key usage target, such as the workplace. And make sure you don't have too many messages on the station at one time to be effective. **EM**

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chris tomlin

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CASTING CROWNS

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WEEKS ON CHART	WEEK	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS TW	W/	AUDIENCE MILLIONS	RANK
1	26	MADE TO WORSHIP CHRIS TOMLIN	IND. (164 WKS)		1239	+159	4.531	1
2	17	WHAT IT MEANS JEREMY CAMP		REC/TOOTH & NAIL	1177	+184	3.755	3
3	25	SALVADOR SALVADOR		WORD-CLUB	1036	+132	3.841	2
4	15	HOLD FAST MERCYME		IND	977	+224	3.374	4
5	14	DOES ANYBODY HEAR HER CASTING CROWNS		MOST INCREASED PLAYS BEACH STREET/RAILROAD/PLG	943	+220	2.116	9
6	18	YOU ALONE ECHOING ANGELS		IND	834	+170	3.357	5
7	10	I WILL LIFT MY EYES BIBI NORMAN		ESSENTIAL/PLG	738	+110	2.142	8
8	19	BROUUGH BROUUGH		FERVENT/WORD-CLUB	670	+132	1.832	11
9	14	SHINE ON NEPTUNE/REATH		SPARK/PLA/EM/CLG	643	+128	2.385	6
10	10	YOUR NAME PHILIPS, CRAIG & DEAN		IND	585	+109	1.947	10
11	19	COME TO THE CROSS MICHAEL W. SMITH		RELINQU/PLG	549	+91	1.148	16
12	12	GIVE IT ALL AWAY ANDREW SHAUST		BRASH	461	+83	0.671	22
13	9	I BELIEVE BUD DRE-429		WORD-CLUB	455	+76	2.146	7
14	22	THE FACE OF LOVE SANTOS REAL		SPARK/EM/CLG	446	+78	1.188	14
15	17	WHEREVER WE GO NEWSBOYS		INPOP	443	+88	1.050	17
16	8	EVERLASTING GOD LINDSEY BROWNER		VERTICAL/INTEGRITY	441	+129	1.187	15
17	17	MADE TO LOVE TOBYKAT		AMPOWER FORN/PT/EM/CLG	375	+67	0.701	20
18	8	BIG BROUGH AYESHA WOODS		COYEE	348	+68	0.549	26
19	11	GRIFTER DECEMBERISTS		SLANTED/SPRING/HILL	338	+64	0.403	-
20	13	DEAD MAN (CARRY ME) JAYS OF CLAY		ESSENTIAL/PLG	281	+60	0.789	18
21	2	AWAKEN NATALE GRANT		CLUB	268	+96	0.517	29
22	6	STAND IN THE RAIN SUPERHERO		INPOP	245	+42	0.727	19
23	5	WHEN IT'S OVER ADE CAMP		REC/TOOTH & NAIL	229	+64	0.996	24
24	2	WHEREVER THE WIND BLOWS PILLAR		FUCKER/PLG	219	+42	1.286	13
25	2	WHEN YOU WERE HERE MADON HARRIS		IND	215	+70	0.483	-
26	NEW	BY HIS WOUNDS CLORY REVEL/DEAT. M. POWELL, M. HALL, S.C. CHAPMAN, B. LITTELL		RELINQU/PLG	206	+116	0.386	-
24	4	NOTHING BUT THE BLOOD THE SHEET		ROCKETOWN	201	+22	0.691	21
23	2	NO MORE NO LESS MERCYME		IND	200	+20	1.557	12
26	3	YES YOU HAVE LEIFLAND		ESSENTIAL/PLG	194	+26	0.456	-
26	2	THE BEAUTY OF GRACE KRYSTAL MEYERS		ESSENTIAL/PLG	191	+26	0.177	-

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
BY HIS WOUNDS Clory Revel/Pat. Mac Powell, Mark Hall, Shamus Curtis Chapman, Brian Litell (RELINQU/PLG)	8
SUPPLICANT Ade Camp	6
UNDO Rush Of Feet (MIDAS)	5
SUNRISE Nichole Nordeman (SPARK/EM/CLG)	4
EVERLASTING GOD Lindsay Browner (INTEGRITY)	4
AWAKEN Natale Grant (CLUB)	4
DEARLY LOVED Jimmy Headman (INPOP)	3
DOES ANYBODY HEAR HER Casting Crowns (BEACH STREET/RAILROAD/PLG)	3
SHINE Matt Redman (SIX/STEPS/SPARK/EM/CLG)	3

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
FOREVER/ANDEVER, ETC. David Crowder Band (SIX/STEPS/SPARK/EM/CLG)	179/30	SHOUT TO THE LORD Lindsay Browner (INTEGRITY)	127/6
LITTLE IS MUCH Dawkins (CENTRICITY)	168/47	UNDO Rush Of Feet (MIDAS)	119/107
THE BLESSING John Waller (BEACH STREET/RAILROAD/PLG)	132/33	EVERLASTING GOD Lindsay Browner (INTEGRITY)	108/5
WISH Brian Litell (RELINQU/PLG)	145/30	ME AND JESUS Sasha Kurt (WORD-CLUB)	103/27
OCEANS FROM THE RAIN Suzannah Day (BLACK SHOE)	132/19	FATHER, I ADORE YOU Matt Brown (WORD-CLUB)	102/12



RECURRENTS

TITLE ARTIST / PROMOTION LABEL	PLAYS TW	W/	PLAYS TW	W/
MOUNTAIN OF GOD THIRD DAY (ESSENTIAL/PLG)	800	689		
LET IT RISE BIG DADDY WEAVE (FERVENT/WORD-CLUB)	789	690		
MY SAVIOR MY GOD ANDREW SHAUST (BRASH)	787	686		
PLEASE YOU IN THIS STORM CASTING CROWNS (BEACH STREET/RAILROAD/PLG)	626	551		
HOW GREAT IS OUR GOD CHRIS TOMLIN (SIX/STEPS/SPARK/EM/CLG)	578	545		

TITLE ARTIST / PROMOTION LABEL	PLAYS TW	W/
ALL WHO ARE THIRSTY KULTLESS (REC/TOOTH & NAIL)	554	449
STRONG TOWER KULTLESS (REC/TOOTH & NAIL)	538	520
I AM MARI SCHALETZ (WORD-CLUB)	509	424
BROKEN & BEAUTIFUL MARI SCHALETZ (WORD-CLUB)	491	412
BLESSED BE YOUR NAME THEBAG (INPOP)	487	359

FOR WEEK ENDING JANUARY 7, 2007
 LEGEND: See legend to charts in chart's section for rules and symbol explanations.
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Kate Sallie
"HOLY SPIRIT"
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PUSHES THE CHRISTIAN
ROCK FRONT WITH
"TONIGHT"



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THRU WED	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	TW	W+
15			TONIGHT	JEREMY CAMP	BE/TOOTH & NAIL	1072	36	
20			STAND IN THE RAIN	SUPERHEROES	INPOP	1044	-43	
9			MADE TO LOVE	TOBYHAWK	FOREFRONT/CMC	1022	156	
15			DRIFTER	DECEMBERBAND	SLANTED/SPRING HILL	939	30	
16			THE BEAUTY OF GRACE	KRYSTAL MEYERS	ESSENTIAL/PLG	842	-21	
15			CUT	PLUMB	CLUB	814	24	
15			REBIRTHING	SKILLET	ARISE/WEARND	774	83	
11			SHINE ON	NEEDTOBREATHE	SPARROW/CMC	740	99	
18			WHEREVER WE GO	NEWSBOYS	INPOP	685	-165	
15			BIG ENOUGH	JAYSHAW WOODS	COTEE	682	28	
24			BREATHE YOU IN	THOUSAND FOOT KRUTCH	TOOTH & NAIL	670	-32	
7			EVERYTHING IS BEAUTIFUL	STARFIELD	SPARROW/CMC	646	88	
12			THE REAL	NEVERTHELESS	FLICKER/PLG	640	65	
8			CRASHING DOWN	MAT KEARNEY	INPOP	608	99	
4			HOLD ON	STELLAR KART	WORD/CLUB	504	130	
5			YES YOU HAVE	LELAND	ESSENTIAL/PLG	488	91	
6			THE SHOW	HANK NELSON	TOOTH & NAIL	488	64	
8			OH! GRAVITY	SWITCHFOOT	SPARROW/COLUMBIANA/BE/CMC	484	72	
10			WHEREVER THE WIND BLOWS	PILLAR	FLICKER/PLG	454	81	
3			FORGIVEN	RELIENT K	COTEE	431	150	
2			NO MORE NO LESS	MERCYME	INO	415	-65	
12			SONDRAY	THE AFTERS	SM/LEND	407	31	
5			HOW TO SAVE A LIFE	THE FRAY	EPIC	406	48	
8			SET ME FREE	CASTING CROWNS	BEACH STREET/RELINQU/PLG	398	44	
NEW			DON'T GIVE UP	SACRED REAL	SPARROW/CMC	346	127	
4			GIVE IT ALL AWAY	AARON SHAUST	INPOP	286	5	
NEW			FOREVER/AND EVER, ETC.	DAVID CROWN/N BAND	SIXTEPS/SPARROW/BE/CMC	279	6	
NEW			GIVE ME AMAZING GRACE	JACOB HAYNES	WORD/CLUB	260	15	
20			YOU DECIDE	FIRELIGHT	FLICKER/PLG	234	-59	
10			WHEN IT'S OVER	ADE CAMP	BE/TOOTH & NAIL	230	11	

THRU WED	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	TW	W+
11			ALREADY OVER	RED	ESSENTIAL/PLG	383	24	
34			SOMETHING WE CAN'T BE	PROJECT 86	TOOTH & NAIL	336	5	
10			THE SHOW	HANK NELSON	TOOTH & NAIL	329	20	
11			TONIGHT	JEREMY CAMP	BE/TOOTH & NAIL	318	27	
16			NEED TO CHANGE	OSCAR	SM/LEND	294	-12	
8			WAITING	FIRELIGHT	FLICKER/PLG	275	21	
9			GOING IN BLIND	POLO	WORD/CLUB	262	44	
9			OH! GRAVITY	SWITCHFOOT	SPARROW/COLUMBIANA/BE/CMC	262	34	
10			I'LL FOREVER SING	RUN KID RUN	TOOTH & NAIL	261	19	
20			EVERYTHING	PILLAR	FLICKER/PLG	251	-36	
4			SEARCHLIGHTS	FALLING UP	BE/TOOTH & NAIL	250	77	
15			GRAVITY	THE FOLD	TOOTH & NAIL	241	-41	
7			LOVE	ONE OF THE	ESSENTIAL/PLG	232	12	
3			MIDDLE OF IT ALL	MARK ORBE	WH/PLASH	219	38	
4			FORGIVEN	RELIENT K	COTEE	211	52	
18			ACTIVATE	STELLAR KART	WORD/CLUB	201	-86	
19			REBIRTHING	SKILLET	ARISE/WEARND	198	-37	
17			BREAK FREE	DECEMBERBAND	SM/LEND	188	-139	
11			YOUR OWLS ARE HOOTING	SAWYER	TOOTH & NAIL	179	-5	
4			MORNING AIR	WEDDING	BRAVE NEW WORLD	175	14	
5			THE FIGHT	CLASSIC CRIME	SLANTED/SPRING HILL	173	35	
7			DAZEBUNDANT	DECEMBERBAND	SLANTED/SPRING HILL	167	3	
NEW			LIVE LIKE WE'RE ALIVE	NEVERTHELESS	FLICKER/PLG	160	100	
2			NOSTALGIATOPIA	ELEVENTYSEVEN	FLICKER/PLG	156	44	
NEW			HOLE REMODELING	MURPHY	BE/TOOTH & NAIL	153	62	
8			SONDRAY	THE AFTERS	SM/LEND	151	2	
9			BREAK ME	SEVENTH DAY SLUMBER	BE/TOOTH & NAIL	142	-50	
NEW			MADE TO LOVE	TOBYHAWK	FOREFRONT/CMC	123	36	
NEW			EVERYTHING IS BEAUTIFUL	STARFIELD	SPARROW/CMC	120	18	
3			SLEEPWALKERS	SPURGE	INDEVELOPABLE CREATIVE GROUP	117	-25	

THRU WED	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	TW	W+
13			GLORY	SELAH	CLUB	306	125	
14			BEFORE THE DAY	INTEGRITY	INTEGRITY	287	109	
13			I WILL LIFT MY EYES	BEBO NORMAN	ESSENTIAL/PLG	275	131	
20			MADE TO WORSHIP	CHRIS TOMLIN	SIXTEPS/SPARROW/CMC	275	122	
10			DOES ANYBODY HEAR ME	CASTING CROWNS	BEACH STREET/RELINQU/PLG	268	158	
21			BROKEN & BEAUTIFUL	MARK SCHULTZ	WORD/CLUB	266	90	
14			OUR GOD REIGNS	BRANDEN HEATH	RELINQU/PLG	256	99	
6			HOLD FAST	MERCYME	INO	227	128	
16			HEAR OUR SONG	JACOB I. AYIK	BE/TOOTH & NAIL	222	81	
7			EVERLASTING GOD	BRENTON BROWN	SURVIVOR/SPARROW/BE/CMC	199	123	

THRU WED	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	TW	W+
20			SHINE	SALVADOR	WORD/CLUB	176	62	
4			WHEN YOU WERE HERE	MARK HARRIS	INO	175	92	
15			SING OVER ME	BETHANY DILLON WITH NICOLE HORDTMAN	SPARROW/CMC	173	50	
36			HEAR US FROM HEAVEN	JARED ANDERSON	INTEGRITY	166	68	
15			YOUR NAME	PHILLIPS, CMC & BEAN	INO	159	65	
8			COME TO THE CROSS	MICHAEL R. SMITH	RELINQU/PLG	156	41	
7			KING OF MY SOUL	CARL CARTER	SPRING HILL	149	73	
NEW			IN CHRIST ALONE	AMALON	SPARROW/CMC	143	98	
17			MAKE MY LIFE A PRAYER TO YOU	KATHY THROCKEL	KT/RELINQU/PLG	132	38	
20			WISH	BRANLITTRELL	RELINQU/PLG	123	52	

FOR WEEK ENDING JANUARY 7, 2007

Stellar Kart "Hold On"

15 CHR +130 Spins

Already spinning on
 WORQ WBYO WONU WYSZ WAYM WNAZ KWOF KFFR AIR-1
 WHMX WSCF WCLQ WPRJ KADI KJTH KNMI KOUV KLFF

For more info contact: CHR: james.riley@wbr.com ©2007 Word Entertainment, LLC. A Warner/Curb Company.



► PHILLIPS, CRAIG & DEAN
RANKED #1 IN THE CHRISTIAN AC
AT #14 IN OUR NAME

CHRISTIAN REPORTERS

CHRISTIAN AC

MD: Jennifer Paige
WLAB/Flt., WYNN, IN
 PD: Don Buetner
 PD/MD: Gary Hill
WFSH/Atlanta, GA*
 PD: Kevin Avery
 MD: Mike Stoudt
WYFF/Atlanta, GA*
 PD/MD: Don Schaeffer
WAFB/Augusta, GA
 PD: Steve Swanson
WJXC/Birmingham, AL*
 APD/MD: Ronnie Bruce
KTSY/Baltimore, MD
 PD/MD: Jerry Woods
 APD: Travis Cuhler
WCVN/Bowling Green, KY
 PD: Dale McCubbins
 MD: Whitney Yule
WAYR/Brunswick, GA
 PD: Bart Wagner
WRMG/Charlotte*
 PD: Dwayne Harrison
WDBX/Chattanooga, TN*
 OM/MD: Jason McKay
 APD/MD: Justin Wade
WAKW/Chattanooga, OH*
 PD: Rob Lewis
 MD: Daryl Pierce
WFHM/Cleveland, OH*
 MD: Josh Booth
KGTS/College Place, WA
 PD: Elizabeth Nelson
KBCD/Colorado Springs, CO*
 PD: Bret Stevens
 MD: Jack Hamilton
KCVO/Columbia, MO
 OM/MD: James McDermott
WMBK/Columbia, SC*
 APD: Steve Sunshine
WCVQ/Columbus, OH*
 OM/MD: Tate Luck
 APD/MD: Mike Russell
KBNL/Corpus Christi, TX*
 PD: Joe Fahf
KLTY/Dallas, TX*
 PD: Chuck Ferry
 APD/MD: Michael Prendergast
WRUZ/Detroit, MI*
 PD: Miranda Bekker
 APD: Randy Miles
 MD: Jon Culbert
WVBB/Eau Claire, WI
 OM: Paul Anthony
 PD/MD: Greg Steward
WCTE/ Erie, PA
 OM: Ronald Raymond
 PD/MD: Adam Fries
KUPE/Eugene, OR
 OM/MD: Jeff McMathon
 MD: Paul Hernandez
KYTT/Eugene, OR
 PD/MD: Rick Stevens
KLRC/Fayetteville, AR
 PD/MD: Mark Michaels
WCLM/Fayetteville, NC
 OM: Dan DeBruler
 PD: Jim Morgan
 APD: Synd Long
 MD: Steve Turkey
KGCB/Flagstaff, AZ
 OM: Brian Letendre
 PD/MD: Mike Medina
WPFR/Fredricksburg, VA
 PD: Frankie Morea
 APD: Eric Summers
KZKZ/Ft. Smith, AR
 OM/MD: Dave Butts
WPSM/Ft. Walton Beach, FL
 PD: Terry Thorne

KLVA/Phoenix, AZ*
WMSJ/Portland, ME*
 PD: Paula K.
 APD: Joe Polek
KFIS/Portland, OR*
 PD: Dave Arthur
 MD: Kai Taylor
KSIL/Rapid City, SD
 OM: Tom Schoenstedt
 PD: Jon Anderson
 MD: Jennifer Walker
KSGN/Riverside, CA*
 PD/MD: Bryan O'Neal
WPAW/Roseville, VA*
 OM/MD: Jackie Howard
WRCC/Rochester, NY*
 PD: Mark Shuttleworth
 MD: Kelly McKay
WOFL/Rochford, IL
 OM: Ralph Trintadue
 PD/MD: Rick Hall
KKFS/Sacramento, CA*
 PD: Laurie Larson
 APD/MD: Mark Standriff
New Life Media Network/Satellite
 PD/MD: Joe Buchanan
Sixes Spirit 66/Satellite
 PD/MD: Doug Hannah
XM The Message/Satellite
 PD: Jon Zellner
KCMS/Seattle, WA*
 PD: Scott Valentine
 MD: Sarah Taylor
WFRN/South Bend, IN
 PD: Jim Carter
 MD: Doug Moore
WHPZ/South Bend, IN
 PD/MD: Tom Scott
KTSL/Spokane, WA*
 PD/MD: Beau Tyler
KWNO/Springfield, MO*
 PD/MD: Jeremy Morris
KKJM/St. Cloud, MN
 OM/MD: Diana Madison
KQDR/St. Louis, MO*
 OM: Sarah Brown
 PD/MD: Greg Lassidy
WLJN/Tampa, FL*
 PD: Carmen Brown
 MD: Jeff MacFarlane
KJTV/Tapeha, KS
 OM/MD: Rita C. Adams
KKDM/Tulsa, OK*
 OM: Steve Hunter
 PD: Chris Kelly
 APD: Dale Christopher
KKDL/Tulsa, OK*
 PD: Bob Thornton
 APD: Dave Gordon
WGTS/Washington, DC*
 OM: Ty McFarland
 PD: Becky Wilson Algrany
 APD: Brennan Winship
 MD: Rob Conway
WGRC/Williamsport, PA
 PD/MD: Larry Weidman
WXHL/Wilmington, DE
 OM/MD: Sal April
 PD/MD: Dave Kirby
CHRISTIAN ROCK
KGKZ/Abilene, TX
KLTY/Abilene, NM
 PD: Matt Gentry
 MD: Joey Bohive
WCVK/Bowling Green, KY
 PD: Dale McCubbins
 MD: Whitney Yule

WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS
12	BOYS ANYBODY HEAR HER CASTING CROWNS		BEACH STREET RECORDS/INFLG	1001 379
13	WHAT IT MEANS JEREMY CAMP		BE/TD/TH & M&L	940 236
15	HOLD FAST WHERIE		INQ	931 291
24	MADE TO WORSHIP CHRIS TOMLIN		SIXSTEPS/SANBROW/INFLG	887 191
16	BROUGHT BALDOREO		FERVENT/WORD CLUBB	821 198
15	I WILL LIFT MY EYES BERO NORMAN		ESSENTIAL/PLG	740 121
11	GIVE IT ALL AWAY AARON SHUST		BRASH	725 246
21	LET IT BEE BE DADDY WEATY		FERVENT/WORD CLUBB	713 161
18	YOUR NAME PHILLIPS, CRAIG & DEAN		INQ	610 170
17	YOU ALONE EDENGE ANGELS		INQ	609 166
16	COME TO THE CROSS MICHAEL W. SMITH		RELINQU/PLG	608 76
9	AMERICAN MADEALE GRANT		CLUBB	565 258
16	NOTHING BUT THE BLOOD SHWY		ROCKE TOWN	558 132
23	SHINE SALVADOR		WORD CLUBB	526 73
17	WHEREVER WE GO NEWSBOYS		INPOP	512 -11
9	BIG BROTHER AYRESHA WOODS		LOTTEP	501 93
10	ALL WHO ARE THIRSTY KYLEUS		BE/TD/TH & M&L	452 133
15	STAND IN THE RAIN SUPERHERO		INQ	432 148
13	YES YOU HAVE LEE LAD		ESSENTIAL/PLG	379 120
11	DRIFTER DECEMBER 20		SLAUGHTER/SPRING HILL	352 93
6	LITTLE IS MUCH DOWNHERE		CENTRICITY	347 149
8	I BELIEVE BUILDING 429		WORD CLUBB	345 106
16	BECAUSE OF YOUR LOVE PAUL BALDICE		INTEGRITY	324 51
6	SHINE ON MEETUORICATHA		SPARKWORTH/CAC	321 49
6	FOREVER/ANDREWER, ETC. DAVID CROUHER BAND		SIXSTEPS/SANBROW/INFLG	291 71
2	WISH YOU WERE HERE MARK HANUS		INQ	276 77
2	MADE TO LOVE TONYMAC		FOREFRONT/INFLG	275 87
3	THE BEAUTY OF GRACE KRISTAL MEYERS		ESSENTIAL/PLG	275 64
NEW	EVERLASTING GOD LINCOLN BREWSTER		INTEGRITY	270 130
2	WISH BRYAN LITTELL		RELINQU/PLG	231 63

FOR WEEK ENDING JANUARY 7, 2007

WVOP/Brigspart, CT
 PD/MD: Bob Feberg
WVCW/Brownsville, NY
 PD: Peter Bellotti
 MD: Reina Tembarri
WUFM/Columbus, OH*
 PD/MD: Niko Canty
KBNL/Corpus Christi, TX
 PD: Aaron Daniels
KYRQ/Dallas, TX
 PD: Chris Goodwin
 MD: Dru Mitchell
WSHL/Flint, MI
 MD: Brian Goodman
WORO/Green Bay, WI*
 OM/MD: Jim Rader
WBEJ/Greensboro, NC
 PD/MD: Wally Decker
 APD: Darren Stevens
WJTL/Lancaster, PA
 PD: John Shirk
 MD: Phil Smith
KBZJ/Lancaster, NE
 PD: Ron Drury
WDMJ/Marion, IL
 MD: Tom Schroeder
WMBL/Miami, FL
 PD: Rob Robbins
 MD: Kelly Downing
WMLZ/Merfeld, VA*
 OM/MD: JP Morgan
 APD: Anne Werbelby
WTRR/Rochester, NY
 PD/MD: Sammie Palermo
 APD: Craig "Zepp" Blake
WRJL/Saginaw, MI
 OM: Gary Bush
 PD/MD: Aaron Dizer
WJVS/Sarasota, FL
 MD: Michelle Telone
Effect Radio Network/Satellite
 PD/MD: Brian Harman
 APD: Amanda Harman
FireScope/Satellite
 PD/MD: Joe Hayes
Positive Rock Show/Satellite
 PD/MD: Josh Booth
Real Letter Rock 20/Satellite
 PD: Cody Christopher
 MD: Reed Johnson
Sixes Revolution/Satellite
 OM: Scott Lindy
 PD: Tony Wee
The Sound Of Light/Satellite
 PD: Dru Mitchell
Whip of Cards/Satellite
 OM/MD: Matt Rhodes
KJLC/St. Louis, MO
 MD: Dave Meriel
KVMC/St. Louis, MO
 MD: Dave Meriel
WBYM/Tampa, FL*
 PD: Johnny Vincent
 MD: Olivia Paff
WYDZ/Tulsa, OK*
 PD/MD: Jeff Howe
 APD: Craig Magrum
KCBZ/Tulsa, OK
 OM: Bob Thornton
 PD: Scott Herold
WGLD/Wausau, WI
 PD/MD: Matt Deare
INSPO
WNET/Ashville, NC
 PD: Tom Greene
 OM: Joe Hill
WMBH/Chicago, IL*
 OM: John Hayden
 PD: Collin Lambert
 MD: Steve Hiller
KCBZ/Tulsa, TX*
 PD/MD: John McLean
WCDR/Denton, OH
 OM: Keith Harner
 PD/MD: Eric Johnson
WOKI/Denver, NY
 PD: John Owens
 MD: Bruce Barrows
WVFR/Flint, MI
 PD: Brian Smith
 MD: Elyn Dawey
KULR/Phoenix, AZ
 PD: Faron Eckelberger
KLVV/Penca City, OK
 PD/MD: Tony Wee
 APD: Jeremy Loas
WGLV/Rochford, IL
 OM: Ron Tintor
 PD: Corey Nese
 MD: Charnel Jacobs
WUGN/Saginaw, MI*
 PD/MD: Peter Brooks
KCRN/San Angelo, TX
 PD/MD: Mark Mohr
 APD: Steve Hayes
Skyline Radio Network/Satellite
 OM: Bruce Hanson
 PD: Neil Swern
 APD: Paul Prevault
 MD: Dan Wynn
KCBZ/St. Cloud, MN
 PD: Jim Park
 MD: Chuck Heuberger
KYCC/Stockton, CA*
 PD: Scott Meares
 MD: Marina Tahod
WOLW/Tucson, AZ, MI
 PD/MD: Patrick Greene
KFLT/Tucson, AZ
 OM: Joe Hill
 PD: Loran Burnstead
 MD: Bill Rogers
WAFR/Tulsa, MS
 OM: Marvin Sanders
 PD: Rick Robertson
 APD: Steve Shawbutt
 MD: Jim Starley
WGMV/Wausau, WI
 MD: Todd Christopher

* Monitored Reporters



Moving cheese, P&L and a belief system

A Real Fine Place To Start

R.J. Curtis

RCurtis@RadioandRecords.com

deeper in a storage locker on the outskirts of Los Angeles—surrounded by forgotten personal memorabilia much like Charles Foster Kane’s “Rosebud”—is my first aircheck. It’s forgettable. Actually, so was the rest of my on-air career, which is basically how I ended up in programming. More on that in a minute. ■ I know most of you who see this space every week, and I promise today’s the last time I’ll bore you with “me-centric” information. After today it’s all about, as Toby Keith ironically repeats nine consecutive times in “I Wanna Talk About Me,” you. Your challenges, triumphs, tragedies, aspirations and this format we love so much.

I’m hoping this first column goes better than my on-air debut a thousand years ago. If this were my first day at a new station, I’d know what to do. Show me the control room and the men’s room and I’m good to go...uh, to work, that is.

R&R country editor? No clue. Which is precisely why I decided to try it after 26 years in country radio. Landing in this format, then programming it for 19 years were unlikely destinations for me. I had early aspirations to become a radio star on the defining station of my youth, KMET/Los Angeles.

Instead, I wound up doing country radio across the street at KZLA. The first country song I ever listened to from start to finish was the one I played my first night on the air. Only 24 when then-KZLA PD Bill Mayne told me I had absolutely no future as an air personality, he appointed me MD, saying I displayed “some” potential in programming. My first PD job was at legendary KNIX/Phoenix, where for six years [general program manager] Larry Daniels affectionately referred to me as his “project.”

Wasting corporate in my shirt and tie, the staff looked at me cynically during my first jock meeting after returning to KZLA for the third time in 2000. I said, “Folks, I don’t know how I got here either. I tried radio to score free records. I guess the most curious jocks with no apparent life end up wearing a tie, conducting the meeting.”

And so coming to R&R is indeed unlikely, yet consistent with the long and winding road that

has been my career. I may not be the division winner, but I’d certainly make the “Moving Cheese” playoffs. The KZLA scorecard alone reads three stints, four PDs, six GMs and six owners in five buildings. In addition to cheese, I’ve moved a family, toggling from Los Angeles to Phoenix to Los Angeles to San Antonio and back to Los Angeles again.

Passion As A Gateway

Remember a minute ago when I referred to “this format we love so much”? I know that sounds like a clichéd kumbaya moment, but I don’t think it can be understated. I don’t mean Tom-Cruise-jumping-on-a-couch kind of love. No, it’s more like a Paul Newman-Jeanne Woodward kind of love or the Tim-and-Faith kind. Perhaps even a Jack Twist-Emmis Del Mar love—OK, probably not that kind.

My point is this: Given the challenging environment we face in 2007, this format—hell, this industry—requires people who genuinely love what they do. Just as author Jim Collins says, “Good is the enemy of great,” I think

‘I defy anybody reading this to tell me that when you’re in a social setting—not an industry one, but outside of work—and someone asks what you do for a living, you aren’t automatically the one with the coolest job.’

passion is the enemy of love and sadly has been reduced to a tired buzzword, its true meaning, which by the way is defined in my New World Dictionary as “extreme compelling emotion,” cheapened. For 2007, I think passion is fine but simply not enough of a commitment. From now on I’d like to think of passion as a gateway emotion to the L-word, or as Radney Foster wrote, “A Real Fine Place to Start.”

This business can reposition creative and positive people into cynical ones. I defy anybody reading this to tell me that when you’re in a social setting—not an industry one, but outside of work—and someone asks what you do for a living, you aren’t automatically the one with the coolest job. The only possible exception would be having an astronaut in the same room.

I believe in this format. I believe in CRS, ACM, CMA, XM and HD, though the latter two aren’t quite there yet. I believe the Portable People Meter will reinvent programming. I believe in Haggard over Dylan. I believe in college football, pro basketball, playoff hockey and Dodger baseball. I believe the glass is half full and in returning calls within 24 hours—e-mail in the same day. I believe in single malt scotch, Spidey, “Family Guy” and nonfiction. I believe in seeking mentors when you’re young then becoming one. I believe in aisle, not window seats. I believe American Revolution history is more fascinating than the Civil War, and Thanksgiving means more than Christmas. I don’t believe Oswald acted alone, I do believe in reporting adds. I believe bowling and golf are sports and a Milky Way tastes better frozen. I saw the Chicks’ movie “Shut Up and Sing” and wish they would. I believe in writing personal mission statements and in being an advocate for radio, records and anybody involved in the country music community. I believe 2007 will be challenging and exasperating, but ultimately fulfilling and successful.

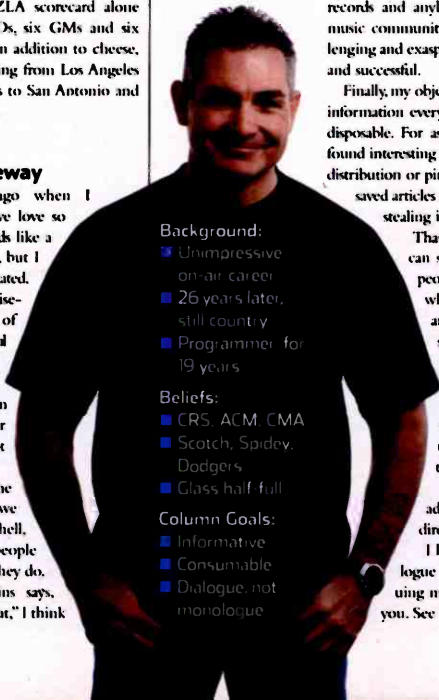
Finally, my objective for this space is to provide information every week that is consumable, not disposable. For as long as I’ve read R&R, I’ve found interesting and educational stuff worthy of distribution or pinning up in the control room. I saved articles as a resource for coaching jocks, stealing ideas or becoming a better PD.

That said, I don’t believe this column can survive without input from the people who read it. I love stations where listeners do the endorsing and promoting. This column should be of, by and for the people who make country music the most programmed format in America, and those who provide music and real-life stories that are meaningful and relevant to listeners and consumers.

Feel free to e-mail me at the address above or to call my direct line: 310-788-1661.

I look forward to creating a dialogue with some of you and continuing my relationship with the rest of you. See you next week. **AR**

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Background:

- Unimpressive on-air career
- 26 years later, still country
- Programmer for 19 years

Beliefs:

- CRS, ACM, CMA
- Scotch, Spidey, Dodgers
- Glass half full

Column Goals:

- Informative
- Consumable
- Dialogue, not monologue

The **EXPLOSIVE** new single from

EMERSON DRIVE

moments

Already: R&R **41** BREAKER! MB 37*

MOST ADDED AGAIN THIS WEEK

Sirus, XM, Jones Satellite Radio, KYGO, KEEY, WCOL, WBCT, WCKT, WKKT,
WQYK, KFRG, KCCY, KHKI, KIIM, KQFC, WCTO, WKDF, WNKT, WCTY, WCAT,
WILQ, WWFG, WXTA, WBWN, WCEN, WFYR, WKDQ, WQRB, WBBN, KAFF,
KHKX, KBUL, KRWQ, KSNI, KUBB, KUAD, KYKR, WACO, WTCM

M
Montage
Music

MNR
MIDAS



COUNTRY

COUNTRY MONITORED REPORTERS

STATION	REPORTER	STATION	REPORTER	STATION	REPORTER	STATION	REPORTER																																
WGNA/Albany, NY OM: Jack O'Brien MD: Ed Enley	KJLV/Dallas, TX OM: Steve Gandy MD: Eddie Hurdell	WAMZ/Louisville, KY OM: Coyote Callahan MD: Night Train Lane	WBBE/Rochester, NY MD: Billy Kidd MD: Wesley News	WGMA/Asheville, NC OM: Paul May MD: Tom Jones APD/MD: Jeff Jay	WYQC/Detroit, MI OM: Tom Roberts APD/MD: Ron Chatham	WVOM/Albany, NY OM: Mark Gorman MD: Mark Gorman	KMCI/Sacramento, CA OM: Pam Evans APD: Greg Cole	KRST/Asheville, NC OM/MD: Eddie Hurdell MD: Paul Bailey	KHEY/El Paso, TX MD: Steve Gandy MD: Marty Austin	KTEX/McAllen, TX OM: Billy Santiago MD: Julio Lerda APD: Frankie Dee MD: Patches	WVCO/Savannah, GA OM: Mike Stout APD: Kevin Proffitt MD: John Richards	WCTD/Asheville, PA OM/MD: Shelly Easton MD: Jerry Pladden	WFBE/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT OM: Debbie Lupton	KSOP/Salt Lake City, UT MD: Pat Garrett	WVSA/Asheville, NC OM/MD: Jeff Davis APD/MD: Brian Harfield	KSAS/Fresno, CA MD: Steve Pecher MD: Judy Jo Meek	WVSE/Miami, FL MD: Steve Pecher APD: Billy Brown MD: Darlene Evans	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Shelly Easton MD: Jerry Pladden	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT MD: Debbie Lupton	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Jeff Davis APD/MD: Brian Harfield	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVSE/Miami, FL MD: Steve Pecher APD: Billy Brown MD: Darlene Evans	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Shelly Easton MD: Jerry Pladden	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT MD: Debbie Lupton	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Jeff Davis APD/MD: Brian Harfield	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVSE/Miami, FL MD: Steve Pecher APD: Billy Brown MD: Darlene Evans	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Shelly Easton MD: Jerry Pladden	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT MD: Debbie Lupton	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou
KRST/Asheville, NC OM/MD: Eddie Hurdell MD: Paul Bailey	KHEY/El Paso, TX MD: Steve Gandy MD: Marty Austin	KTEX/McAllen, TX OM: Billy Santiago MD: Julio Lerda APD: Frankie Dee MD: Patches	WVCO/Savannah, GA OM: Mike Stout APD: Kevin Proffitt MD: John Richards	WCTD/Asheville, PA OM/MD: Shelly Easton MD: Jerry Pladden	WFBE/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT OM: Debbie Lupton	KSOP/Salt Lake City, UT MD: Pat Garrett	WVSA/Asheville, NC OM/MD: Jeff Davis APD/MD: Brian Harfield	KSAS/Fresno, CA MD: Steve Pecher MD: Judy Jo Meek	WVSE/Miami, FL MD: Steve Pecher APD: Billy Brown MD: Darlene Evans	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Shelly Easton MD: Jerry Pladden	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT MD: Debbie Lupton	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Jeff Davis APD/MD: Brian Harfield	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVSE/Miami, FL MD: Steve Pecher APD: Billy Brown MD: Darlene Evans	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Shelly Easton MD: Jerry Pladden	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT MD: Debbie Lupton	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Jeff Davis APD/MD: Brian Harfield	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVSE/Miami, FL MD: Steve Pecher APD: Billy Brown MD: Darlene Evans	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou	WVSA/Asheville, NC OM/MD: Shelly Easton MD: Jerry Pladden	WVFA/Flint, MI MD: Loyette Collins APD/MD: Dave Geromino	WVOD/Salt Lake City, UT MD: Debbie Lupton	KAMA/San Antonio, TX OM: George King MD: Clayton Allen MD: Kartus Lou								
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WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	TOTAL AUD.
17	SHE'S EVERYTHING	BRAD PASKLEY	ARISTA NASHVILLE	3997	146
17	WATCHING YOU	ROBBY ATRAMS	UMG	3911	245
13	IT JUST COMES NATURAL	GEORGE STRAIT	MEA NASHVILLE	3800	302
27	TIM MCGRAW	TAYLOR SWIFT	BIG MACHINE	2997	210
16	LADIES LOVE COUNTRY BOYS	TRACE ADKINS	CAPTROL NASHVILLE	2855	329
18	MY WISH	NASCAL FLATS	LYRIC STREET	2812	-476
22	WANT TO SUGARLAND	MERLEBY	2767	-857	
17	LITTLE BIT OF LIFE	CAMIE MCCOLL	BROKEN BOW	2716	2625
9	ALYSSA LIES	JASON MICHAEL CARROLL	ARISTA NASHVILLE	2709	356
29	ONE WING IN THE FIRE	TRENT TOLSONSON	LYRIC STREET	2700	18
15	MY, OH MY	THE WRECKERS	MAVERICK/WARNER BROS./WGN	2652	319
5	STUPID BOY	KETH LUBIAN	CAPTROL NASHVILLE	2583	460
6	ANYWAY	MARTHA McBURNE	ICA	2402	387
21	ILL WAIT FOR YOU	JOE NICHELIS	UNIVERSAL SOUND	2341	278
12	808 HIGH HILLS	BLAKE HICKLER	UMA	1847	205
10	I JUST CAME BACK FROM A WAR	DARRYL WORLEY	901 MUSIC	1831	205
7	HILLBILLY DELUXE	BROOKS & DUNN	ARISTA NASHVILLE	1776	223
15	YOU'LL ALWAYS BE MY BABY	BRANDY LEMMONS	ICA	1606	187
20	BEFORE HE CHEATS	CAMIE UNDERWOOD	ARISTA/ARISTA NASHVILLE	1648	-275
7	A PEARL LIKE THAT	CARY ALLAN	MEA NASHVILLE	1615	228
13	GOOD AS GONE	LITTLE BIG TOWN	EQUITY	1615	197
23	THE WOMAN IN MY LIFE	PAUL VESSAR	ARISTA NASHVILLE	1582	104
5	LONG TRIP ALONG	DEREK BENTLEY	CAPTROL NASHVILLE	1579	218
8	GOOD OBSESSIONS	BILLY CURLIUM	MERLEBY	1779	280
3	LIPS OF AN ANGEL	KICK HENRI	BE MACHINE	1299	286
14	TORE SHE WAS MAMA	CLAY WALKER	ASYLUM/UMG	1093	144
14	THE REASON WHY	WYBES CUL	MEA NASHVILLE	1018	54
NEW	BIER IN BEDDIX	KENNY CHESENEY	UMA	1006	831
NEW	LAST DOLLAR (PLY ARMY)	TIM MCGRAW	UMG	1004	954
NEW	THE END GO	JOSH TURNER	MEA NASHVILLE	885	170
NEW	DON'T MAKE ME BLAZE	SHELTON	WARNER BROS./WGN	804	164
NEW	A WOMAN'S LOVE	ALAN JACKSON	ARISTA NASHVILLE	716	440
NEW	NOBODY'S BUSINESS	DRIVE	MONTAGE/AMERICA/SONY BMG	593	298
NEW	I KEEP COMING BACK	JOHN CASH	LYRIC STREET	579	64
NEW	STARTUP WITH ME	MIKE OWEN	ICA	563	171
NEW	I DON'T WANT TO ASK	ASHLEY MONROE WITH ROBBIE DUNN	COLUMBIA	547	82
NEW	SETTLER	SUGARLAND	MERLEBY	545	437
NEW	STEALING KISSES	FATH HALL	WARNER BROS./WGN	531	-392
NEW	WASTED	CAMIE UNDERWOOD	ARISTA/ARISTA NASHVILLE	514	274
NEW	POUNCE	KETH ANDERSON	ARISTA NASHVILLE	499	-92

WEEKS ON CHART	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	TOTAL AUD.
17	SHE'S EVERYTHING	BRAD PASKLEY	ARISTA NASHVILLE/SONY BMG	595	-175
12	IT JUST COMES NATURAL	GEORGE STRAIT	MEA NASHVILLE/UNIVERSAL	591	-101
21	WANT TO SUGARLAND	MERLEBY	MERLEBY/UNIVERSAL	506	-69
3	MY WISH	NASCAL FLATS	LYRIC STREET/UNIVERSAL	497	-32
11	WATCHING YOU	ROBBY ATRAMS	UMG/UMG	478	-88
7	TRYING TO GET BACK TO YOU	JOE WALKER	OPEN ROAD/UNIVERSAL	476	-72
18	THE LONG WAY AROUND	DEKE CHICKS	OPEN WIDE/COLUMBIA/SONY BMG	463	-44
6	TALKING BACK MY BRAVE	CAROLYN GRIMM JOHNSON	ANGEL/UNIVERSAL	461	+51
14	STUPID BOY	KETH LUBIAN	CAPTROL NASHVILLE/UMG	455	-97
14	WARM SAFE PLACE	ANSON PRITCHETT	UMG	454	-59
10	BEFORE HE CHEATS	CAMIE UNDERWOOD	ARISTA/ARISTA NASHVILLE/SONY BMG	444	-74
12	MY, OH MY	THE WRECKERS	MAVERICK/WARNER BROS./WARNER	443	+75
11	COUNTRYFOLK GIRL	EMERSON DRIVE	MONTAGE/AMERICA/SONY BMG	400	-31
13	MY LITTLE GIRL	TIM MCGRAW	UMG/UMG	395	-27
15	I'M NOT RUNNING ANYMORE	JASON MEECY	MAGNUM/UMG	387	-59
8	ALYSSA LIES	JASON MICHAEL CARROLL	ARISTA NASHVILLE/SONY BMG	359	-73
21	ANYWAY	MARTHA McBURNE	RECAPSONY/UMG	354	+95
24	SOME PEOPLE CHANGE	MONTYCRONY CENTURY	ICA/COLUMBIA/SONY BMG	354	+66
23	TIM MCGRAW	TAYLOR SWIFT	BIG MACHINE/UNIVERSAL	344	-22
19	DRUNKIN' THINKIN'	GEORGE CANYON	UNIVERSAL	331	-22
19	THEY'RE ALL ABOUT YOU	SHANE YELLOWBIRD	SONY/UNIVERSAL	329	+44
22	99 GHOST TOWN	DAME STEELE	UMG	311	-62
10	SIBING THINGS	ARMY ANGELES	BRAVSONY BMG	305	-31
27	LADIES LOVE COUNTRY BOYS	TRACE ADKINS	CAPTROL NASHVILLE/UMG	302	-96
26	LONG TRIP ALONG	DEREK BENTLEY	CAPTROL NASHVILLE/UMG	280	-72
25	FOR THE MUSIC	CHUBB CHAMBERS	UMG	261	-51
26	WHAT I CAN'T FORGET	JASON BLAKE	UMG	258	+40
24	HILLBILLY DELUXE	BROOKS & DUNN	ARISTA NASHVILLE/SONY BMG	249	+45
34	AMARILLO BIKY	JASON ALDEAN	BROKEN BOW/SONY BMG	212	-48
29	YOUNG AT HEART	CHARLIE MCILROY & GEM MITCHELL	UMG	206	+19



AC/HOT AC



Fresh-FM hopes to dim Big Apple's long-lived Lite

'Millennial AC' Launches In New York

Chuck Taylor

CTaylor@RadioandRecords.com

The Lite has been challenged to a high-wattage duel. ■ After spending more than a decade as the adult leader in the nation's No. 1 radio market, Clear Channel AC WLTW (Lite-FM)'s dominant position is being taken to task by CBS' just-launched Fresh-FM, the former classic dance WNEW (Mix 102.7). ■ After three years as Mix, the station flipped at 5 a.m. Jan. 2, following weeks of speculation that its flailing tempo format—which trailed Clear Channel's rhythmic AC WKTU by a full share in the fall 2006 Arbitrends—was preparing to infuse itself with fresh playlist plasma. The new format, which has adopted the new, calls WWFS (CBS is moving the legendary WNEW call letters to a station in West Palm Beach, Fla.), is programmed by Rick Martini, who also commanded Mix.

"For years, programmers have been searching for the next generation of the AC format, featuring a lot of music from the '90s forward and a few hits from the '80s—and we think we've found it," he says. "The point is to be more contemporary. Our audience perceives the format as soft if it isn't rap music or hard rock, playing popular music that's not too old."

Greg Strassell, senior VP of programming for CBS Radio, describes the format as "millennial AC. This is a turning point for adult-targeted music radio," he says.

Fresh's target is women 25-44, more specifically a 34-year-old female.

The station aims to not only heist listeners from Lite-FM's base, but also ABC's hot AC WPLJ and Clear Channel CHR/top 40

WHTZ (Z100).

"We did a lot of research and found that listeners perceive Lite-FM as old and outdated with a tight rotation," Strassell says. "They don't regard WPLJ as a music station—they described it as scattered and blurry—with personalities in morning and p.m. drive. Z100 is too rappy for this audience. They like every third song or so, but hear too much kid music."

Positioners for Fresh include "Today's soft music without the played-out old songs," "No kid stuff. It's all about today's music," and "No loud music or talky DJs." Lynn Hoffman from VH1 Classics provides the imaging voice.

One station CBS is hoping the new outlet will not siphon listeners from its adult hits sister WCBS-FM (Jack-FM). Strassell says that

the two stations target different eras: "Jack is such a high-curing station that it's going to share listeners with nearly every radio station in New York. But its texture is centered on 1983, 1984 and 1985, with more of a focus on rock. When we launched that station, we left open the opportunity for a contemporary station that plays AC, but doesn't dip into the '70s or '80s."

WNEW-FM Timeline

1958:

WNEW-FM call signs come to New York, playing popular hits at 102.7. For a time, it boasts an all-female airstaff.

1967:

Flips to progressive rock, propelling careers of Scott Muni, Jonathan Schwartz, Alison Steele and Vin Sculsa.

1995:

Evolves to triple A and then eclectic adult rock.

1998:

Ople & Anthony join for afternoons.

1999:

With OGA ratings soaring, WNEW flips to FM "hot talk."

2003:

Blink 102.7 launches with entertainment format.

2004:

By the beginning of the year, Mix 102.7 arrives, with classic dance.

2007:

Fresh 102.7 launches Jan. 2 with new calls WWFS. WNEW calls moved by CBS to West Palm Beach, Fla.



Strassell

trademarked, which CBS paid to use.

So far, the station is rotating between 300 and 400 songs, Martini says (it launched with the Fray's "How to Save a Life"). According to Nielsen BDS, the most popular titles one week include Nick Lachey's "What's Left of Me," Nickelback's "Far Away," Gnarl Barkley's "Crazy" and Daniel Powter's "Bad Day" (see sidebar).

"We're judging every song as the right fit for the format and for the New York market," Martini says. "There may be some rhythmic titles, such as Cher or Madonna, but this is a mass-appeal pop station."

At this early juncture, WWFS is jockless, but CBS' first priority is to add personalities. "We wanted to keep everyone guessing about what we were going to do, but get it on the air as soon as possible," Strassell says.

Martini adds, "We're listening to dozens of tapes every day. There is a lot of talent in New York, though we're looking for fresh voices that may not necessarily be associated with one radio



Martini

station. Delivery will be subtle; every time we speak, it has to be special." A morning show is also under consideration, though how full-service it will be remains to be seen.

A TV campaign launched last week in the market, and news sister WCBS-AM is airing promos for the new station, though Martini and Strassell remain mum as to other marketing initiatives planned for the future.

"This is a great time to reinvent AC and to take ownership of fresh, exciting music for this format," Strassell says. "We've created a great opportunity for this company for many years with a bold step, just as other stations start to move in a similar position. One thing is certain: This is not your mother's AC radio station. Now's the time; we have a good old-fashioned radio war heating up here."

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Week One: Fresh-FM's Most-Played Songs

1. "What's Left of Me," Nick Lachey
2. "How to Save a Life," the Fray
3. "Far Away," Nickelback
4. "Crazy," Gnarl Barkley
5. "Bad Day," Daniel Powter
6. "Chasing Cars," Snow Patrol
7. "Suddenly I See," KT Tunstall
8. "The Riddle," Five for Fighting
9. "Unwritten," Natasha Bedingfield
10. "Because of You," Kelly Clarkson

Source: Nielsen BDS



WLTW (Lite-FM) Top Five

1. "Chasing Cars," Snow Patrol
2. "How to Save a Life," the Fray
3. "Crazy," Gnarl Barkley
4. "The Riddle," Five for Fighting
5. "Have You Ever Seen the Rain," Rod Stewart

WPLJ Top Five

1. "Waiting on the World to Change," John Mayer
2. "Nothing Left to Lose," Mat Kearney
3. "Over My Head (Cable Car)," the Fray
4. "Chasing Cars," Snow Patrol
5. "Lips of an Angel," Hinder



R&R

AC

LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NI: NIELSEN BIDS CERTIFICATIONS	MP: IMPRINT / PROMOTION LABEL	MP: IMPRINT / PROMOTION LABEL	WTPREDICTOR STATUS	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	37	WHAT HURTS THE MOST Rascal Flatts	NO. 1 (6 WKS)				1473	+237	9,286
3	54	BAD DAY Daniel Porter		WARNER BROS.			1402	+268	10,437
2	45	UNBROKEN Natasha Bedingfield		EPIC			1393	+224	10,590
4	36	THE RIDDLE Five For Fighting		AMERICA/COLUMBIA			1258	+234	8,986
5	36	BLACK HORSE & THE CHERRY TREE KT Tunstall	MOST INCREASED PLAYS	RELENTLESS/VERVE			1177	+243	7,492
6	20	HAVE YOU EVER SEEN THE RAIN Rod Stewart		IMPACT			1012	+156	8,715
7	24	CRAZY Charli XCX		RELENTLESS/VERVE			878	+85	6,086
8	19	WAITING ON THE WORLD TO CHANGE John Mayer	MOST ADDED	AMERICA/COLUMBIA			818	+240	5,997
9	30	I CALL IT LOVE Lionel Richie		ISLAND/ABC			644	+110	3,301
10	13	CHASING CARS Snow Patrol		POLYGRAM/AMSTERSCOPE			631	+132	6,594
11	29	PUT YOUR RECORDS ON Corinne Bailey Rae		EPIC			626	+139	4,094
12	17	YOU ARE LOVED (DON'T GIVE UP) Josh Groban		IMPACT			601	+148	6,081
13	28	WHEN THE STARS GO BLUE Tim McGraw		COLUMBIA			597	+138	3,017
14	18	FAIR AWAY Nickelback		ROADSTAR/DELAWARE			583	+112	5,302
15	12	HOW TO SAVE A LIFE The Fray		EPIC			412	+82	5,578
16	26	HURT Christina Aguilera		BEANBAG			401	+96	3,852
17	26	WAIT FOR ME Bob Seger		HIDEOUT/CAPITOL			375	+83	1,494
18	14	STREETCORNER SYMPHONY Rob Thomas		MELISSA/MATLANTIC			367	+73	3,352
19	17	THE BRIDGE Elton John		ROCKET/WINTERSCOPE			240	+34	3,316
20	5	LIPS OF AN ANGEL Hinder		RELENTLESS/VERVE			126	+19	0,956
21	11	JUMP Machina		WARNER BROS.			103	+8	0,390
22	12	JUST IN TIME Tony Bennett Duet With Michael Buble		IMPACT/COLUMBIA			95	+14	2,735
23	2	NOTHING LEFT TO LOSE Matt Kearney		AMERICA/COLUMBIA			90	+24	0,468
24	NEW	OUR COUNTRY John Mellencamp		UNIVERSAL/REPUBLIC			88	+54	1,615
25	10	HIDEAWAY (WHEN IT SHOWS) Jim Brickman Feat. Geoff Burt		SLG			86	-22	0,214
26	7	HIPS DON'T LIE Shakira Feat. Wyclef Jean		EPIC			85	+19	1,732
27	NEW	SUBDUBBLY I SEE KT Tunstall		RELENTLESS/VERVE			72	-23	0,364
28	NEW	TOO LITTLE TOO LATE Zedd		DA FAMILYPARACKGROUND/UNIVERSAL/INTON			72	-22	0,401
29	NEW	DAY DREAMING Natalie Cole		VERVE			58	+8	0,297
30	NEW	LET LOVE IN Good Goodolls		WARNER BROS.			49	-24	0,175

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
WAITING ON THE WORLD TO CHANGE John Mayer (AMERICA/COLUMBIA)	13
HOW TO SAVE A LIFE The Fray (EPIC)	11
CHASING CARS Snow Patrol (POLYGRAM/AMSTERSCOPE)	11
OUR COUNTRY John Mellencamp (UNIVERSAL/REPUBLIC)	11
FAIR AWAY Nickelback (ROADSTAR/DELAWARE)	9
HURT Christina Aguilera (BEANBAG)	7
STREETCORNER SYMPHONY Rob Thomas (MELISSA/MATLANTIC)	6

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS GAIN	TITLE ARTIST / LABEL	PLAYS GAIN
KEEP HOLDING ON Avril Lavigne (FORCA/AVRAC)	47/25	IT'S ALL COMING BACK TO ME NOW Must Leaf Foot, Morten Raven (VERBIS)	38/3
TOTAL STATIONS: 5		TOTAL STATIONS: 4	
IT'S ALL RIGHT Aaron Neville (BURGLUNDY)	46/5	BOSTON Augustine (EPIC)	33/7
TOTAL STATIONS: 4		TOTAL STATIONS: 4	
LAST DAY OF MY LIFE Phil Vassar (ARISTA/RESONANCE)	44/9	WITHOUT YOU Clay Aiken (CAPLANTIC)	33/2
TOTAL STATIONS: 5		TOTAL STATIONS: 7	

MOST INCREASED PLAYS

+243	★ BLACK HORSE & THE CHERRY TREE KT Tunstall (Relentless/Verve)
+240	★ WAITING ON THE WORLD TO CHANGE John Mayer (America/Columbia)
+237	★ WHAT HURTS THE MOST Rascal Flatts (Lyric Street/Hollywood)
+234	★ THE RIDDLE Five For Fighting (America/Columbia)
+156	★ HAVE YOU EVER SEEN THE RAIN Rod Stewart (IMPACT)

ADDED AT... **WMJX** **MAGIC 106.7**
Boston, MA
CM/PM: Dan Kelly, AP/D: Candy O'Terry, MD: Mark Lawrence
Rod Stewart, Peaked Around And Fall to Love, 6
FOR MORE STATIONS GO TO: www.RadioandRecords.com

RECURRENTS

TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	LIV	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	LIV
YOU'RE BEAUTIFUL James Blunt (COLUMBIA/LANTIC)	973	786	WHO SAYS YOU CAN'T GO HOME Bon Jovi (ISLAND/IMPACT)	701	572
EVER THE SAME Rob Thomas (MELISSA/MATLANTIC)	955	758	BREAKAWAY Kelly Clarkson (WALT DISNEY/HOLLYWOOD)	693	518
BECAUSE OF YOU Kelly Clarkson (EPIC)	937	816	HOMER Michael Buble (IMPACT)	642	434
YOU AND ME Lifelife (LETTER)	906	762	HEAVEN The Lonely Boys (IMPACT)	640	471
WHAT'S LEFT OF ME Nick Lachey (UNIVERSAL)	843	674	YOU'LL THINK OF ME Keith Urban (CAPITOL/NASHVILLE/ABC)	622	459

FOR WEEK ENDING JANUARY 7, 2007
LIVINGS: See legend to charts in charts section for rules and symbol explanations.
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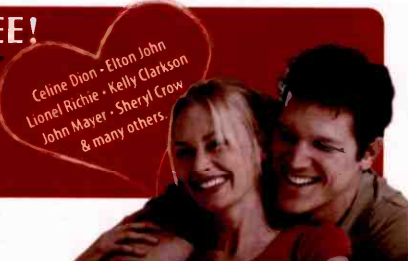
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HOT AC

LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HYPNDEFECTOR STATUS	IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	30	HOW TO SAVE A LIFE THE FRAY	NO. 1 (12 WKS)	12	JPK	2995 +173	17,383	1
2	31	CHASING CARS POLYDORA/MCA/INTERSCOPE		12	JPK	2820 +172	15,923	2
3	24	LIPS OF AN ANGEL HINDER		12	UNIVERSAL REPUBLIC	2655 +189	15,413	3
4	29	WAITING ON THE WORLD TO CHANGE JOHN MAYER		12	AMARCO COLUMBIA	2572 +126	15,359	4
5	31	FAIR WEATHER KID ROCK/RED WAGON		12	AMARCO COLUMBIA	2475 +86	14,325	5
6	17	STREETCORNER SYMPHONY ROB THOMAS		12	MELISSA/MATLANTIC	2440 +101	14,283	6
7	37	NOTHING LEFT TO LOSE MATT ZEINNEY		12	AMARCO COLUMBIA	2086 +122	13,975	7
8	21	SUBURBY I SEE IT KUNSTALL		12	RELENTLESS/SONIC	1947 +168	11,247	8
9	14	LET LOVE IN GOD GOD DOLLS		12	WARNER BROS.	1752 +139	9,094	9
10	23	CALL ME WHEN YOU'RE SOBER FURNESS/ECLE		12	WIND-UP	1556 +39	7,577	10
11	31	BOSTON ALEXISIANA		12	ECLE	1492 +160	7,358	11
12	13	THROUGH GLASS STONE SOUR		12	ROADRUNNER/LAWA	1376 +176	5,955	12
13	16	TOO LITTLE TOO LATE JAY-Z		12	DA FAMILY/BLACKGROUND/UNIVERSAL MOTOWN	1241 +82	5,637	13
14	7	KEEP HOLDING ON AVIRI LAYVAE		12	FOURCARE/ABC	1185 +145	5,861	14
15	7	IT'S NOT OVER DAUGHTERY	MOST INCREASED PLAYS	12	REARME	1182 +202	6,417	15
16	14	HURT CRISTINA AGUILERA		12	REARME	1172 +133	5,981	16
17	8	WORLD FIVE FOR FIGHTING		12	AMARCO COLUMBIA	1104 +157	6,518	17
18	9	IT ENDS TONIGHT THE ALL-AMERICAN REJECTS	AIRPOWER	12	REARME/SONIC/ECLE	962 +111	4,303	18
19	11	INTO THE OCEAN BLUE OCTOBER		12	UNIVERSAL MOTOWN	883 +85	4,423	19
20	17	HIRE IT GOES AGAIN OR CO		12	CAPitol	837 +40	4,516	20
21	24	CAN'T LET GO LAMON PIZZ		12	REARME	692 +46	2,650	21
22	5	UNPLACABLE BEYONCE		12	COLUMBIA	499 +95	2,280	22
23	9	LEAVE THE PIECES THE WRECKERS		12	MAVERICK/WARNER BROS.	497 +57	2,127	23
24	4	SAV IT RIGHT NELLY FURTADO		12	MOBILEY/GETTEN	475 +91	1,935	24
25	19	BACKLASH JUSTIN TIMBERLAKE		12	JIVE/ZEMBA	473 +18	3,716	25
26	5	SNOW (HEY OH!) RED HOT CHILI PEPPERS		12	WARNER BROS.	423 +46	2,088	26
27	8	WINDOW IN THE SKIES P.O. + UR HAND		12	ISLAND/INTERSCOPE	346 +29	1,308	27
28	5	IF EVERYONE CARED NICKELBACK	MOST ADDED	12	ROADRUNNER/LAWA	319 +54	0,949	28
29	3	WELCOME TO THE BLACK PARADE MY DREAMS / TOMMY		12	REARME	296 +30	1,602	29
30	5	MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.		12	JIVE/ZEMBA	295 +38	1,189	30
31	12	MANDOLIN MOON SISTER Hazel		12	CRACKIN' POT/STYRENE/ABC	279 +25	0,765	-
32	4	RESPONSE MY CHEATS CAROL UNDERWOOD		12	ARISTA/NP/STYRENE/WARNER BROS.	260 +32	1,073	32
33	8	ROCKSTAR NICKELBACK		12	ROADRUNNER/LAWA	239 +51	1,793	33
34	20	GOODBYE MY LOVER JAMES BLUNT		12	CUSTOM/ATLANTIC	232 +7	1,553	34
35	2	I WILL FOLLOW YOU INTO THE DARK DEATH CAB FOR CUTIE		12	ATLANTIC	220 +36	0,441	-
36	17	HEARD THE WORLD CLEAR IVE HIGHER/LANTICA/LAWA		12	ATLANTIC	220 +16	0,923	40
37	NEW	LIKE A STAR CORINNE BAILEY RAE		12	CAPitol	197 +27	0,495	-
38	2	THEIR ARMY'S A SCENE, IT'S AN ARMS RACE FALL OUT BOY		12	FUELED BY HAMMOND/SONIC/ABC	195 +20	0,377	-
39	13	NOT READY TO MAKE NICKE DAVE CHEYTS		12	COLUMBIA	188 +35	1,288	34

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
IF EVERYONE CARED 13 Nickelback (Roadrunner/LAWA)	13
KEEP HOLDING ON 11 Avril Lavigne (Fueled By Hammond)	11
IT'S NOT OVER 9 Daughtry (RCA/ABC)	9
SNOW (HEY OH!) 7 Red Hot Chili Peppers (Warner Bros.)	7
WELCOME TO THE BLACK PARADE 7 My Chemical Romance (Reprise)	7
THROUGH GLASS 7 Stone Sour (Roadrunner/LAWA)	7
IT ENDS TONIGHT 6 The All-American Rejects (Doghouse/Interscope)	6
HURT 6 Christina Aguilera (RCA/ABC)	6
COLORFUL 5 Rascal Flatts & The Band (Doghouse/Interscope)	5
SNOW (HEY OH!) 5 Red Hot Chili Peppers (Warner Bros.)	5

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS / WKS	TITLE ARTIST / LABEL	PLAYS / WKS
COLORFUL Rascal Flatts & The Band (Doghouse/Interscope)	187/22	WHAT GOES AROUND... Justin Timberlake (Jive/Zemba)	134/36
TOTAL STATIONS: 12		TOTAL STATIONS: 10	
THE SWEET ESCAPE Gomez Daddio (Atlantic)	168/20	REAL GONE Sheryl Crow (Walt Disney)	123/19
TOTAL STATIONS: 11		TOTAL STATIONS: 3	
STOLEN Dashboard Confessional (Vagrant/Interscope)	154/19	NOTHING IN MY WAY Rascal Flatts (Interscope)	108/14
TOTAL STATIONS: 11		TOTAL STATIONS: 11	
GONE DADDIO GOMEZ DADDIO (DOWNTOWN/ATLANTICA/LAWA)	148/3	HERE (IN YOUR ARMS) Girls Backley (Hollywood)	98/19
TOTAL STATIONS: 8		TOTAL STATIONS: 11	
FENGALICIOUS Ben Lee (Walt Disney/Interscope)	140/19	CATCH MY DREASE Ben Lee (New West)	83/16
TOTAL STATIONS: 8		TOTAL STATIONS: 9	

MOST INCREASED PLAYS

+202	IT'S NOT OVER Daughtry (RCA/ABC)
+189	LIPS OF AN ANGEL Hinder (Universal Republic)
+176	THROUGH GLASS Stone Sour (Roadrunner/LAWA)
+172	CHASING CARS Snow Patrol (Polygram/Interscope)
+168	SUDDENLY I SEE KT Tunstall (Blender/Hipgnosis)

ADDED AT... **KQKQ** Q98
 Omaha, NE
 PD/M: Nevin Dano
 Mikeback, If Everyone Cared, 24
 The Windows, Leave The Pieces, 1
 Hollywood, Here (In Your Arms), 0
 Rollin' K, Must Have Done Something Right, 0
 FOR MORE STATIONS GO TO:
www.RadioandRecords.com

FOR WEEK ENDING JANUARY 7, 2007
 LEGEND: See legend to charts in charts section for rules and symbol explanations.
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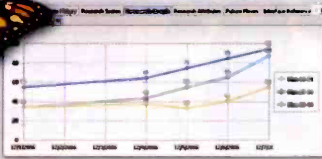
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Advantage

Research Reinvented #3



SMOOTH JAZZ



The hits just keep on comin'—a good omen, right?

Fresh Sounds For A New Year

Carol Archer

C.Archer@RadioandRecords.com

for programmers, 2007 opens up, among other tasks, sorting through the backlog of buoyant smooth jazz tracks that stayed afloat during the hollow-day doldrums and dealing with those resurfacing as potential adds.

Look lively, friends, the torrent of new releases heading your way is a monster swell. Set aside a specific time devoted to listening to new music. Keeping pace is a challenge for any time-impoorished professional, and worth programmers' efforts just to keep their heads above water.

Kick-start the year: Attend to unfinished business, listen attentively, stay on it and freshen the music. Have you checked out these priorities? Going for adds Jan. 8 are Rick Braun's "Love's Theme" (ARTizen), Kyle Eastwood's "Now" (Rendezvous), Ken Navarro's "Lucky" (Positive), Joyce Cooling's "At the Modern" (Narada), Norah Jones' "Thinking About You" (BNL/G); and Bill McGee's "Gold Baby" (804 Jazz).

Consider this a nudge. Now, sample the following summary of first-quarter smooth jazz releases, listed alphabetically by label, for a taste of things to come.

ARTizen: Shilts sampler, three tracks: "Headboppin'," "Got Love" (with Siedah Garrett) and "Say Something"; Jackie Joyner "Stay With Me" (featuring Peter White) from new CD "Baby Soul"; and a new disc from Soul Ballet, title TBA.

Bad Art Records: Lauren Wood, "Contradictions" from new CD "Love, Death and Customer Service" (big hairdo and all, fabulous).

Baja/TRS: Nils, "Ready to Play."

Concord Music Group: George Benson and Al Jarreau's "Ordinary People" and Ray Charles and Count Basie's "Georgia on My Mind," both follow-ups to No. 1 records: Boney James' single "Hypnotic"; **Peak Records'** releases include the Paul Brown cut "The Rhythm Method," his label debut; new CD "White Sands," coming off R&R's No. 1 smooth jazz song of 2006, "Winelight," no less; "Twenty," a third single from the Rippingtons' 20th-anniversary CD; Gerald Albright's killin' track "Georgia"; follow-up single TBA to David Benoit's "Beat Street"; and Norman Brown's debut for Peak, TBA.

David Wells Productions: Wells covers the Brothers Johnson marvel "Strawberry Letter No. 23."

Dotzero Music: New CD from Denver-based unit, title TBA.

Firefly: Vince Madison track "Margarita Dance."

Heads Up: Chuck Loeb single "Good to Go" from debut CD "Presence"; Walter Beasley, title track from CD "Ready for Love"; Doc Powell, "Me, Myself and Rio" and self-titled CD; Bobby Lyle's "Poinciana" (yes, that one); singles from Pieces of a Dream and Marion Meadows, tracks and dates TBA; new CDs by the Joe Zawinul Big Band and Andy Narell, plus "An Evening With Stanley Clarke and Friends" DVD.

IDJMG: Lionel Richie, "Why."

Narada: Joyce Cooling's buoyant "At the Modern"; Steve Cole's electrifying track "Take Me"; coming off a top 15 single, Eric Darius offers "Slick," the fourth single from "Just Get Started" (did someone say deep?); and Nick Colionne's third single, "If You Ask Me," from "Keepin' It Cool"; the title track of the new Jeff Lorber CD, "He Had a Hat" (a reference to classic vaudeville joke); Jeff Golub, "Hello Betty" from new CD "Grand Central"; and Eugene Groove's new CD.



▶ KENNY G'S

LAST WEEK		WEEKS ON CHART		TITLE ARTIST		SMOOTH JAZZ INDICATOR		IMPRINT / PROMOTION LABEL		PLAYS	
										TR	W
9	9	9	9	GIVE ME THE REASON	KIRK WHALIM	RENDEZVOUS	301	61			
10	10	10	10	THE TOTAL EXPERIENCE	BONEY JAMES FEAT. GEORGE DUNE	CONCORD	276	-24			
30	30	30	30	BEAT STREET	DAVID BENOIT	PEAKCONCORD	247	6			
15	15	15	15	MORNING	GEORGE BENSON & AL JARREAU	CONCORD	246	-24			
20	20	20	20	OBESSED TO CHILL	MARION MEADOWS	HEADS UP	239	0			
34	34	34	34	FORWARD EMOTION	PIECES OF A DREAM	HEADS UP	222	-23			
25	25	25	25	FREE AS THE WIND	JAZZMASTERS	TRIPPHY TV RHYTHM	195	10			
16	16	16	16	IF I AIN'T GOT YOU	ERIC DUNLIS	NARADA JAZZ/BLC	180	44			
3	3	3	3	YOU'RE BEAUTIFUL	KENNY G	ARISTARAC	174	56			
6	6	6	6	BLOOD MONSIEUR	ABRAHAM	CAPRYVINE	164	-26			
4	4	4	4	MISTER MAGIC	PETER WHITE	LEGACY/COLUMBIA	154	7			
9	9	9	9	WHY UP	WAYMAN TISDALE	RENDEZVOUS	154	-23			
11	11	11	11	IT'S TOO LATE	MICHAEL LINGTON	RENDEZVOUS	148	2			
3	3	3	3	THINKING ABOUT YOU	NORAH JONES	BLUE NOTE/BLC	138	14			
4	4	4	4	GIL, WHO'S A BEAUTIFUL MORNING	RAY CHARLES & THE COUNT BASIE ORCHESTRA	HEARSTCONCORD	133	25			
10	10	10	10	IT'S ALL ABOUT	AMON NEVILLE	BURGANDY	133	5			
12	12	12	12	HEART OF THE MATTER	NOELANNE	UNIVERSAL MOTOWN	124	0			
NEW	NEW	NEW	NEW	NOW	KYLE EASTWOOD	RENDEZVOUS	121	34			
7	7	7	7	MIETRO	STEVE COLE	NARADA JAZZ/BLC	106	-22			
16	16	16	16	STREET TALK	DAVE SIEGEL	NATWE LANGANCE	105	-15			
10	10	10	10	ESCAPE	JIM BRICKMAN FEAT. MARK ANTONIO	SLC	104	-16			
3	3	3	3	IT MIGHT BE YOU	DAVE KOZ	CAPITOL	102	13			
8	8	8	8	MY GIBSON	PAOLO RUSTICHELLI	NEXT AGE	99	-33			
17	17	17	17	GIRL ON THE BOO BREEZE	GREGG KAMLIKAS	TRIPPHY TV RHYTHM	98	-36			
8	8	8	8	JUST FEELIN'	TY MICHAEL WAMSON	ZVS	92	-34			
12	12	12	12	SWEEP INTO MY SOUL	GERALD ALBRIGHT	PEAKCONCORD	90	-17			
17	17	17	17	MILKBOOP'S ATTRACTION	JOYCE COOLING	NARADA JAZZ/BLC	90	-49			
5	5	5	5	LOVELY DAY	PHILIPPE SASSIE TRIO	GMARENDEZVOUS	85	-1			
3	3	3	3	DAY DREAMING	HATALIE COLE	VERVE	85	-3			
NEW	NEW	NEW	NEW	WHERE IS THE LOVE	JAMON JACKSON	PALMETTO	80	-7			

FOR WEEK ENDING JANUARY 7, 2007

NME: Chris Korbien, "Boy's Night Out," with guests Ray Parker Jr. and Steve Cole.

PRA: Randy Crawford and Joe Sample, "Feeling Good," from new CD of the same title; reunites the beloved artists, at last, in this lifetime.

Razor & Tie: Kelly Sweet, "Rainbow" with Dave Koz, from new CD "We Are One."

Rendezvous: Kirk Whalim's top three, No. 1 Most Increased instrumental "Give Me a Reason" fuels the label's momentum on Patti Austin's tour de force "So Amazing," a shoe-in; ongoing promotion on "Forever, for Always, for Luther, Vol. 2," and Web promotions tied in with the American Heart Assn.'s "Power to End Stroke" campaign; Austin's "Avant Gershwin" tribute to the illustrious composer; and follow-ups to chart successes from Michael Lington, Wayman Tisdale and Philippe Saisse.

Rips: Greg Adams, "Cool to the Touch."

Ruby Star: Jacqui Naylor, "Losing My Religion."

Shanachie: Chielì Minucci with Special EFX, CD "Sweet Surrender" with 12 new tracks; lead single "Mystical" a new take on its 1985 tune.

SimplyRed.com: Simply Red, "So Not Over You" from new CD.

Vintage: Keefe Marzell, "More Is Pleasure."

YSE: Lao Tizer, "Uptown" from new CD "Diversified."

Self-released: Dan Kusz, "Lost in the Groove"; Spur of the Moment, "Food for the Dog."

So much music, so little time. Some folks will devour new music in big bites. Or, like Steve Feinstein said, "Life's short; eat dessert first; life's short, why wait to play all the good music?" **R&R**



Woody Allen says showing up is 85% of life. Verve artist/Asaphorist Mindi Abair, center, gets it. Between her tour bus, sound checks, in-store appearances, listener parties, meet-and-greets and performing live, Abair always turns up in person to thank smooth jazz radio. Here she looks splendid flanked by Milwaukee Radio Alliance WJZM/Milwaukee GM Bill Hurwitz and morning host Patti Gerlo.



WBCN/WZLX 'VP of prizes' Larry 'Cha Chi' Loprete celebrates 25 years

Marketing Maven Reaches Milestone

Mike Boyle

MBoyle@RadioandRecords.com

S ometime in the mid-'70s, a fresh-out-of-high-school kid lands a job at Polaroid as a chemical technician. Making \$30,000 a year, he cruises the streets of Boston in a brand-new Corvette. Yet despite the cool ride and well-paying gig, the kid is bored out of his mind. ■ Listening to his favorite station one morning, he hears storied WBCN morning man Charles Laquidara soliciting for station interns—no college credit required. Eying a ticket out of his self-induced boredom, the kid applies and, on Nov. 29, 1981, begins manning the station's 24-hour listener line from 4 p.m. to whenever, weekends, too—all while keeping his day job.

So began Larry "Cha Chi" Loprete's quarter-century of service to "the Rock of Boston," a saga that would see one of the country's first FM rock stations morph into alternative and bring Loprete encounters with Tony Bennett, a pair of Beatles and countless other luminaries.

Loprete's destiny was to be more than WBCN's phone jockey, and he soon moved into the promotion department, parking his 'Vette and grabbing the keys to the station van. Ditching the day job in late 1982, Loprete became full-time assistant to then-promotion director David Beiber. A decade later, he took the reins of the promotion department of WBCN, adding responsibilities for crosstown classic rock sister WZLX around 2000.

About that nickname: The story goes that one-time newsmen Matt Schaffer came into Loprete's office one day in the early '80s and said, "From now on you're 'Cha Chi.'" Loprete thinks it had to do with Schaffer thinking he looked like the charac-

ter played by actor Scott Baio on the TV series "Joanie Loves Chachi."

Loprete's practice of regularly going on-air to talk about the latest contests and promotions earned him another handle—"vice president of prizes."

Ratings And Revenue Challenges

Reflecting on how his job as director of promotion and marketing at WBCN/WZLX has changed since he started all those years ago, Loprete says things happen much faster nowadays.

"Back in the day, you could relax in the summer since that was the least important ratings period. Today you can't do that. The competition is much too fierce. You can't rest on what you did yesterday."

Ask Loprete what his biggest challenges are today, and he'll tell you ratings and revenue, two words that were not ingrained in his vocabulary when he started in the department.

"One ratings challenge is reaching our listeners in new, unconventional ways," he says. "There are so many new ways to reach listeners nowadays, whether it's through the Web, viral marketing or grass-roots marketing and, of course, traditional marketing like billboards and television. The key is to make the right choices, use your money wisely and maximize your advertising dollars."

As for the revenue angle, Loprete says the challenge is to make the clients feel good about advertising on his CBS Radio-owned stations.

"We want them to stay with us and continue to advertise with us. One of our goals is to include them in our promotions in a way that it enhances both of our products. If we are successful, then they will be, too."

So if ratings and revenue challenges haven't scared him away, what has kept Loprete in basically the same position for so long?

"I loved WBCN from the very first day I tuned in 104.1 FM. I knew I had to work at this station."

"I have received great job offers through the years, but I never wanted to leave," he adds. "I work for the greatest radio company in the country. They have treated me well, and I have tried to reciprocate every day that I'm on the job."

Loprete has some advice for up-and-comers interested in doing what he's done for the past quarter-century.

"You have to commit yourself 100%. There will be sacrifices that you will have to make to be successful in radio today. There is a lot of competition and you have to be ready to deal with it all." **MR**

'I work for the greatest radio company in the country. They have treated me well, and I have tried to reciprocate every day that I'm on the job.'

—Larry 'Cha Chi' Loprete

Getting Their Say

Past and present colleagues of Larry 'Cha Chi' Loprete share their stories and reflections.

Oedipus, former WBCN PD/CBS Radio VP of programming

"To run a successful radio station, you really need a great production director and a tremendous promotion director, someone who can be a liaison not only with the sales department but also with the community. A promotion director like Cha Chi was very sensitive to the programming of the station and the purity of what we were trying to accomplish. As a side note, he introduced me to Tony Bennett, and we all went out to dinner together."

Carter Alan, CBS Radio classic rock WZLX/Boston APD

"My fondest memories of working with Cha Chi at WBCN include us interviewing George Harrison over the phone, with Harrison in character as 'Spike Wilbury.' We also sat down and interviewed Paul McCartney once. He is the kind of guy you could assign something to do and it would get done. And that office of his... He's such a pack rat. You'll find everything from Rush bobble-head dolls to Tony Bennett gold records."



Other Cha Chi Facts

- Grew up in a house located down the street from the WBCN studios
- Hosted a weekly Beatles show on WBCN
- Close friend of Tony Bennett
- Produced 10 WBCN River Rave and nine Xmas Rave concerts
- Created WBCN's Rock N' Roll Up Your Sleeves blood drive

Rock Panels Undergo Revision

The 2007 chart year begins with some slight alterations to our rock panels, led by renaming the Heritage Rock chart as Rock.

Stations on the Rock panel will now be held to a stricter minimum current threshold for reporting, which has resulted in the removal of 13 stations. Concurrently, six stations slide over from the Active Rock panel to Rock, which now better

reflects that new panel's composition, while one station moves from Rock to Active Rock.

The Rock panel consists of 22 stations while the Active Rock reporter base now stands at 56.

The current reporter list for each format can be found in the pages of this section, while a complete list of panel changes is available in the charts section of radioandrecords.com.

ALTERNATIVE

▶ MUSE



R&R

49

WEEKS ON CHART	TITLE / ARTIST	NIelsen BDS CERTIFICATIONS	HIT PREDICTOR STATUS	FACTOR	PLAYS TW	Wk +/-	AUDIENCE MILLIONS	RANK
1	14	ANNA-KOLLY NICKELBACK	NO. 1 (5 WKS)	★	1902	-21	9,792	1
2	11	SNOW (HEY OH) RED HOT CHILI PEPPERS		★	1609	+3	9,287	2
3	18	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE		★	1639	-12	8,677	3
4	23	FACE DOWN THE RED AMPULS APPARATUS		★	1607	+80	6,506	5
5	15	LOVE LIKE WINTER JAY-Z		★	1572	+30	7090	4
6	11	PAIN THREE DAYS GRACE		★	1528	+117	5,919	9
7	12	FROM YESTERDAY 30 SECONDS TO MARS		★	1342	-77	5,282	12
8	31	THROUGH GLASS STONE ISLAND		★	1303	-18	5,771	10
9	31	THE DIARY OF JANE BREAKING BENJAMIN		★	1282	-48	5,944	8
10	7	STARLIGHT MUSE		★	1250	+17	6,041	7
11	18	LIVEL THE BACKCOURTS		★	1217	-81	3,832	17
12	7	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY		★	1127	-93	3,886	13
13	27	THE POT TOOL		★	1078	-41	3,777	18
14	15	WHEN YOUR HEART STOPS BEATING (feat. J)		★	1015	+8	3,874	16
15	47	THE KILL (BURY ME) 30 SECONDS TO MARS		★	987	+9	6,355	6
16	40	ANIMAL I HAVE BECOME THREE DAYS GRACE		★	836	-61	4,320	15
17	22	CHASING CARS SHEW PRINCE		★	823	-47	4,505	14
18	26	WHEN YOU WERE YOUNG THE KILLERS		★	796	-3	5,283	11
19	13	NO CONTROL PEPPER		★	648	+6	1,683	32
20	23	CALL ME WHEN YOU'RE SOBER EMERGENCY		★	648	-37	2,173	23
21	13	LIAR (IT TAKES ONE TO KNOW ONE) TAKING BACK SUNDAY		★	639	+36	2,084	26
22	25	FAMOUS LAST WORDS MY CHEMICAL ROMANCE		★	627	+85	3,191	20
23	12	THE WAR ANGELS AND AIRWAYS		★	627	-44	1,676	33
24	14	GOODBYE ARMY OF ANYONE		★	612	+40	1,753	30
25	6	PRAYER OF THE REFUGEE RIFE AGAINST		★	569	+59	2,126	25
26	9	BIOWIND THE KILLERS		★	554	-22	1,744	31
27	8	TAKING BACK CONTROL SPRATTA		★	535	+21	1,303	37
28	13	PHANTOM LIMBS THE SHINS		★	507	+1	1,776	29
29	13	LE DIZO SHOY TAY GUNS		★	498	-10	1,425	35
30	7	SHINE ON JET		★	479	+33	1,140	-
31	19	HERE IT GOES AGAIN OK GO		★	477	+11	3,590	19
32	NEW	DASHBOARD MIDWEST MOUSE		★	454	+454	3,153	21
33	19	HOLE IN THE EARTH OFFICERS		★	420	-43	1,565	34
34	4	VOICES SACON		★	400	+33	1,313	36
35	12	LYING IS THE HESIT FOR A GIRL CAN HAVE WITHOUT TAKING HER CLAIRS OFF PARK! AT THE DESCO		★	396	-11	1,158	-
36	5	THINK I'M IN LOVE BECK		★	358	-4	1,015	-
37	3	IT'S NOT OVER DAUGHTERY		★	344	+29	1,027	-
38	4	ONE GRAVITY SMITHFOOT		★	338	-21	1,088	-
39	NEW	READ MY MIND THE KILLERS		★	327	+86	2,167	24
40	8	WINDOW IN THE SKIES IZ		★	324	-41	0,835	-

MOST ADDED

TITLE / LABEL	NEW STATIONS
DASHBOARD Midwest Mouse (Epic)	32
SALLYWORLD Shane Star (Roadrunner)	22
HOW LONG Hinder (Universal Republic)	16
DIG Hinder (Universal Republic)	19
READ MY MIND The Killers (Island/EPIC)	18
BREATH Breaking Badlands (Shelbywood)	17
FAMOUS LAST WORDS My Chemical Romance (Reprise)	12
FOREVER Papa Roach (E1/Tomcat/Geffen)	9
LITHIUM Bassnectar (Wind-Up)	8
NAIVE The Roots (Astralwerks)	8
PRAYER OF THE REFUGEE Rife Against (Geffen)	6
EVERYTHING Bashyberry (Eleven Seven Atlantic/Lava)	6

ADDED AT...
KROX
Austin, TX
PD: Lynn Barrow
MD: Taly Ryan
Midwest Mouse, Dashboard, 13
The Killers, Read My Mind, 0
Three Days Grace, Pains, 0

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE / LABEL	PLAYS / CHART	TITLE / LABEL	PLAYS / CHART
LADIES AND GENTLEMEN Sade (Polaris)	318/32	THE ENEMY Guns N' Roses (Universal Republic)	302/75
DIG Hinder (Universal Republic)	307/67	I STILL REMEMBER Blue Party (Vice/Atlantic)	300/60
NAIVE The Roots (Astralwerks)	238/26	THE WHITE UNICORN Blue Party (Vice/Atlantic)	183/18
SALLYWORLD Shane Star (Roadrunner)	222/20	SHOWING SEASON (YEAH) Blind New (Interscope)	180/18
HOW LONG Hinder (Universal Republic)	221/21	TEN THOUSAND FISTS Disturbed (Reprise)	150/17
		DASHBOARD Midwest Mouse (Epic)	150/18



TITLE / LABEL	PLAYS / CHART
DASHBOARD Midwest Mouse (Epic)	318/32
PAIN Three Days Grace (Jive/Zomba)	238/26
FAMOUS LAST WORDS My Chemical Romance (Reprise)	12/12
THIS AIN'T A SCENE, IT'S AN ARMS RACE Fall Out Boy (Fueled By Ramen/Island/EPIC)	1127/93
READ MY MIND The Killers (Island/EPIC)	18/18

FOR WEEK ENDING JANUARY 7, 2007
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ACTIVE ROCK

WEEK	LAST WEEK	TITLE ARTIST	WEEKS ON CHART	NIELSEN BDS CERTIFICATIONS (MPRINT / PROMOTION LABEL)	PLAYS TW	W+	AUDIENCE MILLIONS	RANK
1	16	THREE DAYS GRACE NO. 1 (5 WKS)	JIVE/ZOMBA	1627	+74	6,629	1	
2	25	THE POT TOOL	DISSECTIONAL/POLCA/ZOMBA	1287	-23	5,171	2	
3	11	LADIES AND GENTLEMEN SALVA	ISLAND/IMP	1285	+26	4,539	3	
4	14	ANNA-MOLLY MELBROS	SMOULTR/EPIC	1204	+67	3,946	6	
5	20	GOODBYE AMAY OF ANYONE	FIRM	1161	0	3,936	7	
6	13	HOW LONG HINDER	UNIVERSAL REPUBLIC	1096	+67	3,917	8	
7	10	SHOW (WEY OH) RED HOT CHILI PEPPERS	WARNER BROS.	1078	+48	4,441	4	
8	11	THE SHINY GOODSAM	UNIVERSAL REPUBLIC	991	+18	3,606	12	
9	14	REVELATIONS ALDOUS AVE	INTERSCOPE	958	+8	3,624	11	
10	26	LAND OF COMPOSITION DISTURBED	REPRISE	840	-30	3,736	10	
11	32	THROUGH GLASS STORE SOUR	ROADRUNNER	813	+14	3,891	9	
12	8	SILLY WORLD STORE SOUR	ROADRUNNER	806	+18	2,575	16	
13	32	THE DIARY OF JANE BREAKING BENJAMIN	HOLLYWOOD	790	-17	3,428	13	
14	28	MINDS SHEDDOWN	ATLANTIC	753	-23	4,173	5	
15	23	CALL ME WHEN YOU'RE SOBER EMERGENCY	WIND-UP	709	-57	3,073	14	
16	31	FULLY ALIVE FLYLEAF	OCTONE/IMP	680	+17	2,662	15	
17	5	TEN THOUSAND FISTS DISTURBED	REPRISE	649	+102	2,390	18	
18	19	HOLE IN THE EARTH DETROIT	MANFRED/REPRISE	606	-32	1,731	20	
19	20	POLITICS KORN	VRGUN	601	+3	1,588	21	
20	24	TO BE LOVED PAPA ROACH	EL TONAL/EPIC	573	-56	2,380	17	
21	16	DRIPN YOU OUT COZZE	COLUMBIA	504	+17	1,119	25	
22	10	MY CURSE KILL SWITCH/EPIC	ROADRUNNER	496	+56	1,358	22	
23	13	TAKING BACK CONTROL SPURTS	HOLLYWOOD	471	+19	1,037	26	
24	6	FROM YESTERDAY 30 SECONDS TO MARS	MANFRED/VRGUN	446	+35	0,795	30	
25	14	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	REPRISE	444	+28	1,774	19	
26	16	IT'S NOT OVER DALECATRYN	RECARVING	437	+34	1,225	24	
27	4	STAND UP JET	ATLANTIC	318	+48	0,880	28	
28	13	BORN TO LEAD HUCKABACK	ATLANTIC	317	-42	1,282	23	
29	5	THE WHITE UNICORN WOLF MOTHEN	MODULAR/INTERSCOPE	307	+19	0,753	31	
30	8	DEVIL'S GOT A HOLDA ME THE COLORED	RETROJUNIOR	302	+15	0,675	34	
31	10	HILL AND HIGH WATER BLACK STONE CHERY	INDE GOOD/ROADRUNNER	266	+8	0,306	-	
32	5	TILL ME DROPPING DAYLIGHT	OCTONE	265	+13	0,354	-	
33	8	TALK TO HER JONESTEES	BLAZED PRK	260	+36	0,494	39	
34	NEW	BREATH BREAKING BENJAMIN	HOLLYWOOD	242	+104	0,811	29	
35	13	WHISPERS IN THE DARK SILETT	MANFRED/LANTIC & IMP	225	-13	0,700	33	
36	4	BLOOD IS THICKER THAN WATER BLACK LABEL SOCIETY	ROADRUNNER	215	+5	0,577	37	
37	8	GOING IN BLIND P.O.D.	IMP/ATLANTIC	187	+2	0,515	38	
38	6	EVERYBODY IS EASY (WE SINK/WE SWIM) THE BLACKBROTHERS	KERTLAND	183	-24	0,233	-	
39	4	BROKEN HEARTED EIGHTH WINDS	TRUSTABLE/EPIC	162	-10	0,222	-	
40	3	COLONY OF BIRCHMEN MAGSTOOD	RELEASE/REPRISE	178	+14	0,211	-	

MOST ADDED

TITLE ARTIST / LABEL NEW STATIONS

BREATH 30
Breaking Benjamin (Hollywood)
KATT, KFRQ, KHTB, KHTQ, KSLA, KLAQ, KOMP, KRAB, KZRO, Sirius Octava, WBZZ, WBEZ, WCCO, WCHZ, WFLD, WFLG, WMBW, WWSF, WTVT, WRXZ, WTKX, WTPP, WYNN, WYZZ, WZOR, WZZZ, WYBB, WZOR, XM Satire

ALL THESE THINGS I HATE (REVOLVING ANCHORED ME) 12
Bullied For My Valentine (Trustable/Jive/Zomba)
KATT, KFRQ, KHTB, KZRO, WBZZ, WBEZ, WFLD, WFLG, WMBW, WWSF, WTVT, WRXZ, WYBB, XM Satire

FOREVER 11
Papa Roach (El Tonal/Epic)
KFRQ, KLFD, Sirius Octava, WCCO, WCHZ, WFLD, WWSF, WTPP, WZOR, WYBB, WZOR

TEN THOUSAND FISTS 10
Disturbed (Reprise)
KCT, KZZ, KRAB, KZZR, KZZR, WBEZ, WRAT, WRXZ, WTPP, WYZZ

EVERYTHING 9
Blackberry (Eleven Seven/Atlantic/Lava)
KFRQ, KHTB, KZRC, Sirius Octava, WBZZ, WBEZ, WYNN, WYZZ, XM Satire

DRIVEN 9
Sevendust (Columbia/Limo)
KHTQ, KLFD, Sirius Octava, WBZZ, WCCO, WFLD, WWSF, WZOR, XM Satire

STAND UP 7
Jet (Atlantic)
KZLE, KFRQ, KHTQ, KLAQ, WRAT, WYZZ, WZZZ

PARALYZER 6
Papa Roach (Black-Lip)
KHTQ, KZZR, WCHZ, WRAT, WYNN, WZOR

FROM YESTERDAY 6
30 Seconds To Mars (Manfred/Wire)
KOMP, WAAK, WMBW, WTKX, WTKX, WYZZ

TAKING BACK CONTROL 4
Spurts (Hollywood)
WRAT, WTKX, WYZZ, WZZZ

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE / LABEL	PLAYS /GAIN
PARALYZER Papa Roach (Black-Lip)	167/36	EVERYTHING Blackberry (Eleven Seven/Atlantic/Lava)	13/36
TOTAL STATIONS:	31	TOTAL STATIONS:	24
FACE DOWN The Red Jumpsuit Apparatus (VRGUN)	13/18	LOVE LIKE WINTER API (TNY EVL/INTERSCOPE)	9/14
TOTAL STATIONS:	11	TOTAL STATIONS:	10
FOREVER Papa Roach (El Tonal/Epic)	146/71	YOU KNOW MY NAME Chris Cornell (InterSCOPE)	63/7
TOTAL STATIONS:	27	TOTAL STATIONS:	6
SHAMEFUL Alyssa (Victory)	143/71	BEER! Psychobitch (Rock Ridge)	81/3
TOTAL STATIONS:	19	TOTAL STATIONS:	12
ALL THESE THINGS I HATE (REVOLVING ANCHORED ME) Bullied For My Valentine (Trustable/Jive/Zomba)	131/30	FADE AWAY Dismal (Century Media)	73/1
TOTAL STATIONS:	13	TOTAL STATIONS:	11

MOST INCREASED PLAYS

- +104
- +102
- +74
- +71
- +67

BREATH
Breaking Benjamin (Hollywood)
KZRO +8, SEC +2, KRAB +0, WZZZ +8, WTTT +2, KSNW +2, KZZR +6, KHTQ +6, KZRO +6, KZRO +6

TEN THOUSAND FISTS
Disturbed (Reprise)
KRAB +23, WFLD +6, KZZR +2, WBEZ +1, KZRO +3, WTTT +4, WZOR +4, WYZZ +3, KZRO +3

PAIN
Three Days Grace (Jive/Zomba)
KZRO +8, KRAB +0, WFLD +8, KZRO +6, WBEZ +5, KTKC +8, KHTQ +5, WBEZ +5, WYZZ +5, KCT +5

FOREVER
Papa Roach (El Tonal/Epic)
KZRO +8, WYZZ +8, KZZR +3, WYNN +4, WFLD +4, WTKX +3, WZZZ +2, KATT +2, SEC +2, WBEZ +2

HOW LONG
Hinder (Universal Republic)
KZRO +4, KZRO +0, KHTQ +3, WFLD +5, KSNW +5, KZRO +5, KZZR +5, WZZZ +3, WTKX +3

ADDED AT... WAAF
Boston, MA
PD: Ron Valler
MD: Melissa Carro
Tool, Jan 11, 22
30 Seconds To Mars, From Yesterday, 12

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FOR WEEK ENDING JANUARY 7, 2007
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		TITLE ARTIST	NIELSEN BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW	Wk	AUDIENCE MILLIONS	RANK		
1	1	26	ROCKSTAR MUSICBOX	NO. 1 (14 WKS)	ROADRUNNER	355	-3	1.637	1
2	2	11	RAIN THREE DAYS GRACE	JIVE/ZOMBA	329	+9	1.089	5	
3	3	31	THROUGH GLASS STONE SOUL	ROADRUNNER	324	-9	1.370	2	
4	4	27	LAND OF CONFLUSION DISTURBED	REPRISE	288	-8	1.284	3	
5	5	23	THE POT TOOL	DISSECTIONAL/VOLCANO/ZOMBA	277	-9	1.016	7	
6	6	26	HEROES SHINEDOWN	ATLANTIC	270	0	1.034	6	
7	7	40	ANIMAL I HAVE BECOME THREE DAYS GRACE	JIVE/ZOMBA	242	-3	1.275	4	
8	8	13	REVELATIONS AEROSMITH	INTERSCOPE/EPIC	222	-14	0.775	8	
9	9	30	THE DIARY OF JANE BREAKING BENJAMIN	HOLLYWOOD	213	0	0.648	9	
10	10	8	THE ENEMY GODSMACK	UNIVERSAL REPUBLIC	201	+4	0.640	10	
11	11	8	LADIES AND GENTLEMEN SALIVA	ISLAND/JAG	190	+12	0.634	11	
12	15	10	SNOW (HEY OH) RED HOT CHILI PEPPERS	WARNER BROS.	183	+33	0.532	13	
13	13	22	CALL ME WHEN YOU'RE SOBER EMERSONHUE	WIND-UP	169	+10	0.386	17	
14	14	37	LIPS OF AN ANGEL HINDER	UNIVERSAL REPUBLIC	167	+7	0.547	12	
15	15	8	GOODBYE ARMY OF ANYONE	FIRM	156	-4	0.502	14	
16	17	9	HOW LONG HINDER	UNIVERSAL REPUBLIC	148	+26	0.374	18	
17	16	6	ANNA-MOLLY INCUBUS	MONSTER/JEPIC	144	+14	0.254	20	
18	18	5	SILLYWORLD STONE SOUL	ROADRUNNER	131	+11	0.444	15	
19	19	4	IT'S HOT OVER DAGYARY	REARWAX	117	+7	0.421	16	
20	20	15	WRICK THIS HEART ROB SEGER	HIRENUT/ARTIST	102	-3	0.352	19	
21	21	17	DEVIL'S GOT A NEW DISCOURSE AEROSMITH	COLUMBIA	74	-4	0.182	21	
22	22	15	DEVIL'S GOT A HOLDA ME THE COLOR	FRENCHMONEY	55	-3	0.173	28	
23	23	5	WINDOW IN THE SKIES LIZ	ISLAND/WATERSCOPE	43	+12	0.102	-	
24	24	2	HILL AND HIGH WATER BLACK STONE COUNTRY	INDE GOOD/ROADRUNNER	41	+6	0.101	-	
25	25	2	TEN THOUSAND FISTS DISTURBED	REPRISE	40	+8	0.032	-	
26	26	11	YOU KNOW MY NAME CHRIS CORNELL	INTERSCOPE	40	+7	0.107	29	
27	27	11	RISE THE RIVER J.J. CALF & ERIC CLAPTON	DUCKWATER/EPIC	38	+9	0.115	26	
28	28	2	THE WHITE UNIFORM WOLF MOTHER	MONSTER/WATERSCOPE	34	-6	0.130	23	
29	29	2	FALLS APART HURT	CAPITOL	30	0	0.089	-	
30	30	2	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	REPRISE	28	-20	0.103	30	

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
THE ENEMY Godsmack (Universal Republic) KADR, KUFO, WERN, WMAK, WYOM	5
LADIES AND GENTLEMEN Saliva (Island/JAG) KADR, KUFO, WERN, WMAK, WYOM	5
THE POT Tool (Tool Dissectional/Volcano/Zomba) KADR, KUFO, WERN, WMAK	4
RAIN Three Days Grace (Jive/Zomba) KADR, KUFO, WERN, WMAK	4
SILLYWORLD Stone Soul (Roadrunner) KADR, WERN, WMAK	3
GOODBYE Army Of Anyone (Firm) KADR, KUFO, WERN	3
TEN THOUSAND FISTS Disturbed (Reprise) KTUL, WRKX, WYRK	3
EVERYTHING Buckcherry (Elevensevenatlantic/JAG) KADR, KBER, WLLC	3
REVELATIONS Aerosmith (Interscope/Epic) KADR, KUFO, WMAK	3

ADDED AT...
WDHA
Morristown, NJ
PD: Tony Page

LIZ, Window In The Skies, 14
Chris Cornell, You Know My Name, 8

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NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS / WKS	TITLE ARTIST / LABEL	PLAYS / WKS
SOBER Staind (Flip Atlantic) TOTAL STATIONS: 6	28/5	WALK Average 90s/old (Roadrunner) TOTAL STATIONS: 1	26/2
STAND UP Jag (Atlantic) TOTAL STATIONS: 4	28/1	SIDE OF A BULLET Mudcrich (Roadrunner) TOTAL STATIONS: 2	25/3
EVERYBODY IS EASY (WE SINK/WE SWIM) The Budos Brothers (Kertland) TOTAL STATIONS: 3	27/6	POLITICS Korn (VIRGIN) TOTAL STATIONS: 6	21/10

MOST INCREASED PLAYS

+33	SNOW (HEY OH) Red Hot Chili Peppers (Warner Bros.) WYRK +3, KUFO +3, WMAK +3, WYOM +3, WLLC +1, WRKR +1, KADR +1, WYFX +1, WYLV +1
+26	HOW LONG Hinder (Universal Republic) WYRK +6, WMAK +6, WYOM +3, WRKR +2, WYOM +2, WERN +1, WYLV +1, KADR +1, WYFX +1, WYLV +1
+20	WELCOME TO THE BLACK PARADE My Chemical Romance (Reprise) KUFO +2, WRKR +4, WYOM +2, WRKR +1
+14	THE ENEMY Godsmack (Universal Republic) WMAK +4, WYOM +4, WYOM +4, KADR +1, WYOM +1, WYLV +1, WYLV +1, WYLV +1
+14	ANNA-MOLLY Incubus (Monument/Epic) KUFO +8, WYLV +4, WYFX +2, WYLV +2, WRKR +2, KADR +1, WRKR +1

RECURRENTS

TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	LW	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	LW
CRAZY BITCH Black Cherry (Flyers/Sevenatlantic/JAG)	159	139	STRONGER Disturbed (Reprise)	106	101
COMING UNDONE Korn (VIRGIN)	145	143	BACK IN BLACK AC/DC (Atlantic)	104	86
TO BE LOVED Papa Roach (JAG/Reprise)	114	120	REBIBBY See-ther (Wind-Up)	103	94
EVERETT CHILD OF MINE Guns N' Roses (Geffen)	113	99	WEAK Godsmack (Universal Republic)	103	98
SHINE DOWN Godsmack (Universal Republic)	112	106	ANOTHER BRICK IN THE WALL (PART II) Pink Floyd (Columbia)	102	110

RECURRENTS

TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	LW
CRAZY BITCH Black Cherry (Flyers/Sevenatlantic/JAG)	159	139
COMING UNDONE Korn (VIRGIN)	145	143
TO BE LOVED Papa Roach (JAG/Reprise)	114	120
EVERETT CHILD OF MINE Guns N' Roses (Geffen)	113	99
SHINE DOWN Godsmack (Universal Republic)	112	106

FOR WEEK ENDING JANUARY 7, 2007

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ROCK REPORTERS

WONE/Albany, OH* OM: Nick Anthony PD: J.K. O'Grady APD/MD: Tim Laugherty	WPTO/Bowling Green, KY OM/PD: Alex "Aur" Chase APD/MD: Monty Foster	WYMS/Cleveland, OH* PD: Bo Matthews	WGR/Manchester, NH* APD: Becky Pohotsky	KCLB/Palm Springs, CA PD: Anthony "Antdog" Quizon	WYRK/Rockford, IL PD: Jim Stone MD: Jon Schulz
KZRR/Albuquerque, NM* OM: Bill May PD: Phil Mahoney MD: Rob Brothers	WYPC/Cape Cod, MA OM: Steve McVie PD: Suzanne Ionate APD/MD: James Gallagher	WYRK/Columbus, GA* OM: Brian Waters PD: Michael Steele	WYFX/Montgomery, AL* PD: Rick Hendrick	WRKZ/Pittsburgh, PA* OM: Keith Clark PD: Ryan Mill	KBER/Salt Lake City, UT* PD: Abby Harner APD/MD: Darby Wilcox
WZZD/Albany, PA* PD: Lori Thomas MD: Keith Meyer	WYLC/Charleston, WY* OM: Bill Knight PD/MD: Jay Hunley APD: Brian Thompson	KAZR/Denver, CO* OM: Jim Schaefer PD: Ryan Patrick MD: Andy Hall	WDHA/Morristown, NJ* PD/MD: Tony Page	KUFO/Portland, OR* PD: Mike Tierney APD/MD: Dan Blyth	KZOO/San Luis Obispo, CA PD: John Boyle
KWML/Anchorage, AK PD: Jim Shewin APD/MD: Brad Stewett	WYLC/Charleston, WY* OM: Bill Knight PD/MD: Jay Hunley APD: Brian Thompson	WYOM/Manassas, VA* OM: Harvey Kojan APD/MD: Tim Parker	WYOM/Manassas, VA* OM/PD: John Stomby APD/MD: Zak Taylor	WYLV/Providence, RI* PD: Scott Laurent MD: Mike Branfort	KTUL/Shreveport, LA* PD: Ragen King MD: Ryan Stone
WTOS/Augusta, ME OM/PD: Steve Smith APD: Chris Rush	WYLC/Charleston, WY* OM: Bill Knight PD/MD: Jay Hunley APD: Brian Thompson	WYOM/Manassas, VA* OM: Harvey Kojan APD/MD: Tim Parker	WYOM/Manassas, VA* OM/PD: John Stomby APD/MD: Zak Taylor	KSHE/St. Louis, MO* OM: Rick Bais APD: Katy Krause MD: Gary Frazier	KBZS/Wichita Falls, TX PD: Lori Ryan
	WYLC/Charleston, WY* OM: Bill Knight PD/MD: Jay Hunley APD: Brian Thompson	WYOM/Manassas, VA* OM: Harvey Kojan APD/MD: Tim Parker	WYOM/Manassas, VA* OM/PD: John Stomby APD/MD: Zak Taylor		WYLV/Providence, RI* PD: Scott Laurent MD: Mike Branfort

* Monitored Reporters



TRIPLE A



Hot acts, fresh faces jump-start the new year

What Will Play In 2007

John Schoenberger

JSchoenberger@RadioandRecords.com

usically speaking, 2007 is coming in like a lion with record labels wasting no time promoting a large selection of music to triple A radio. Several projects carrying over from 2006 are still active and relevant, while the first quarter offers excellent releases from new artists as well as established ones.

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Some of the most successful acts of 2006 will remain hot in the new year, with singles planned for release in the first few months by the Fray, JJ. Cale and Eric Clapton, Rocco DeLuca, Dixie Chicks, Indigo Girls, Mat Kearney, the Killers, Ray LaMontagne, Amos Lee, John Mayer, Madeleine Peyroux, Robert Randolph & the Family Band and Pete Dinklage. Meanwhile, a few acts didn't even wait for the ball to drop in Times Square before officially releasing follow-up tracks near the tail end of last year, including Michael Franti & Spearhead, Mindy Smith and Shawn Colvin.

Further, several new projects got started near year's end, such as U2 (from a recent greatest-hits release), Norah Jones (her new album streets at the end of January), Aqualung, America, Tony Furtado, Nancy Griffith, John Mellencamp, Damien Rice, Rodrigo Y Gabriela, Keller Williams and "The Endless Highway" tribute project to the Band, all of which are expected to enjoy long runs in 2007.

There are also important early-2007 releases from format staples Mary Chapin Carpenter, Patty Griffin, the Holmes Brothers, Rickie Lee Jones, Van Morrison, Ozomatli, Kenny Wayne Shepherd, Joss Stone and Lucinda Williams.

But that's not all. The first quarter also promises new music from the Arcade Fire, Ry Cooder, Chris Cornell, Feist, Tim Finn, David Gilmour, John Hammond, Kristin Hersh, Modest Mouse, Moe., Grant Lee Phillips, Over the Rhine, Graham Parker, Josh Rouse, Xavier Rudd, Ron Sexsmith, the Silos, Mavis Staples, Koko Taylor and Paul Weller.

It is always great to have new music from artists we have learned to love and respect, but much of the fun is the joy of discovering new and developing acts.

There will be continued priority efforts from the labels representing Assembly of Dust, Carbon Leaf, Citizen Cope, the Colour, the Dammwells, Brett Demmon, DJ Shadow, Gov't Mule, Gran Bel Fisher, Eliot Morris, Carey Ott, Carrie Rodriguez,

Hot Acts

Rickie Lee Jones: This one-of-a-kind artist returns with her first album in four years.

Ozomatli: The band's unique approach of combining Latin rhythms with other genres has brought it worldwide success.

Joss Stone: Now coming out via Virgin in the United States, Stone's much-anticipated new album is just around the corner.

Patty Griffin: There is no denying the power of this artist's voice and the insight of her songs.

Kenny Wayne Shepherd: This artist's new project, "10 Days Out (Blues From the Backroads)," features guest performances by Bryan Lee, B.B. King, Cootie Stark and many others.



		TRIPLE A INDICATOR		PLAYS	
		TITLE	IMPRINT / PROMOTION LABEL	TW	W
		ARTIST			
6	WINDUP ON THE SKIES U2	ISLAND/WINTERSCOPE	642	50	
11	NEW SHIRES PAOLO NUTINI	ATLANTIC	572	88	
5	THINKING ABOUT YOU NORAH JONES	BLUE NOTE/BIG	539	61	
14	SEE THE WORLD COMEZ	ATO	526	39	
12	ONE THE RIVER J.J. CALE & ERIC CLAPTON	DEERHEAD/REPRISE	485	29	
15	OTHER SIDE OF THE WORLD AT TUNSTALL	RELENTLESS/VEGAS	465	3	
7	SHOUL OUT LOUD RED HOT CHILI PEPPERS	WARNER BROS.	456	60	
18	SHOUT OUT LOUD AMOS LEE	BLUE NOTE/BIG	416	-25	
11	FLIGHTING WITH TIME TOM PETTY	AMERICAN/WARNER BROS.	412	-35	
7	LET IT BE SURGE JACK JOHNSON WHATMY COSTA & ZACH GALL	BRISQ/BREIL/UNIVERSAL REPUBLIC	406	20	
15	MY WAY LOS LOVELY BOYS	ONE HAVEN/CORVEY	393	-49	
6	THINK I'M IN LOVE BECK	INTERSCOPE	348	-2	
22	THREE MORE DAYS RAY LAUGHTAGH	REARVIEW	339	-36	
10	WIND DIVISION JOHN OSBORNE	HANDELAR	329	-51	
13	SATELLITE CASTER	REPRISE	315	16	
16	SOMEBODY BABY BOB DYLAN	COLUMBIA	307	-86	
8	O VALERIE! THE OCEANBERNISTS	CAPITOL	305	-48	
6	NOTHING ON MY MIND KEANE	INTERSCOPE	289	7	
5	WIND IT UP SHAWN COLVIN	DESPERADO/NETTWERK	283	1	
2	TUFF DIDD SHAWN COLVIN	MONSIEUR MINE/REPRISE	272	56	
4	ROCKING YEASERING BEN HARPER	VEGAS	247	12	
20	I WILL FOLLOW YOU INTO THE DARK DEATH CAB FOR CUTIE	ATLANTIC	240	-24	
3	HEAVENBORN TIME LOVE GOES YUSUF	VAIRALANTE	238	13	
15	FOR US PETE YORN	RED BIRD/COLUMBIA	235	-13	
16	ANYTHING'S POSSIBLE JONNY LANG	AMERICAN/WINTERSCOPE	228	-57	
NEW	ONE STEP CLOSER TO YOU MICHAEL FRANTI AND SPEARHEAD	ANTI-VEPSTAR	217	38	
NEW	BELIEF JOHN MAYER	WARNER/COLUMBIA	210	54	
5	TWO SIDES TO LOVE GUY	ENCAUSION	203	-64	
17	THRILL OF IT ROBERT BANGOLPH & THE FAMILY BAND	WARNER BROS.	196	-97	
2	PHANTOM LIMB THE SHINS	SUB POP	194	31	

FOR WEEK ENDING JANUARY 7, 2007



McLaughlin



Stone



Jones



Vega4

Regina Spektor, Tyronne Wells, Yonder Mountain Spring Band and others.

Also look for releases from acts that have established a foundation at triple A, including Animal Liberation Orchestra, Apples in Stereo, Belinda Carlisle, Tommy Castro, Copeland, the Dears, Erin McKeown, Greg Johnson, Scott Miller, Coco Montoya, Sondre Lerche, the Roaches, Rouse and Winterpills.

Finally, there are some very promising brand-new acts on the horizon, including Lily Allen, Alternate Routes, Danny Flowers, the Guggenheim Grotto, the Hold Steady, the Kooks, Koop, Taylor Mason, Jon McLaughlin, James Morrison, MoZella, Lewis Taylor and Vega4.

Fresh Faces

Lily Allen: Allen is already a sensation in the United Kingdom and Capitol has high hopes for her in 2007. **Cat Empire:** Velour's latest find, Cat Empire is a successful touring act from Australia that is primed to break big in the new year.

James Morrison: You likely have not heard of this artist who is currently breaking in Europe, but Interscope is confident that will change very soon.

Jon McLaughlin: This American heartland songwriter/pianist has the staff at Island very excited.

Vega4: Epic has another hot act on its hands—this time from the United Kingdom.

The Kooks: Yet another band that Astralwerks is stoked to be working, especially since their album has already sold more than 1 million copies in the United Kingdom.

The Alternate Routes: This new Vanguard act has been building a solid base via MySpace and MTV.

MoZella: This hip, young songwriter has delivered a great debut album for Maverick that takes the best of street beats and blends them with a modern folk sensibility.

TRIPLE A

▶ TOM PETTY



R&R

100% COUNTRY

100% COUNTRY

WEEK	LAST WEEK	TITLE / ARTIST	NIELSEN BDS CERTIFICATIONS / IMPRINT / PROMOTION LABEL	PLAYS TW	W/	AUDIENCE MILLIONS	RANK
1	9	WINDOW IN THE SKIES / LIZ NO. 1 (7 WKS)	FLANDERTS/SCOPE	427	+26	2,032	1
2	15	SEE THE WORLD	ATO	380	+13	1,575	3
3	20	I WILL FOLLOW YOU INTO THE DARK / DEATH CAB FOR CUTIE ATLANTIC	ATLANTIC	346	+12	1,197	7
4	14	SNOW (HEY OH) / RED HOT CHILLIPEPPERS WARNER BROS.	WARNER BROS.	325	-3	1,636	2
5	7	THINKING ABOUT YOU / KEVIN JONES BLUE NOTE/ABC	BLUE NOTE/ABC	305	+22	1,554	4
6	10	NEW SHOES / MEGALITH ATLANTIC	ATLANTIC	303	+35	1,244	6
7	25	CHASING CARS / SMOKE PATROL POLYGRAM/AM/INTERSCOPE	POLYGRAM/AM/INTERSCOPE	274	-4	1,400	5
8	15	OTHER SIDE OF THE WORLD / RELENTLESS/VRIGAN RELENTLESS/VRIGAN	RELENTLESS/VRIGAN	273	+18	1,028	10
9	15	RISE THE RIVER / J.J. CALE & ERIC CLAPTON DUCKER/PIRE	DUCKER/PIRE	269	-1	1,162	9
10	11	I THINK I'M IN LOVE / BECK INTERSCOPE	INTERSCOPE	262	+20	0,970	13
11	20	SHOUT OUT LOUD / ANGELIS BLUE NOTE/ABC	BLUE NOTE/ABC	246	-1	0,732	21
12	28	HOW TO SAVE A LIFE / THE FRAY EPIC	EPIC	237	+19	1,182	8
13	17	SATELLITE / GUSTAF REPRISE	REPRISE	236	+19	0,835	16
14	7	THE LIFE / JOHN MAYER AIRPOWER/MOST INCREASED PLAYS	AIRPOWER/MOST INCREASED PLAYS	232	+42	1,002	11
15	22	FOR LIES / PETE YORN RED BULL/COLUMBIA	RED BULL/COLUMBIA	216	+4	0,664	22
16	8	NOTHING IN MY WAY / KEANE INTERSCOPE	INTERSCOPE	207	+19	0,922	15
17	20	O VALLENCIA! / THE DECIMANISTS AIRPOWER	AIRPOWER	193	+18	0,785	19
18	11	MY WAY / LOS LOVELY BENDS ONE HAVEN/MPX	ONE HAVEN/MPX	190	+5	0,807	18
19	21	ANYTHING'S POSSIBLE / COMPLEX ASAM/INTERSCOPE	ASAM/INTERSCOPE	175	+11	0,584	24
20	24	FLIRT WITH TIME / TOM PETTY AIRPOWER	AIRPOWER/WARNER BROS.	160	+14	0,980	12
21	22	SOMEDAY BABY / BOB DYLAN COLUMBIA	COLUMBIA	158	-1	0,950	14
22	19	LET IT BE SUNG / JACK JOHNSON WITH MATT COSSIA AND ZACH GILL BRUSH FIRE/UNIVERSAL REPUBLIC	BRUSH FIRE/UNIVERSAL REPUBLIC	156	-3	0,769	20
23	4	PHANTOM LIMB / THE SHIRES SUB POP	SUB POP	153	+25	0,525	26
24	7	YOU'RE ALL I HAVE / SMOKE PATROL MOST ADDED	POLYGRAM/AM/INTERSCOPE	121	+30	0,533	25
25	5	GOLDEN DAYS / THE SAMWELLS ZOE/ROUNDER	ZOE/ROUNDER	106	+17	0,352	-
26	NEW	TAMACURI / RODRIGO Y CARRERA ATOP/EMI	ATOP/EMI	105	-21	0,832	17
27	14	I'M ALL RIGHT / MADEIRA NE PEYROLLO ROUNDER	ROUNDER	97	0	0,193	-
28	30	THUNDER ON THE MOUNTAIN / BOB DYLAN COLUMBIA	COLUMBIA	95	+6	0,254	-
29	4	HEAVEN/WHERE TRUE LOVE GOES / YUSUF VAULT/ATLANTIC	VAULT/ATLANTIC	79	-12	0,089	-
30	NEW	SLY / CAT EMPIRE VELOUR	VELOUR	78	+9	0,370	28

MOST ADDED

TITLE / ARTIST	NEW STATIONS
YOU'RE ALL I HAVE / Smoke Patrol (POLYGRAM/AM/INTERSCOPE) KBCB, KXMG, KMFT, KPRJ, KTCC, WBOG	6
DASHBOARD / Modest Mouse (EPIC) WOLZ, WOOD, WNCN, WRMR, WZLW	5
ARE YOU ALRIGHT? / Lucinda Williams (LOST HIGHWAY) KROQ, Sirius Spectrum, WRMR	3
LOOK AFTER YOU / The Pines (EPIC) KPRJ, WBOG, WZLW	3
OTHER SIDE OF THE WORLD / KT Tunstall (RELENTLESS/VRIGAN) KPRJ, WZLW	2
SAVE YOURSELF / The Colour (DIETHRICH/EGG) Sirius Spectrum, WZEW	2
SHOUL / Lily Allen (RECAL/CAPITOL) WBOG, WZLW	2
SLY / Cat Empire (VELOUR) WNCN, WZEW	2
I THINK I'M IN LOVE / Beck (INTERSCOPE) KXMG, WOOD	2

ADDED AT **WOOD**
The Mountain
Chattanooga, TN
PO: Danny Howard
MO: Brad Steiner
Home, Crystal Ball, 18
The Black Keys, Your Touch, 18
Modest Mouse, Dashboard, 10

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE / ARTIST	PLAYS / WKS	TITLE / ARTIST	PLAYS / WKS
COLD DECEMBER / Matt Costa (BRUSH FIRE/UNIVERSAL REPUBLIC) TOTAL STATIONS: 8	72/2	HERE IT GOES AGAIN / OK Go (CAPITOL) TOTAL STATIONS: 6	93/11
WIND IT UP / Remondella Ladies (DESPERATION/MTW/WRK) TOTAL STATIONS: 10	68/4	LET LOVE IN / Gas Gas Duo (WARNER BROS.) TOTAL STATIONS: 3	55/9
AIN'T NOTHING WRONG WITH THAT / Robert Randolph & The Family Band (WARNER BROS.) TOTAL STATIONS: 6	66/8	CALL ME WHEN YOU'RE SOBER / (WIND-UP) TOTAL STATIONS: 3	54/3
LIKE A STAR / Corinne Bailey Rae (CAPITOL) TOTAL STATIONS: 10	62/2	INTO THE OCEAN / Blue October (UNIVERSAL MOTOWN) TOTAL STATIONS: 4	49/3
WHAT ARE WE FIGHTING FOR? / Tyrone Wells (UNIVERSAL REPUBLIC) TOTAL STATIONS: 7	58/8	WHO DIVIDED / Jesse Osborne (VANGLARD) TOTAL STATIONS: 4	48/3

MOST INCREASED PLAYS

+42	BELIEF / John Mayer (Arista/Columbia) WWRV +1, KRCO +2, KPRJ +2, KQW +4, WZLW +4, WNCN +3, WZEW +2, WOLZ +4, WTTX +4, WZRV +4
+35	NEW SHOES / Paolo Nutini (Atlantic) WWRV +2, KMFT +4, SSP +5, WOOD +4, KTCC +3, WZLW +3, KMFT +3, WBOG +3, KPRJ +3, WZEV +2
+35	DASHBOARD / Modest Mouse (Epic) WOOD +10, WWRV +8, WZLW +8, KRCO +4, WOLZ +2, WZEW +2, WBOG +1
+30	YOU'RE ALL I HAVE / Smoke Patrol (Polygram/AM/InterScope) WTTX +9, KRCO +8, KTCC +5, WOOD +4, WWRV +2, WZLW +2, WTTX +1, WBOG +1
+26	WINDOW IN THE SKIES / LIZ (Flanderts/Scope) KXMG +6, WNCN +5, KRCO +5, KMFT +5, KQW +4, WZLW +3, WOOD +3, WRRV +3, WWRV +3, WBOG +2

RECURRENTS

TITLE / ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW	W/
WAVING ON THE WORLD TO CHANGE / JOHN MAYER (Arista/Columbia)	ATO	220	205
THREE MORE DAYS / RAY LAMONTAGNE (RECAL/ABC)	RECAL/ABC	211	211
WHEN YOU WERE YOUNG / THE KELLIGS (POLYGRAM/ABC)	POLYGRAM/ABC	184	182
COLUMBIA / NECO DELUCA & THE BUREAU (BROWNS/ABC)	BROWNS/ABC	159	163
SUDDENLY I SEE / KT TUNSTALL (RELENTLESS/VRIGAN)	RELENTLESS/VRIGAN	137	124

TITLE / ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW	W/
IS IT ANY WONDER? / KEANE (INTERSCOPE)	INTERSCOPE	126	119
PUT YOUR RECORDS ON / CORINNE BAILEY RAE (CAPITOL)	CAPITOL	117	106
NOTHING LEFT TO LOSE / MATT REARNEY (WARNER/COLUMBIA)	WARNER/COLUMBIA	115	100
RELEASE YOURSELF & THE CHERRY TREE / KT TUNSTALL (RELENTLESS/VRIGAN)	RELENTLESS/VRIGAN	108	107
SAVING GRACE / TOM PETTY (AMERICA/WARNER BROS.)	AMERICA/WARNER BROS.	103	104

FOR WEEK ENDING JANUARY 7, 2007
 LBWEEKS: See legend to charts in charts section for rules and symbol explanations.
 23 night A stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Indicator chart comprised of 95 separate. © 2007 V&A Business Media, Inc. All rights reserved.

the holmes brothers

THE HOLMES BROTHERS
 featuring: *(What's So Funny 'Bout) Peace, Love and Understanding?*
 from their fantastic new release,
STATE OF GRACE
 Add Date: Jan 15th @ AAA & Americana
 CONTACT: TIM KOLLETT @ ALLIGATOR RECORDS, 800-348-7214 x232

COCO MONTOYA
 featuring: *Last Dirty Deal* from his striking blues-rock release,
DIRTY DEAL
 Add Date: Jan 15th @ AAA

AMERICANA

TRIPLE A

LAST WEEK	TITLE ARTIST	IMPORT / PROMOTION LABEL	PLAYS		
			TW	W ⁺	CUMULATIVE
2	PURETY LITTLE STRANGER JOHN WATSON	WANGLAND	385	+50	2693
1	NASHVILLE SOLDIER BURSE	SHOUT! FACTORY	382	-2	6409
4	SONGBIRD WILLIE NELSON	LOST HIGHWAY	327	+6	2746
3	HORSESHOES AND HAND GRENADES TRIST RAMM AND THE NEW HOWLERS	PAOLOURO	304	-30	2221
6	MOONSHIN TIMES BOB DYLAN	COLUMBIA	286	-16	6403
7	DEATH SONGS FOR THE LIVING GOB IRON	TRANSGRAPH SOUND/LEGACY	278	-7	1569
5	BIG BROWN WORLD OLD CROW MEDICINE SHOW	NETTWERK	269	-44	7494
9	WORKBENCH SONGS CUT CLARK	DUALTONE	259	-2	6652
8	LONG ISLAND SHORES LINDY SMITH	WANGLAND	253	-17	4126
11	HEARTBREAKERS HALL OF FAME SUNNY SMIThey	SUNNY SMIThey	253	-2	1707
17	THE ROAD TO ESCONCIDO J.L. CALE & ERIC CLAPTON	DUCKWIPRESE	232	+8	1603
15	BROUGH ROPE CHRIS KROTT	DRIFTERS CHURCH PRODUCTIONS	225	-9	6712
14	LOVE LIKE A MILE STELL WAGMAN	SHADOWDOG	224	-34	3621
10	RUBY'S TORCH NANCY GARFINKL	ROUNDER	220	-22	1865
22	ORPHEANS: BRAWLERS, SAWLERS AND BASTARDS TIM SHIFFTS	ANTI-EPISTAPH	216	+17	1030
13	WALK & RIDE GRAYSON KAPPS	HIVHA	214	-29	2759
12	HILLO LOVE THE BE GOOD TANYAS	NETTWERK	212	-35	3281
16	REGURATIONS THE BEARDS	SUGAR HILL	202	-36	3573
18	LAST MAN STANDING: THE DUETS JERRY LEE LEWIS	ARTISTS FIRST/SUNSHINE LA	200	-22	4998
19	THE DEVIL YOU KNOW TODD SHEDDEN	NEW DOORWAY	199	-19	8046
20	HAND IN MY EYES LIKE A HIGHLAND STEER CORIE LIND	STORY PLAN	194	-23	3480
21	THE TOWN AND THE CITY LOS LOBOS	MAMMOTH/HOLLYWOOD	188	-21	4482
26	COLD BEER & HOT TAMALES MCJAY BROTHERS	MEDRA DRIVER	188	+10	2541
24	SNAKE RAIN RAY WYLER HERBARD	SUSTAIN	188	-8	8284
23	THIRTEEN TONY FURTADO	FURGALO	182	+26	1106
25	KODALA MOTEL ARNE NEUDE	MESSAGE	164	-25	2365
23	HIGHWAY OF DREAMS BRADLEY WALKER	ROUNDER	163	-32	1929
27	UNGLOUSH MALLILLIAM CHIP TAYLOR	BACK PORCH/BLC	161	-11	5852
29	VIVAI TERLINGUAI MELUON - SONGS OF LUCKENBACH MELUONS	PLD PULO	157	+26	615
31	BILLERBASS JIM LAURENDALE	YEP! ROC	154	-7	2227

TRIPLE A REPORTERS

WAPS/Akron, OH PD: Bill Gruber	WKRT/Chicago, IL* PD: Norm Winer OM/MD: John Farneda	WZEW/Mobile, AL* OM: Tim Camp PD: Gene Murrell MD: Lee Ann Korik Camp	KBAC/Santa Fe, NM PD/MD: Ira Gordon
KNBA/Anchorage, AK OM/PD: Loren Dixon MD: Darryn Preston	WCBE/Columbia, OH OM: Tammy Allen PD: Dan Marshall MD: Maggie Brennan	WJLB/Monmouth, NJ OM: Tom Brennan PD: Rich Robinson APD: Leo Zaccari MD: Jeff Range	KRSH/Pamlico, CA PD/MD: Pam Long
WQKL/Ann Arbor, MI MD: Mark Copeland	WNNV/Camsey, NH PD/MD: Mark Johnson	KPIC/Monterey, CA OM: Frank Capria PD/MD: Laura Ellen Hopper APD: Aileen MacHenry	DMX/Folk Rock/Satellite OM: Leanne Vince MD: Dave Sloan
KSPW/August, CO PD: Sara Guttman	KBDO/Denver, CO* PD: Scott Arbough MD: Mark Abuzzahab	WJLT/Hillsville, TN* OM/MD: David Hall APD/MD: Rev. Keith Coes	Music Choice Adult Alternative/Satellite PD: Justin Prager MD: Tiffany Sander
WZZC/Atlanta, GA* PD: Michelle Engel APD: Chris Brannon MD: Margot Smith	KNRM/Brazoria, CA OM: Cliff Berkowitz PD/MD: Mike Drinkers APD: Larry Trank	WFUV/New York, NY PD: Chuck Singleton MD: Rita Houston	Sinus Spectrum/Satellite* PD: Gary Schoenwetter MD: Sean Maxwell
KGSR/Austin, TX* OM: Chase PD: Jody Dierberg APD: Jyl Hershman-Ross MD: Susan Castle	KRVV/Fargo OM: Mike "Big Dog" Kapel PD: Ryan Kelly MD: David Black	WRSA/Washington, MA PD: Sean O'Meara MD: Johnny Memphis	XM Cafe/Satellite PD: Bill Evans MD: Brian Chamberlain
KUT/Austin, TX MD: Hawk Mendershall MD: Jeff McCord	WRWB/Baltimore, MD* OM/PD: Bob Weaugh APD/MD: Alex Corright	KDDB/Park Hills, MO OM/MD: Greg Camp APD: Glenn Berry	KEXP/Seattle, WA OM: Tom Mars PD: Kevin Cole APD: John Richards MD: Don Yates
WTMD/Baltimore, MD PD/MD: Mike "Matthews" Vasiliakos	WYEM/Hempstead, NY PD: Brian Cosgrove MD: Lauren Stone	WXPW/Philadelphia, PA PD: Bruce Warren OM/MD: Dan Reed	KMTT/Seattle, WA* PD: Shawn Stewart APD/MD: Haley Jones
KLRN/Bend, OR OM/PD: Doug Donoho APD: Dan Donoho	KSUT/Flagstaff, CO PD: Steve Rauworth MD: Stasia Lanier	WYEV/Pittsburgh, PA PD: Rosemary Welsh MD: Mike Sauter	WNCW/Spokane, NC APD/MD: Martin Anderson
KRYV/Bozeman, ID OM/PD: Dan McCully MD: Tim Johnstone	WTTTS/Indianapolis, IN* PD: Brad Holtz APD/MD: Laura Duncan	WCLZ/Portland, ME* PD: Herb Ivy MD: Brian James	KCLC/St. Louis, MO PD: Rich Pughard MD: Steve Chenoweth
WBCS/Boston, MA* PD: David Ginsburg MD: Dana Marshall	KMTN/Jackson, WY PD/MD: Mark "Fish" Fishman	KINK/Portland, OR* PD: Dennis Constantine APD/MD: Kevin Welch	KFRM/Steamboat Springs, CO PD/MD: John Johnston
WXRW/Boston, MA* APD: Cabe Wilber	KTGB/Kansas City, MO PD: Jan Hart MD: Byron Johnson	WDSY/Poughkeepsie, NY OM: Greg Gutrine PD: Tim Scherer	KTAD/Taos, NM OM: Mitch Miller PD: Brad Hockmyer MD: Paddy Mar
KYSL/Brocktonbridge, CO PD: Tom Fricke MD: TJ Sanders	WEEK/Killington, VT PD: Dave "Uncle Dave" Tabbs APD/MD: James Emmons	KSQY/Rapid City, SD PD/MD: Chad Carlson	KWMT/Tucson, AZ* OM: Tim Richards PD: Blake Rogers
WNCV/Burlington* PD: Zeb Norris APD/MD: Jamie Canfield	KOHQ/Lewisville, WA PD: Sue Meyers MD: Carl Widig	KTHX/Reno, NV PD: Mark Keele APD/MD: Dave Herald	WYOD/Watouche, NC PD: John Matthews
WNYV/Cape Cod, MA PD: PJ Fan	KROK/Lewisville, LA OM: Rick Barricel PD/MD: Sandy Blackwell	KENZ/Salt Lake City, UT* MD: Mike Pees MD: Karl Burshman	WXPW/White Plains, NY PD: Chris Herriman APD/MD: Rob Lipschutz
WDDQ/Charlottesville, SC* OM: Mike Allen PD: Ron Bowen	WFPK/Lewisville, KY OM: Brian Conn PD: Stacy Owen APD: Laura Shine	KPRW/San Diego, CA* OM: Bob Burch APD: Sean Smith	WTFD/Wilmington, VA PD/MD: Amy Miller
WNRN/Charlottesville, VA OM: Jeff Reynolds PD: Michael Friend MD: Jay Tupelo	WJMM/Madison, WY* PD: Pat Gallagher MD: Gabby Parsons	KFDC/San Francisco, CA* PD: David Benson MD: Kelly Ransford	WJUN/Wilmington, NC PD: Beau Garin MD: Michelle Daniel
WOOO/Chattanooga, TN* OM/PD: Danny Howard MD: Brad Stevier	KTCZ/Bismarck, MN* PD: Lauren MacLesh MD: Thom	KPNM/Sandspoint, ID OM/PL: Dylan Benefield APD/MD: Diane Michaels	

MOST ADDED

HAMMER OF THE MONEY TOMK GODS 22 Bill Krosbar (PROPER AMERICAN)	DIRTY DEAL 7 Coco Montoya (ALLIGATOR)	ENSELESS HIGHWAY THE MUSIC OF THE BAND 6 Verloren (AC30/BLC)	VIVAI TERLINGUAI MELUON - SONGS OF LUCKENBACH 6 Verloren (PALO DURO)
STATE OF GRACE 16 Holmes Brothers (ALLIGATOR)	SING YOU SERPENTS 6 Eric McEvoy (NETTWERK)	BLIND MAN WALKING 5 Coffin City (SKAGGS FAMILY)	

FOR WEEK ENDING JANUARY 7, 2007

The Americana chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly play counts. For more information please visit www.americanamusic.com. © 2007 Americana Music Association.

*Monitored Reporters

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LATIN



Programmers handicap the 19th annual Premio Lo Nuestro awards

And The Winner Should Be . . .

Jackie Madrigal

JMadrigal@RadioandRecords.com

On Feb. 22, the Univision TV network will broadcast the 19th annual Premio Lo Nuestro awards live from Miami's American Airlines Arena. Although the public chooses the winners by logging on to univision.com and casting their votes, the nominees are determined by chart information provided by R&R. So who better than radio programmers to give their two cents on who should win, since it was the acts and music they supported that took the nods?

Regional Mexican, the largest Latin format, has the most categories. Among WYMY (La Ley)/Raleigh PD Julie Garza's picks to win are Diana Reyes, El Chapo and Alacranes Musical. Reyes, she says, "is an excellent artist, while Alacranes has worked really well in my market and the band has seen a great evolution. El Chapo, although he has some songs that are a bit strong, has also worked well at La Ley."

Garza says the album of the year should go to "Historias Que Contar" by Tigres del Norte, because the song "Señor Locutor" performed exceptionally well at radio, and the new single "Le Compré la Muerte a Mi Hijo" is on the same path.

She also supports Joan Sebastian to take male artist of the year; Beto y Sus Cantaritos to take banda artist; Vicente Fernández or Alicia Villarreal to win ranchero artist; Costumbre for Tejano artist; Mariano Barba's "Aliado del Tiempo" to take song of the year; and new soloist or group of the year to go to Los Creadores del Pasito Duranguense de Alfredo Ramírez.

On the pop front, WXYX/Puerto Rico PD Hermán Dávila says Sin Bandera's "Mañana" should win album of the year and predicts it will, because "it has a great production and musical quality," while the duo's song "Que Me Alcance la Vida" should take song of the year. In the male artist category, he expects Chayanne to win and Shakira to take female artist, because she has an "excellent album."

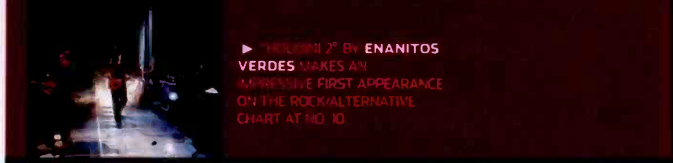
Duo or group is a much more competitive category, Dávila says. La 5a Estación "had a great year and great songs," he says, while also acknowledging that RBD had more radio exposure and was a phenomenon with youngsters, and that Sin Bandera dominated the charts.

Assessing the year at tropical, WRUM/Orlando PD Raymon Torres says, "It's been a great year for bachata, salsa has stood its ground with great productions and experimenting with reggaetón, and it's been a year of change and adjustments for reggaetón, while merengue is taking a breather."

Torres says Marc Anthony and Víctor Manuelle deserve the salsa awards, the bachata trophies should go to Monchy & Alexandra and Aventura and merengue to Linita T 21. Torres also supports Fonseca's "Te Mando Flores" taking song of the year and Fonseca himself to win new soloist or group of the year, because "he's got an excellent production, and we needed something like this to refresh the format."

Urban has few categories, though they are extremely important. WMGE/Miami PD/OM Frank Walsh picks Daddy Yankee to win artist of the year and his album "Barrio Fino en Directo" to take the album prize. Walsh says the release gave the reggaetón movement mass-appeal exposure and "helped open the door for the many 'urban' stations that appeared on the landscape during the last year and a half."

As for song of the year, it's all about Rakim y Ken-Y's "Down" and Daddy Yankee's "Rompe." The first, Walsh says, "crossed all boundaries, becoming a Mega favorite



► "ROMPE" BY ENANITOS VERDES MAKES AN IMPRESSIVE FIRST APPEARANCE ON THE ROCK/ALTERNATIVE CHART AT NO. 10

THIS WEEK	LAST WEEK	TITLE	ARTIST	IMPRINT / PROMOTION LABEL
1	11	COMPLIMENTO	ATERICDEPELADOS	NACIONAL
2	16	A BOMBE VAN LOS MUERTOS	FUNKY	NETTWERK
3	8	FRAGIL	ALLISON	SONY BMG NORTE
4	18	VIA LACTEA	JOE	EMI TELEVISION
5	13	LA EXPOSICION	GUSTINO CERAMI	SONY BMG NORTE
6	9	INDEFINIDOS	SEJU YANTRA	UNIVERSAL LATINO
7	3	ORDEN DIVISION	MUSICALIA	UNIVERSAL LATINO
8	10	LA PARTE DE ADELANTE	LOS FANBUROS CADILLAS	SONY BMG NORTE
9	16	EL BELLEJO	INSPECTOR	UNIVERSAL LATINO
10	NEW	NOUBUN 2	ENANITOS VERDES	UNIVERSAL LATINO
11	15	TE VOY A MOSTRAR	ALEJETA VENEZAS	SONY BMG NORTE
12	6	BIBIOTA TU LEEZ	MANA	WARNER LATINA
13	12	EL COLLAR	BABASONICOS	UNIVERSAL LATINO
14	11	SHAKE	LOS BURBANKS	INFIDEL/RIJ
15	14	UNA FAMILIA	DIRNA	UNIVERSAL LATINO
16	4	DES PUESDES	LA CUSANA CIEGA	UNIVERSAL LATINO
17	2	A LA MODA	LOS ABANDONED	VAPORSAULT/UMY
18	5	NO DELASONCA		DAK MUSIC/VEJ
19	2	A LAS 3	ENANITOS VERDES	UNIVERSAL LATINO
20	NEW	ROREAL	PRACA	BANGI

THIS WEEK	LAST WEEK	TITLE	ARTIST	IMPRINT / PROMOTION LABEL
1	9	LA OTRA LEGALES	FEAT. MONCHY & ALEXANDRA	UNIVERSAL LATINO
2	9	LAS SOLTERAS	MACH & DADDY	UNIVERSAL LATINO
3	10	ELLA VOLVIO	NYLAHE	SONY BMG NORTE
4	6	NO HAY MANERA	EL GRAN COMBO DE PUERTO RICO	DISCOS 605/SONY BMG NORTE
5	5	WALE	LA PERLA YOSKAR SARANTE	J&H
6	15	MI UNA SOLA PALABRA	PAULINA RUBIO	UNIVERSAL LATINO
7	7	YO NO SOY LOS AMIGOS	INVISIBLES	COLOMBIA
8	3	MUEVETE	CON OMBRO FEAT. N.O.R.E.	UNIVERSAL LATINO
9	10	BOYF LET THIS PARTY END	ANGELA VA FEAT. JOE BLODEN	VERGIL
10	2	PICADO	WASH & VANDER FEAT. LOS VIGUENOS	MACHETE
11	5	LA BOTILLA	LOS NUEVOS SAMBOCOS	M.P.
12	11	MADRE	EL AMOR OTRA FEAT. PROLITO GUZMAN	S&M
13	7	MIA TITO	"EL BAMBINO" FEAT. DADDY YANKEE	EMI TELEVISION
14	2	MONEY	MONEY RHO	WINGEMER TELEVISION
15	10	MUCHOS EFECTOS	QUESTRABAND	LARRY FUSCALE WASH WHEEL DADDY YANKEE HECTOR "EL FIERRO" TONY TURTAN
16	NEW	VUELVO A CALI	SONORA CAROLINE	FUENTES/MIAMI
17	4	LOS HOMBRES	TINIBEN LA CALLEJA CALERITO SANTA ROSA, DON OMAR	ONE/ONE/UNIVERSAL MICHON
18	NEW	QUEEN LO HABIA POR TI	ALEX BUENO	J&H
19	9	EN EL AMOR	JOE VERAS	J&H
20	7	COMO PUEBLO	SHELINA	J&H

FOR WEEK ENDING JANUARY 7, 2007

'It's been a great year for bachata, salsa has stood its ground, merengue is taking a breather, and it's been a year of change and adjustments for reggaetón.'

—Raymon Torres



Torres

with male and female, older and younger demos alike. And 'Rompe' was the biggest hit to cross over to the mainstream side, with the G-Unit remix putting a reggaetón artist on R&B and hip-hop playlists for the first time in several huge radio markets."

On the rock/alternative front, Boom Radio founder/host Kike Posada says although Maná will probably take album of the year, Los Bunkers' "Vida de Perros" or Babasonicos' "Añoche" deserve the award, because neither Maná nor Alejandra Guzmán represent Latin rock "in its true definition." Posada adds that he supported Los Bunkers and Babasonicos on Boom Radio because "they make alternative music, explore new possibilities and have not gone as mass appeal as the rest." As for song of the year, his vote is for Babasonicos' "Carismático" although he believes either Maná's or Guzmán's song will win.

"En Efecto: Rock en Evolución" host Chuy Ramirez agrees with Posada about Babasonicos, saying that the band has "musical maturity and have constantly evolved."

Yet he also admits Maná will likely win.

R&R

THE INDUSTRY STANDARD FOR MUSIC MONITORING




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Billboard TOP ALBUMS

WEEK	ARTIST	ALBUM	WEEKS ON CHART	PEAK
1	VARIOUS ARTISTS	SOULTRACK MUSIC WORLD/COLUMBIA 89653/SONY MUSIC (18.98)	1	1
2	AKON	Konvicted JIVE/IMPACT! INC./UNIVERSAL MOTOWN 07564/IMPACT (11.98)	2	10
3	DAUGHTRY	Daughtry RCA 88869/RIG (11.98)	3	1
4	JUSTIN TIMBERLAKE	FutureSex/LoveSounds A&M (11.98)	4	1
5	VARIOUS ARTISTS	NOW 23 SONY BMG STRATEGIC MARKETING GROUP/IMPACT! UNIV. (11.98)	5	1
6	YOUNG JEEZY	Hannah Montana RCA 88869/RIG (11.98)	6	1
7	MAS	Hip Hop Is Dead DEF JAM/COLUMBIA 89279/IMPACT! (11.98)	7	1
8	THE BEATLES	Love APPLE/SONY (11.98)	8	1
9	OMARION	21 T.I.G./COLUMBIA 89348/SONY MUSIC (11.98)	9	1
10	BEYONCÉ	B'Day COLUMBIA 89001/SONY MUSIC (11.98)	10	1
11	VARIOUS ARTISTS	Eminem Presents: The Re-Up SHADY 88785/INTERSCOPE (11.98)	11	1
12	RASCAL FLATTS	Me And My Gang LYRIC STREET 166675/COLUMBIA (11.98)	12	1
13	PERKE	The Dutcheez BILL LAM/AM 06798/INTERSCOPE (11.98)	13	1
14	CARLY SIMON	Into White COLUMBIA 88138/SONY MUSIC (11.98)	14	1
15	CLARA	Clara: The Evolution LAFACE 83367/UMI (11.98)	15	1
16	OWEN STEFANI	The Sweet Escape INTERSCOPE 80899 (11.98)	16	1
17	NICKELBACK	All The Right Reasons HAWKSWORTH ENTERTAINMENT (11.98)	17	1
18	CARRIE UNDERWOOD	Some Hearts ARISTA BASHVILLE 71197/RAG (11.98)	18	1
19	THE PRAY	How To Save A Life EPIC 89118/SONY MUSIC (11.98)	19	1
20	NELLY FURTADO	Loose MUSLEY/ELFAN 06438/INTERSCOPE (11.98)	20	1
21	HINDER	Extreme Behavior UNIVERSAL REPUBLIC 80530/IMPACT! (11.98)	21	1
22	MY CHEMICAL ROMANCE	The Black Parade REPRISE 84227/REPRISE (11.98)	22	1
23	IL DIVO	Sempre SYGMA/COLUMBIA 02637/SONY MUSIC (11.98)	23	1
24	JAY-Z	Kingdom Come ROC-A-FELLA/DEF JAM 06825/IMPACT! (11.98)	24	1

Billboard HOT DIGITAL SONGS

WEEK	TITLE	ARTIST	WEEKS ON CHART	PEAK
1	PERFECT 10	DAVID NAYLOR	1	1
2	WRECKLESS	DAVID NAYLOR	2	1
3	SMACK THAT	DAVID NAYLOR	3	1
4	I WANNA LOVE YOU	DAVID NAYLOR	4	1
5	SAV IT RIGHT	DAVID NAYLOR	5	1
6	HOW TO SAVE A LIFE	DAVID NAYLOR	6	1
7	WELCOME TO THE BLACK PARADE	DAVID NAYLOR	7	1
8	IT ENDS TOMORROW	DAVID NAYLOR	8	1
9	WE FLY HIGH	DAVID NAYLOR	9	1
10	MY LOVE	DAVID NAYLOR	10	1
11	LIPS OF AN ANGEL	DAVID NAYLOR	11	1
12	SEXY THUNDER	DAVID NAYLOR	12	1
13	KEEP HOLDING ON	DAVID NAYLOR	13	1
14	WIND IT UP	DAVID NAYLOR	14	1
15	BEFORE HE CHEATS	DAVID NAYLOR	15	1
16	SHORTIE LIKE MINE	DAVID NAYLOR	16	1
17	WAITING ON THE WORLD TO CHANGE	DAVID NAYLOR	17	1
18	CHASING CARS	DAVID NAYLOR	18	1
19	WHITE & NERDY	DAVID NAYLOR	19	1
20	MONEY MAKER	DAVID NAYLOR	20	1
21	WALK IT OUT	DAVID NAYLOR	21	1
22	SUDDENLY I SEE	DAVID NAYLOR	22	1
23	WAIT A MINUTE	DAVID NAYLOR	23	1
24	LONDON BRIDGE	DAVID NAYLOR	24	1
25	IT'S NOT OVER	DAVID NAYLOR	25	1

VIDEO CHANNELS

WEEK	ARTIST	ALBUM	WEEKS ON CHART	PEAK
1	MTV	MTV	1	1
2	VH1	VH1	2	1
3	BET	BET	3	1
4	CMT	CMT	4	1
5	BET	BET	5	1
6	CMT	CMT	6	1
7	BET	BET	7	1
8	CMT	CMT	8	1
9	BET	BET	9	1
10	CMT	CMT	10	1
11	BET	BET	11	1
12	CMT	CMT	12	1
13	BET	BET	13	1
14	CMT	CMT	14	1
15	BET	BET	15	1
16	CMT	CMT	16	1
17	BET	BET	17	1
18	CMT	CMT	18	1
19	BET	BET	19	1
20	CMT	CMT	20	1
21	BET	BET	21	1
22	CMT	CMT	22	1
23	BET	BET	23	1
24	CMT	CMT	24	1
25	BET	BET	25	1

STREAMS

WEEK	ARTIST	ALBUM	WEEKS ON CHART	PEAK
1	AOL	AOL	1	1
2	AOL	AOL	2	1
3	AOL	AOL	3	1
4	AOL	AOL	4	1
5	AOL	AOL	5	1
6	AOL	AOL	6	1
7	AOL	AOL	7	1
8	AOL	AOL	8	1
9	AOL	AOL	9	1
10	AOL	AOL	10	1
11	AOL	AOL	11	1
12	AOL	AOL	12	1
13	AOL	AOL	13	1
14	AOL	AOL	14	1
15	AOL	AOL	15	1
16	AOL	AOL	16	1
17	AOL	AOL	17	1
18	AOL	AOL	18	1
19	AOL	AOL	19	1
20	AOL	AOL	20	1
21	AOL	AOL	21	1
22	AOL	AOL	22	1
23	AOL	AOL	23	1
24	AOL	AOL	24	1
25	AOL	AOL	25	1

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Feel Good Inc./ **Gorillaz** /PARLOPHONE/VIRGIN
 Grillz/ **Nelly** Feat. **Paul Wall, All & Gipp** /DERRTY/FO' REEL/UNIVERSAL MOTOWN
 Unbelievable/ **Diamond Rio** /ARISTA
 Oh/ **Clara** Feat. **Ludacris** /LAFACE/ZOMBA
 Then What?/ **Clay Walker** /GIANT

200,000 SPINS

My Love/ **Justin Timberlake** Feat. **T.I.** /JIVE/ZOMBA
 Money Maker/ **Ludacris** Feat. **Pharrell** /DTP/DEF JAM/IDJMG
 Move Along/ **All-American Rejects** /DOGHOUSE/INTERSCOPE
 U And Dat/ **E-40** Feat. **T. Pain & Khandi Girl** /SICK WID' IT/BME/REPRISE
 Sexy Love/ **Ne-Yo** /DEF JAM/IDJMG
 Must Be Doin' Somethin' Right/ **Billy Currington** /MERCURY
 Call Me When You're Sober/ **Evanescence** /WIND-UP
 Disease/ **Matchbox Twenty** /ATLANTIC

100,000 SPINS

I Wanna Love You/ **Akon** Feat. **Snoop Dogg** /SRC/UPFRONT/KONVICT/UNIVERSAL MOTOWN
 Irreplaceable/ **Beyonce** /MUSIC WORLD/COLUMBIA
 Before He Cheats/ **Carrie Underwood** /ARISTA/ARISTA NASHVILLE
 Want To/ **Sugarland** /MERCURY
 Shortie Like Mine/ **Bow Wow** Feat. **Chris Brown** /COLUMBIA
 When You Were Young/ **Killers** /ISLAND/IDJMG
 Fergalicious/ **Fergie** /A&M/INTERSCOPE
 Every Mile A Memory/ **Dierks Bentley** /CAPITOL NASHVILLE
 You Save Me/ **Kenny Chesney** /BNA
 Show Stopper/ **Danity Kane** /BAD BOY/ATLANTIC
 My Wish/ **Rascal Flatts** /LYRIC STREET
 Walk It Out/ **Unk** /BIG OOMP/KOCH
 I Loved Her First/ **Heartland** /LOFTON CREEK
 Can't Let Go/ **Anthony Hamilton** /SO SO DEF/ZOMBA
 Enough Cryin'/ **Mary J. Blige** /MATRIARCH/GEFFEN
 I Can't Stop Loving You/ **Kem** /UNIVERSAL/MOTOWN
 My Little Girl/ **Tim McGraw** /CURB
 Hicktown/ **Jason Aldean** /BROKEN BOW
 Glory Defined/ **Building 429** /WORD-CURB/WARNER BROS.
 Secreto De Amor/ **Joan Sebastian** /MUSART

50,000 SPINS

Walk Away/ **Paula DeAnda** Feat. **The Day** /ARISTA/RMG
 We Fly High/ **Jim Jones** /DIPLOMATS/KOCH
 Welcome To The Black Parade/ **My Chemical Romance** /REPRISE
 It Just Comes Natural/ **George Strait** /MCA NASHVILLE
 Rockstar/ **Nickelback** /ROADRUNNER/IDJMG
 One Wing In The Fire/ **Trent Tomlinson** /LYRIC STREET
 Watching You/ **Rodney Atkins** /CURB
 Aliado Del Tiempo/ **Mariano Barba** /THREE SOUND
 Show Me What You Got/ **Jay-Z** /ROC-A-FELLA/JIVE/ZOMBA
 Promise/ **Clara** /LAFACE/JIVE/ZOMBA
 Take Me As I Am/ **Mary J. Blige** /MATRIARCH/GEFFEN/INTERSCOPE
 Streetcorner Symphony/ **Rob Thomas** /MELISMA/ATLANTIC
 Good Luck Charm/ **Jagged Edge** /COLUMBIA
 Precious/ **Depeche Mode** /SIRE/MUTE/REPRISE
 Little Bit Of Life/ **Craig Morgan** /BROKEN BOW
 When The Night Feels My Song/ **Bedouin Soundclash** /SIDEONEDUMMY
 Count On Me/ **Default** /TVT
 Corazon Chiquito/ **Adolfo Urias Y Su Lobo Norteno** /PLATINO
 Dive/ **Steven Curtis Chapman** /SPARROW/EMI CMG

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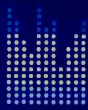
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CHR/TOP 40 chart table with columns for rank, title, artist, Nielsen BDS certifications, and HitPredictor status. #1: Beyoncé - Irreplaceable.

RHYTHMIC chart table with columns for rank, title, artist, Nielsen BDS certifications, and HitPredictor status. #1: Beyoncé - Irreplaceable.

URBAN chart table with columns for rank, title, artist, Nielsen BDS certifications, and HitPredictor status. #1: Beyoncé - Irreplaceable.

CHR/TOP 40 highlights: #1 Most Added (The Sweet Escape), #1 Most Increased Plays (What Goes Around...), Top 5 New and Active (Tell Me Diddy).

RHYTHMIC highlights: #1 Most Added (What Goes Around...), #1 Most Increased Plays (Runaway Love), Top 5 New and Active (Last Night Diddy).

URBAN highlights: #1 Most Added (Go Getta), #1 Most Increased Plays (Poppi), Top 5 New and Active (Come With Me Sade).

URBAN AC chart table with columns for rank, title, artist, Nielsen BDS certifications, and HitPredictor status. #1: Chanyeol - Change Me.

COUNTRY chart table with columns for rank, title, artist, Nielsen BDS certifications, and HitPredictor status. #1: She's Everything - Brodie Doolittle.

AC chart table with columns for rank, title, artist, Nielsen BDS certifications, and HitPredictor status. #1: What Hurts The Most - Rascal Flatts.

URBAN AC highlights: #1 Most Added (Buddy), #1 Most Increased Plays (Irreplaceable), Top 5 New and Active (And I Am Telling You I'm Not Going).

COUNTRY highlights: #1 Most Added (Last Dollar), #1 Most Increased Audience (She's Everything), Top 5 New and Active (Right About Now).

AC highlights: #1 Most Added (Waiting on the World to Change), #1 Most Increased Plays (Black Horse & the Cherry Tree), Top 5 New and Active (Keep Holding On).

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3 Daughters Media CEO takes underperforming stations, applies good programming practices and sells at a profit

Gary Burns

By Erica Farber

Gary Burns has extensive experience in turnaround situations both for his own company and as a consultant for many of radio's premier operators. Burns' focus for 3 Daughters Media is to invest in undervalued and/or distressed media assets at bargain prices. The company has an impressive track record and continues to see considerable opportunities moving forward.

Current projects: "We have a station in Gretna, Va., I found a little AM station in Bedford, Va., that had a CP to go to 5,000 watts. Clear Channel needed to divest a radio station in Chattanooga and as part of the negotiation process I got them to throw in their AM sports/talk stations in Roanoke and Lynchburg, so I am putting those together with all of the stations I have in this area, and we are going to do ESPN sports/talk on a number of AM and FM radio stations from this area. We've launched a statewide sports magazine called the Virginia Sports Report, and we're going to run it in conjunction with all of those ESPN sports/talk stations I am putting together. Then we've got a project on an AM and FM station in Chattanooga. I'm not sure what we are going to do with those stations yet, but I think we're going to do something fun."

Biggest challenge: "I'm really enjoying life at this point, and I'm only working on projects that interest me. I see a good opportunity with the network of sports stations and the sports magazine, and again we're looking for exciting things in Chattanooga."

State of radio: "The BIA study that came out a couple of weeks ago said you can get higher returns in radio than in almost any other business in America. We just don't have the growth anymore but neither does a satellite company. There are just so many forms of distribution now and as HD radio comes online, my God, isn't this like FM all over again?"

Career highlight: "Probably at 57 years old that I'm still in the business and making more money now than I ever made—so you can't tell me the radio business is in difficult straits. I try to take stations nobody wants and just put good principal programming on them with a defined mission, and we, make money."

Career disappointment: "Of course, if you could go back and rerun your career and look at it in the rearview mirror, I think everybody would do a lot of things differently, but at the end of the day, you can't look back. You can only look forward, so I am pretty content and happy."

Most influential individual: "I worked with the guys at Burkhart Abrams. I like Kent a lot, Dwight [Douglas] and Don Benson and being able to bounce ideas and concepts with those guys was great. Kent and I still talk a couple times a week and always have dinner at conventions and stuff like that." *—R&R*

'There are just so many forms of distribution now and as HD radio comes online, my God, isn't this like FM all over again?' —Gary Burns

The company's mission: "We look for underperforming media assets, buy them, fix them up, bring them to market, produce a profit from cash flow and sometimes people come and offer you big multiples. When I left D.C., in '97, I was looking for something entrepreneurial. I was looking for stations in rated markets that had not been consolidated, that may have been inferior FM facilities or that may be near bankrupt. And if I could buy those stations in a market that had a VHF television station and a daily newspaper, I converted it to talk. As an example we took a station in Lynchburg, Va., that had \$300 in billing on it when we bought it to \$800,000 in billing. I bought it for 500,000 and something dollars and sold it for \$4.4 million, so it was a good day in the park for me."



Getting into the business: "I'm one of those guys that didn't ever want to do anything else. I used to write letters to Al Herszkowitz when he was programming WPRO/Providence in the '60s telling him how to make his radio station better. I was a kid in junior high and high school, and I used to tell him what talent in the market on other stations was ready for his station and who was ready to go. I saw Al a couple of years ago and asked if he read all those letters, and he said, 'Absolutely not.' I went to Graham Junior College because they offered radio programs."

First job: "A fraternity brother, Jim Harrington, actually opened the door to my first job. It was in Chicopee, Mass., at WACE in 1969. I was selling, and they let me read the news on the weekends. Then I had an opportunity to be closer to home, and I went to work in Fall River, Mass., at WSAR. Then I was a regional sales manager in Providence at WGING and then general sales manager. The station was going through a format change, and they brought John Rook in as a consultant. We were able to see the station go from being an insignificant player to taking on WPRO and WICE, and we came out on top. It was so much fun. By 1973, I was managing my first radio station in Trenton, N.J., so I got to the programming part of it through the general manager's office because I always understood if you could control the money, you could sort of control the station."

Founding 3 Daughters Media: "It is a successor company to Burns Media Strategies. I look back at my career and sort of feel like the decades channels on XM. In the '70s, I got to play with FM radio stations when nobody was looking. In the '80s, I became a group manager, then a consultant and then an owner."

Liner Notes

Profile: Gary Burns

Title: 3 Daughters Media CEO

Favorite radio format: Talk

Favorite TV show: "I watch 'The West Wing' on Bravo every Monday where they do their marathons."

Favorite song: "Stairway to Heaven" by Led Zeppelin

Favorite movies: "My Cousin Vinny"

Favorite books: "Three Blind Mice" by Ken Auletta. "After reading that book, it confirmed to me that nobody at the top in the highest sense of the media business really had any more of a clue than I had."

Favorite restaurant: Meriwether's Market in Lynchburg, Va.

Beverage of choice: Orange juice

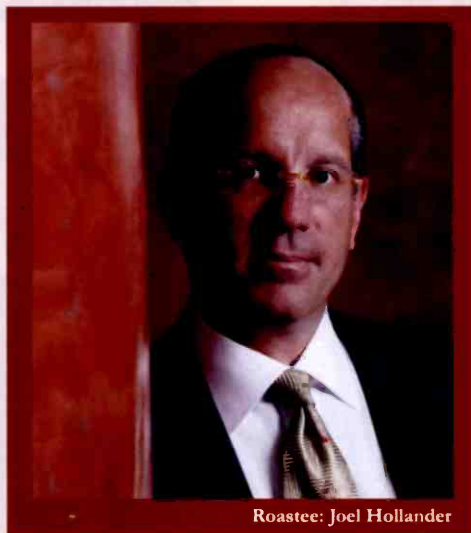
Hobbies: "I'm dating a physician who is the daughter of a farmer who has like a thousand head of cows, so right now I am learning about farming."

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