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## Maroon 5 Loved At Two Formats

The superstar group grabs No. 1 this week at CHR/Pop and Hot AC with the third single off their multiplatinum *Songs About Jane*. "She Will Be Loved" follows the incredible success of "Harder to Breathe" and "This Love." Congratulations to Richard Palmese, Mike Bergin, Peter Gray and the Octone/JRMG crew!



"She Will Be Loved" follows the incredible success of "Harder to Breathe" and "This Love." Congratulations to Richard Palmese, Mike Bergin, Peter Gray and the Octone/JRMG crew!

# R&R

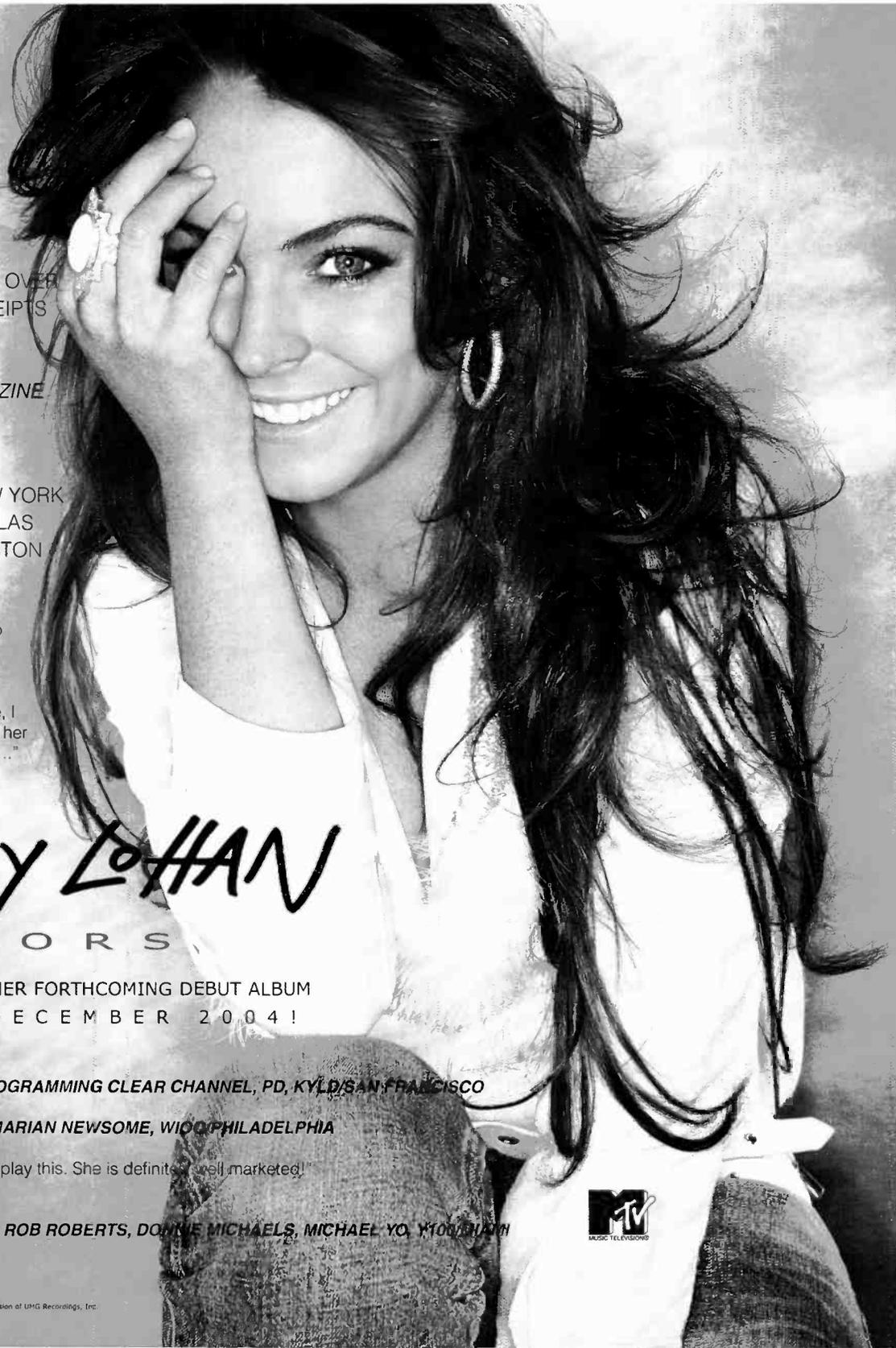
**RADIO & RECORDS**  
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SEPTEMBER 24, 2004

THE  
**AMERICANA**  
MUSIC  
ASSOCIATION

## Annual Americana Special

R&R presents *Americana: Moving Forward*, an in-depth look at the format and genre coinciding with the fifth annual Americana Music Association Conference and Awards Show, being held this week in Nashville. The story starts on Page 1.



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"Awesome beat!" - **TODD SHANNON & MARIAN NEWSOME, WIOQ/PHILADELPHIA**

"It is great/really good.... We will definitely play this. She is definitely well marketed!"  
- **CADILLAC JACK, WXKS/BOSTON**

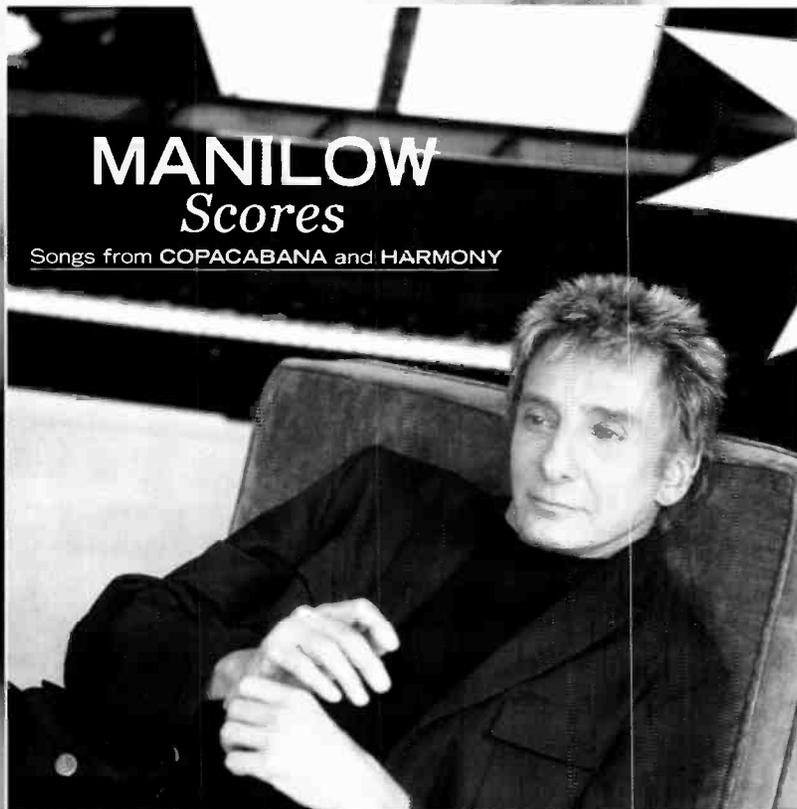
"Y100/miami will lead on Lindsay mania" - **ROB ROBERTS, DONNIE MICHAELS, MICHAEL YO, Y100/MIAMI**



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IMPACTS MONDAY, SEPTEMBER 27TH!

**EYE OF THE STORM**

Stations in markets prone to natural disasters must be prepared *before* calamity strikes. Urban Editor Dana Hall talks to programmers who faced Hurricanes Ivan and Charley, as well as previous hurricanes, to find out what they do before, during and after. She also compiles their specific suggestions in a "Natural Disaster Checklist" to aid programmers in their own preparations.

Page 55

**A 25-YEAR HERITAGE**

Tom Prestigiaco has spent 25 years at WMC (FM100)/Memphis in afternoon drive. AC Editor Julie Kertes finds that he is still upbeat and extremely popular with listeners and people in the industry, and he is a natural talent and a hard worker. Learn more about this veteran air talent and read what other industry execs have to say about him in this week's AC column.

Page 67

**R&R NUMBER ONES**

**CHR/POP**

• MAROON 5 She Will Be Loved (Octone/JRMG)

**CHR/RHYTHMIC**

• CIARA I/PETEY PABLO Goodies (LaFace/Zomba)

**URBAN**

• CIARA I/PETEY PABLO Goodies (LaFace/Zomba)

**URBAN AC**

• PRINCE Call My Name (Columbia)

**GOSPEL**

• KIERRA SHEARO You Don't Know (EMI Gospel)

**COUNTRY**

• KEITH URBAN Days Go By (Capitol)

**AC**

• LOS LONELY BOYS Heaven (Or/Epic)

**HOT AC**

• MAROON 5 She Will Be Loved (Octone/JRMG)

**SMOOTH JAZZ**

• GEORGE BENSON Softly, As In A Morning... (GRP/VMG)

**ROCK**

• THREE OAYS GRACE Just Like You (Jive/Zomba)

**ACTIVE ROCK**

• BREAKING BENJAMIN So Cold (Hollywood)

**ALTERNATIVE**

• GREEN DAY American Idiot (Reprise)

**TRIPLE A**

• R. E. M. Leaving New York (Warner Bros.)

**CHRISTIAN AC**

• JEREMY CAMP Walk By Faith (BEC)

**CHRISTIAN CHR**

• SANCTUS REAL Everything... (Sparrow/EMI CMG)

**CHRISTIAN ROCK**

• KUTLESS Not What You See (BEC)

**CHRISTIAN INSPO**

• STEVEN C. CHAPMAN All Things... (Sparrow/EMI CMG)

**SPANISH CONTEMPORARY**

• JUANES Nada Valgo Sin Tu Amor (Universal)

**TEJANO**

• PESADO DJALA Que Te Mueras (Warner M.L.)

**REGIONAL MEXICAN**

• GRUPO MONTEZ DE... Lastima Es Mi Mujer (Disa)

**TROPICAL**

• GILBERTO SANTA ROSA Sombra Loca (Sony Discos)



**Americana: Moving Forward**

The Americana Music Association celebrates the music and the format

By John Schoenberger  
R&R Triple A Editor  
jschoenberger@radioandrecords.com

One can argue that Americana music has been around for decades, but the creation of a radio format devoted to it, with its own airplay chart, is a relatively recent phenomenon.



Much of this growth has to do with the tireless efforts of the Americana Music Association, which formed in 1999.

The special section in this week's issue is designed as a companion to the fifth annual Americana Music Association Conference, happening at the Nashville Convention Center this weekend. In this special we take a look at the AMA's ac-

complishments and its hopes for the future through the eyes of exiting Exec. Director J.D. May and incoming Exec. Director Jeff Green, as well as exiting

AMA President Brad Paul and incoming President Mark Montgomery.

In addition, there are three pages spotlighting some

of the key Americana releases just out or on the horizon, we feature New West President and founder Cameron Strang

and in the Publisher's Profile, and we give you the most up-to-date list of the Americana stations that report to the Americana airplay chart published each week in R&R and on the AMA website. It all starts on Page 85.

**PART ONE OF A TWO-PART SERIES**

**A View From The Top: Regent's Terry Jacobs**

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

In the first part of a two-part Q&A with R&R, Regent Communications Chairman/CEO Terry Jacobs shares his insight on the radio industry's economic health, discusses which of Regent's markets are top performers and which are facing challenges, and reveals his plans for the company's future.



Jacobs

going to end up having a very good year.

Of all the public radio companies, we have been either No. 1 or No. 2 in terms of revenue increases through the first two quarters. I think we've done the best job of increasing cash flow and earnings over the prior year during the first two quarters.

R&R: What are Regent's best markets right now?

TJ: We've got a number of markets that we think are excellent. In the last year or so some of our best-performing markets have been Albany, NY; Ft. Collins, CO; and Peoria, IL. Our top-performing market of the year was Flint, MI, because of what we've been able to do there. We did a signal-power move and some format changes, and they have really taken hold and done very well.

JACOBS > See Page 12

R&R: You are probably tired of this question, but how is the general tone of business? How are paces?

TJ: I would say that July and August were relatively soft months, but we were actually up over the prior year. I've said this before, but September looks very promising, and we're still optimistic that, as we go through the rest of Q3 and into Q4, we're



**When The Smoke Alarm Goes Off, It's Done!**

By Kevin Carter  
R&R CHR/Pop Editor  
kcarter@radioandrecords.com

To quote the immortal words of noted gastronome Homer Simpson, "Mmmm ... fooodddooooooood."

Yes, we're talking about a subject near and dear to all of our hearts, food: the great entertainer, sustainer and equalizer. Regardless of who we are, where we

live or where we work, food is the glue — sometimes literally — that holds us all together.

During my initial conversations when planning this special, it seemed that the subject would almost invariably turn to food at some point — a great restaurant, a recent amazing meal or, most personally of all, a treasured recipe.

See Page 25

**Woods Named Sporting News Radio President**

By Al Peterson  
R&R News/Talk/Sports Editor  
apeterson@radioandrecords.com

Longtime broadcast executive Clancy Woods has been named President of Sporting News Radio. Woods replaces Chris Brennan, who exited the Chicago-based 24/7 Sports radio network earlier this year.



Woods

Woods started his broadcast career as GSM at KNSD/Phoenix before moving

WOODS > See Page 10

**Wanted: Creativity In Radio Ads Originality is stressed at RAB's 'Client Day'**

NEW YORK — Marketers with a keen understanding of how radio advertising can be effective shared with industry leaders during the RAB's "Client Day" their advice on how radio can better serve its advertisers and listeners. They also shared insight on how radio can compete in the ever-changing media landscape.

The daylong event, held Tuesday at the Plaza Hotel, was kicked off by Wendy Parker, Sr. VP/Group Media Director of marketing company Mullen, and Wachovia Sr. VP & Director/Media &

Agency Management Lisa Kowitz.

In her comments, Parker urged the radio industry to take advantage of its creative freedom and flexibility to react to current events. Parker noted that her company was able to create radio spots for client Wachovia within 24 hours of Hurricane Frances' impact in central Florida advising residents which Wachovia locations were open in the wake of the storm.

She also noted that low production costs afford radio

RAB See Page 22

**Alonso Tapped As CC Sr. VP/Hispanic Radio**

By Jackie Madrigal  
R&R Latin Formats Editor  
jmadrigal@radioandrecords.com

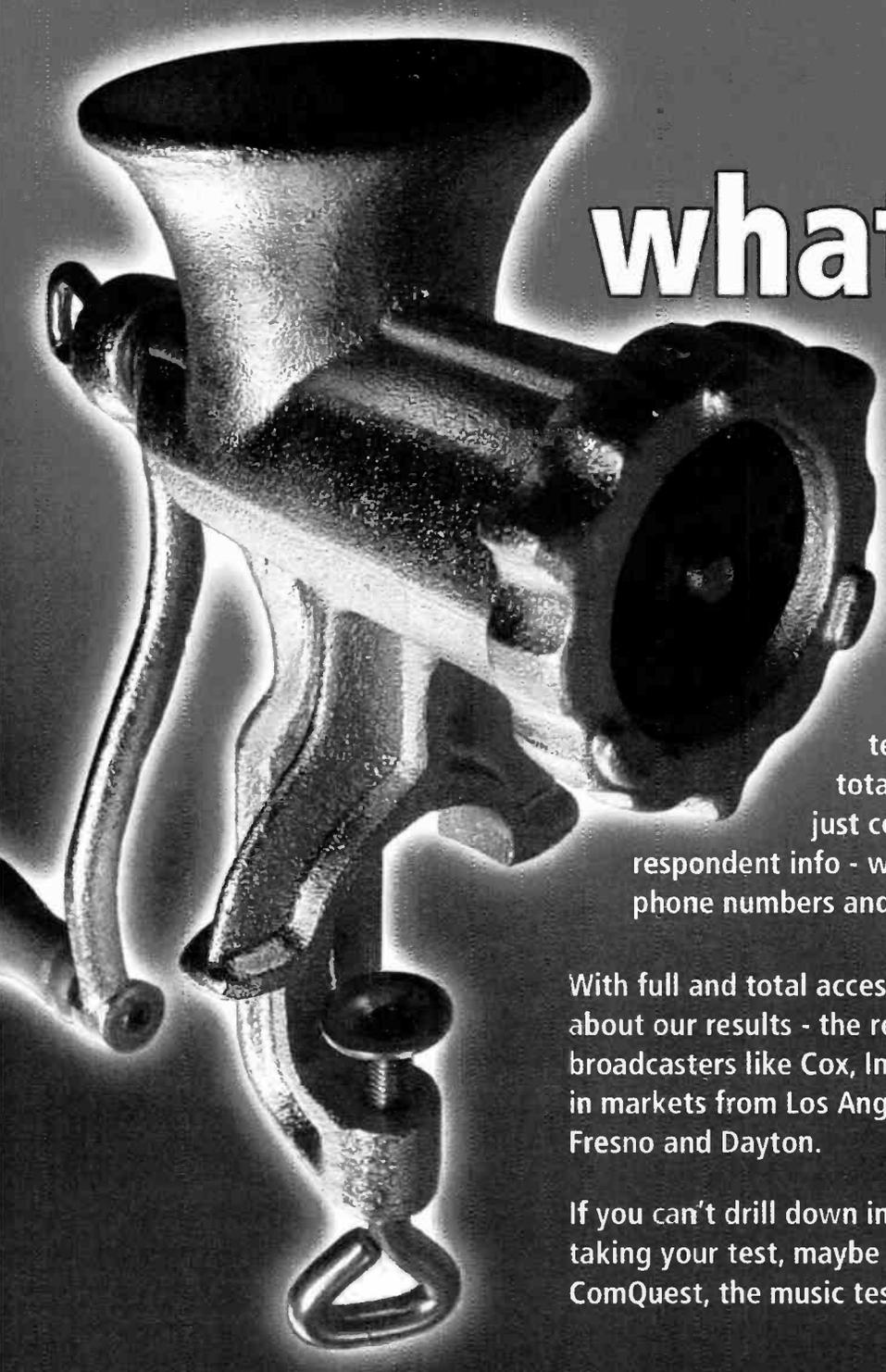
Clear Channel has tapped radio veteran Alfredo Alonso

as Sr. VP/Hispanic Radio. Alonso most recently served as Vice Chairman, President and CEO of Mega Communications. He is credited with creating the "Mega" and "La X" format concepts, and he founded the weekly Spanish-language



Alonso

ALONSO See Page 11



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## Styles Switches KZAB In L.A. To Hip-Hop 'K-Day'

Styles Media officially assumed control of KZAB/Los Angeles and simulcast partner KZBA/Riverside on Monday, flipping KZAB from Tropical to a Rhythmic format that encompasses the genre's 25-year history.

The new station, using the slogan "93.5 K-Day, hip-hop today and back in the day," will incorporate music from such old-school artists as N.W.A., Salt-N-Pepa, Run-DMC, 2Pac and Eric B & Rakim, along with current hip-hop artists

like Jay-Z, 50 Cent, LL Cool J and Snoop Dogg. KZBA is temporarily dark, and its new format is set to debut soon.

KZAB launched with a two-minute documentary featuring Rick Party, who has signed on as the station voice. "This isn't just a brand-new radio station," Party said. "This is a living history of hip-hop."

Styles Media Chief Programming  
**K-DAY ▶ See Page 10**



## KRTS/Houston Now Hot AC KROI

Radio One has closed on its acquisition of Classical KRTS/Houston for approximately \$72.5 million in cash, and on Sept. 15, after two hours of silence on the station, launched Hot AC KROI. "The new 92.1 KROI — the '90s and today" is playing such artists as Sheryl Crow, Maroon 5, Matchbox Twenty, Counting Crows, 3 Doors Down and Nickelback.

"This acquisition is a huge win for Radio One," company President/CEO Alfred Liggins III said. "This station represents one of the last high-powered, independently

owned radio stations in the Houston market. We are very excited to be able to enhance our competitive position in one of our, and the radio industry's, largest and best markets."

Consultant Alan Sneed told R&R, "Part of the agreement with former owner Mike Stude was to abandon the Classical format. Radio One chose Hot AC because of the success it has had with WXMA (102.3 The Max)/Louisville, and it keeps us out of the way of our other successful properties in Houston:

**KROI ▶ See Page 10**

## New 'Brew' At WLTQ/Milwaukee

After stunting all weekend playing songs with "Air" and "America" in their titles, Clear Channel AC WLTQ/Milwaukee pulled a fast one and switched on Monday to an '80s-based Classic Rock format as "97.3 The Brew — Rock of '80s and more," playing on the phrase "rock of ages."

The station aims to attract the 25-54 audience and features artists like Def Leppard, Bon Jovi, John Mellencamp, Pat Benatar, Foreigner, REO Speedwagon, Boston and AC/DC.

The Brew is playing 10,000 songs

in a row commercial-free, starting with Night Ranger's "You Can Still Rock in America." PD Jeff Lynn told R&R, "We will run jockless through song No. 10,000. I'm now looking for an entirely new airstaff that will include a morning team, a middayer and an afternoon host. It's undecided what we'll do in nights."

Air personalities Ellen Stout and Ty Davis have exited. The station will also discontinue running Cindy Spicer, who voicetracked middays, and the syndicated *Delilah* at night.



**NORMAN IS KNIGHTED** During the Broadcasters' Foundation's annual Board of Directors dinner on Sept. 14, Knight Quality Stations founder Norman Knight was presented with the Broadcasters' Foundation Chairman's Award in recognition of his incredible efforts to help broadcasters in need. Knight currently devotes his time to the Norman Knight Charitable Foundation. Seen here (l-r) are Broadcasters' Foundation Chair Phil Lombardo, Knight and Broadcasters' Foundation President Gordon Hastings.

## Radio Shines Amid Ivan's Terror

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

From Alabama's Baldwin County Gulf Coast to the easternmost portions of the Florida Panhandle,

thousands of people are still picking up the pieces after Hurricane Ivan roared into the deep South on Sept. 16 with winds of 130 mph.

While Ivan made landfall just east of Mobile, devastating nearby Pensacola, FL, the storm's force was felt throughout Alabama and much of Northwest Florida.

For radio, the experience proved to be stressful, as some stations narrowly escaped being devastated by tornadoes and lashing bands of rain and wind.

More hurricane coverage:  
Street Talk, Page 18

Cumulus' WYOK/Mobile was forced off the air by Ivan; PD Ivan roared into the deep South on Sept. 16 with winds of 130 mph. Ted Striker told R&R that the top two-thirds of his station's tower was lost. Clustermates WBLX & WJLQ and Clear Channel's WKSJ and WPMI-TV shared the tower and also had their signals silenced.

**IVAN ▶ See Page 10**

## Smyth Rebuts Article In Barron's

Greater Media CEO Peter Smyth recently sent the following letter to Barron's in response to that publication's Aug. 30 cover story on the radio industry, "Losing the Signal." Smyth challenges the article's assumptions about radio's complacency in the face of technological and demographic changes and outlines his and Greater Media's belief that the power and promise of terrestrial radio are alive and well.

I feel compelled to defend the radio industry against the broad-brush attack in Barron's cover article. Perhaps Wall Street's focus is on the next deal, but that's not where the talented people who work in the radio industry put their energy every day.

There are many radio operators who run our businesses in a responsible and profitable fashion by providing excellent service to both our listeners and our advertisers. Radio is, fundamentally, a local medium serving local, individualized communities and businesses. That is what makes radio such a unique and valuable proposition for advertisers and investors alike.

Contrary to the suggestion in your article, many radio operators both large and small have not been complacent in the face of technological and demographic changes. There are many of us who have been working diligently to improve and even reinvent our medium to meet the challenges of the 21st century.

- Literally hundreds of radio stations are investing significant capital to convert to HD Radio, the industry standard for digital broadcasting. This technology will provide our customers with the absolute best audio quality on their radios. Better than current analog, better than satellite, better than the highest-quality streamed audio. We will also be providing a whole new array of added digital and text services to enhance our product for both the listener and the advertiser.
- Radio operators are actively listening to our audiences daily and responding to their needs. The emergence of new formats such as the Talk format on FM, the new progressive Talk stations, various Hispanic formats



Smyth

**SMYTH ▶ See Page 22**

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## Jewell Becomes GM At Salem's KKHT & KTEK

Plauche to remain with group 'on assignment'

Thirty-year industry veteran Chuck Jewell has been named GM of Salem Communications' pair of Christian Talk & Teaching AMs in Houston: KKHT (The Word) and KTEK (Praise 1110). He succeeds George Plauche, whom Salem said will stay with the company "on assignment."

Jewell joins Salem from Dane Broadcasting, where he most recently served as GM of WCCL, WGLU, WQKK & WYSN/Johnstown, PA. His other experience includes GM posts with Citadel, Wicks Broadcasting, Midwest Radio and Park Communications.

Salem VP/Operations Rob Adair said, "We are fortunate to have someone with the experience and talent of Chuck Jewell in Houston. His proven ability to grow what has already been established is a matter of record and should serve him well in his new position. It is exciting to have his leadership within Salem's ranks."

Jewell said, "I am excited about this wonderful opportunity for growth and, more important, the opportunity to work with dedicated professionals in a growing, dynamic company like Salem Communications."



**HE DOESN'T LOOK A DAY OVER 20** Country Music Association Exec. Director Ed Benson was recently honored for his 25 years of service with the CMAA during its board meeting in Nashville. On hand to celebrate Benson's dedication to the organization (and surprise him with a lifetime membership to Nashville's Old Natchez Country Club) were (l-r) CMAA Board President Kix Brooks, Benson and Board Chairman Charlie Anderson.

# Powell: Ownership Rules' Status 'Kind Of Messy'

FCC chief defends end of 'red flag' policy

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

During a Sept. 15 meeting with reporters at FCC headquarters, commission Chairman Michael Powell talked about the challenges that still lie ahead for the FCC's embattled media-ownership rules. At the same time, he defended the decision to terminate the controversial "red flag" policy that had led to long delays for some radio-station sales.

While Powell expressed satisfaction with the recent decision by the Third Circuit Court of Appeals in Philadelphia that granted the FCC authority to enact its new radio-ownership rules, he noted that the commission must weigh carefully whether to seek similar authority with other rules. "We have a lot of challenges on how the [Third Circuit] ruling intersects with rulings from the DC Circuit and the way our rules work when applied," he said.

"We're glad that they did side with us partially, but the commission still

has made no decision about further litigation. We're trying to work through whatever tensions and inconsistencies there are with this ruling, the DC Circuit and the actual applications that we have before us. It's kind of messy."

While the court upheld many of the ownership rules the commission adopted in June 2003, it remanded the numerical ownership limits — which the FCC hadn't changed — for further review.

Powell said the commission could challenge the Third Circuit ruling in

the Supreme Court, but, either way, he doesn't think the matter will be resolved any time soon. "I think it will be a little while, frankly, because it's still a little chaotic," he said. "In some ways, the litigation remains live."

## Red Flags Debated

Responding to concerns recently expressed by FCC Commissioner Michael Copps about the commission's abandonment of its old "red flag" concentration analysis, Powell told R&R that Copps' concerns don't take into consideration the FCC's public-interest obligations.

Powell said, "What's important to know is that the commission has flexibility — and we've always had it — regarding what administrative action it's going to take in the application of

POWELL ▶ See Page 6

## BUSINESS BRIEFS

### Clear Channel Raises Millions With Bond Sale

Clear Channel has raised \$75 million through the sale of a series of 10-year notes, Reuters reported this week. CitiGroup Global Markets and Wachovia Securities joint-booked the transaction. Clear Channel increased the bond sale from a planned \$500 million.

In other Clear Channel news, the company is "closely monitoring" a possible \$1.26 billion (700 million U.K. pounds) merger between British broadcasters Capital Radio and GWR, the *Independent* reported this week. Citing industry sources, the newspaper said Clear Channel could bid for the combined Capital-GWR if the deal passes U.K. regulators. News of a possible merger between Capital, which owns top London commercial station 98.5 Capital FM, and GWR, which owns the Classic FM network and several top-rated CHRs surrounding London, surfaced earlier this week, when Capital and GWR acknowledged that discussions were taking place.

Those discussions come as U.K. media giant Emap is putting together a possible takeover bid for Scottish Radio Holdings, which owns a 27% stake in Virgin Radio U.K. A Clear Channel spokesman told the *Independent*, "We believe U.K. radio absolutely needs consolidation. There are too many companies for the size of the market. It would be good for the medium and good for the advertisers. For us, we are going to watch the mating dance with fascination."

### Disney To Replace Eisner By Next Summer

Disney stock improved 28 cents, to \$23.41, Tuesday on word that the company expects to announce a new CEO by June 2005 after a search that will include inside and outside candidates. Current CEO Michael Eisner plans to retire in 2006 and told *Forbes*, "I have not asked the board to stay on the board or be Chairman after the end of my contract. My assumption is that I would not continue on the board or as Chairman. I have a full business life ahead of me." Eisner has recommended that Disney President Bob Iger succeed him as CEO.

### National Advertisers Target 24-54s

Interp's annual study of spot-radio advertising by demographic found that adults 25-54 was the most targeted demo among national advertisers in 2003, with 42% of advertising directed to those consumers. But in its survey of the nation's top 25 metros, Interp also determined that 15 metros saw declines in national 25-54 spending. Marketers seemed to prefer broader marketing last year: 18-49s were in second place, the target of 22.6% of national advertising, followed by women 25-54.

### XM Goes Online With Webcast Initiative

XM Satellite Radio is launching an Internet-based version of its service that will provide online access to XM programming for a monthly fee of \$7.99 — \$2 less than it charges for its satellite

Continued on Page 6

POINT A

POINT B

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## Analyst Halves Industry Forecast For Rest Of '04

Citing "continued sluggishness" in national advertising, combined with late-breaking political advertising, Credit Suisse First Boston analyst Paul Sweeney on Sept. 15 reduced his Q3 radio-industry growth forecast from 3% to 1.5% and lowered his Q4 growth prediction from 4% to 2%. Sweeney also lowered his 2005 growth forecast from 5% to 4%.

"Despite our optimism about some of the forthcoming industry initiatives, such as invoicing and inventory cuts, we are clinging to caution for 2005 at this point," Sweeney said. He added, however, that he believes the industry is "well positioned in the media mix, given its reach, frequency, targeting and cost advantages, to reassert itself."

Over at Lehman Brothers, analyst William Meyers said in a report also issued Sept. 15 that, despite the high hopes many had for the radio industry for this year, several of the factors

that were expected to boost the industry haven't materialized.

After calling 2004 "a year of great disappointment," Meyers said, "Just three short months ago we had forecast radio-industry growth of 5% in 2004." He now forecasts 2.7% industry growth for the year.

Meyers went on, "The industry stood to benefit from robust consumer spending, incremental advertising and easy comparisons. Even with all those revenue drivers, the radio industry managed to disappoint in 2004."

ANALYST ▶ See Page 6

THE LEGEND CONTINUES...

# WOLFMAN JACK IS BACK!

## The Lost Radio Shows Have Been Found

**Wolfman Jack** is the most famous radio personality of all time. He was immortalized in the movie *American Graffiti* and millions listened to him every night for the howling sounds and great music he played.

When the Wolfman went on to rock and roll heaven in 1995 ... the tapes of all his shows had been locked in a vault and hidden away. Wolfman never told anyone the location ... and fans around the world have been searching for years trying to find them.

Just a few months ago the discovery was made in the jungles of Mexico - by a Dr. D Wedge - in a cave guarded by 15 white wolves. The solid gold vault was brought across the border under cover of a moonless night. The tapes have all been retrieved and digitally enhanced so they will sound great on today's radios.

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The Astor Broadcast Group

## BUSINESS BRIEFS

Continued from Page 4

service. XM subscribers can sign up for the web-based programming for \$3.99 per month. In a new marketing partnership, beginning in early October, select buyers of Dell Inspiron notebook and Dimension desktop computers will receive a 30-day free trial offer for the XM Radio Online service.

Meanwhile, the FCC has granted XM temporary authority to add 49 more terrestrial repeaters to its existing repeater network. The permission was part of an order in which the FCC extended XM's and rival satcaster Sirius' temporary authority to operate terrestrial repeaters. The commission is still working on final rules for the repeater networks and cautioned that continued operation of the devices is done at the satcasters' own risk.

The FCC issued the extension over the objections of a coalition of wireless service providers that is negotiating with XM and Sirius regarding potential interference concerns. While the wireless companies argued that further operation of the repeaters could damage their negotiating leverage with the satcasters, the FCC ruled that the repeaters' low power output and the public-interest benefits of their continued operation justify the extension.

**Emmis Declares Dividend**

**E**mmis Communications has declared a dividend of 78 cents per share on its 6.25% convertible preferred stock. The dividend is payable on Oct. 15 to shareholders of record as of Oct. 1. One share of Emmis' preferred stock is convertible to 1.28 shares of the company's class A common stock.

**Davis Returns To Ownership With Prairie Purchase**

**D**on Davis, a former VP/Programming of Hispanic Broadcasting Corp. and a co-founder of Momentum Research, returns to radio ownership as President/CEO of Prairie Communications. Prairie's first acquisition is all 17 stations owned by WPW Broadcasting, for an undisclosed price. WPW owns 11 stations in Illinois, four in Iowa, one in Missouri and one in Wisconsin. WPW owner Wayne Whalen will stay on as a passive majority owner of Prairie.

**Arbitron Begins Measurement Of La Crosse, WI**

**L**a Crosse, WI will become the latest market to receive twice-yearly ratings data from Arbitron, as Sparta-Tomah Broadcasting signs up as the charter subscriber for La Crosse ratings. Arbitron will

Continued on Page 11



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Rod Arquette  
VP News and Programming  
KSL Newsradio 1160  
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## TRANSACTIONS AT A GLANCE

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

- WLMD-FM/Bushnell, WBYS-AM & FM/Canton (Peoria), WLBK-AM/DeKalb, WAIK-AM/Galesburg, WLRB-AM & WKAI-FM/Macomb, WRAM-AM & WMOI-FM/Monmouth, WPWQ-FM/Mount Sterling and WKXQ-FM/Rushville, IL; KCLN-AM & KZEG-FM/Canton and KWPC-AM & KWCC-FM/Muscataine, IA; KWZB-FM/Monroe City, MO; and WSLD-FM/Whitewater, WI Undisclosed

Full transaction listings, posted daily, can be found at [www.radioandrecords.com](http://www.radioandrecords.com).

## DEAL OF THE WEEK

- **WJLR-FM/Seymour, IN**  
**PRICE: \$150,000**  
**TERMS: Asset sale for note**  
**BUYER: Educational Media Foundation, headed by President Richard Jenkins. Phone: 916-251-1600. It owns 108 other stations. This represents its entry into the market.**  
**SELLER: Pieratt Communications Inc., headed by President Marty Pieratt. Phone: 812-346-1927**  
**FREQUENCY: 91.5 MHz**  
**POWER: 50kw at 331 feet**  
**FORMAT: Christian CHR**

## 2004 DEALS TO DATE

<b>Dollars to Date:</b>	<b>\$1,478,786,483</b> (Last Year: \$2,324,252,266)
<b>Dollars This Quarter:</b>	<b>\$506,980,640</b> (Last Year: \$197,043,087)
<b>Stations Traded This Year:</b>	<b>655</b> (Last Year: 881)
<b>Stations Traded This Quarter:</b>	<b>204</b> (Last Year: 190)

**Powell**

Continued from Page 4

its rules. Under the old rule, we had a policy. Under the new rules, there may be policies. In every transaction the commission has to apply the public-interest standard, and that encompasses everything and anything."

Powell also noted that it's too early to say how the FCC will proceed with its radio regulations. "The new rule is basically a week old," he said, referring to the appeals court decision. "I don't want to limit what [the Media Bureau] can do with it or how we can administer it."

**Music Drives Broadband Adoption**

Commenting on the growth of broadband technology, Powell said the popularity of digital music service

is helping drive the adoption of high-speed Internet service in homes across the country.

"I've read stories about kids who have iTunes who are buying Wi-Fi-enabled Apple laptops just to manage their music," Powell said. "Music has been a big driver of technology, even in the narrowband era."

He also believes that companies that have successfully addressed the legal challenges of digital music are now reaping the rewards. He said, "I think as people saw the business models and the legality of copyright protection, we've seen nothing but an explosion of product and content delivery, with iTunes, RealNetworks and Microsoft networks all debuting major sources that are going to deliver their product over broadband infrastructure."

**Analyst**

Continued from Page 4

Further, Meyers suggests that political spending may not come through for radio this year. "Industry participants have begun to suggest that political contributions could disappoint," he said. Meyers reduced his Q3 forecast from 2% growth to flat and lowered his Q4 growth forecast from 6% to 4%.

**Radio Must 'Repent'**

Banc of America Securities analyst Jonathan Jacoby believes the radio industry is adjusting from the massive growth it experienced at the end of the

last decade and predicts modest growth for next year.

"2005 will be the year that radio 'repents' and begins to correct for the excesses of the late '90s," Jacoby said in a report released Sept. 16. "We expect 2005 to grow an anemic 3%-4%." He reduced his expectations for this year, lowering his Q3 growth forecast from 3% to 1.8% and cutting his Q4 forecast from 6.1% to 4.9%.

As for what's keeping the industry from bouncing back, Jacoby pointed to weakness in such core categories as automotive, retail and telecom.

— Joe Howard



# Radio Upfront 2005

Continuing R&R's focus on upfront with short-form programs

To help advertising-agency media planners, buyers and corporate marketers capitalize on radio's ability to reach any audience segment, R&R is pleased to continue its coverage of network and syndicated programs that accept advertising, sponsorship or underwriting. The shows, furnished to R&R by major and independent program suppliers, reflect a diverse range of talent and content but are not intended to represent a comprehensive catalog.

This week's listings include short-form programs (10 minutes or less). Shows that are new for 2005, that are debuting this fall or that have been on the air for less than a year are designated with an asterisk. The contact names furnished were given by the program sources as representatives for advertising, sponsorship or underwriting for that program, although some also handle affiliate relations.

## Short-Form Programming

Name of Show	Source	Host	Length & Frequency	Target Format	Demo	Contact/Title/ Phone/E-mail
<i>A Minute Wild*</i>	Creative Voice & Media	Tonia King & Karl Meyer	1 minute, weekdays	Various	25-54 adults	Tonia King, Owner, 978-544-3205; <a href="mailto:tonia@toniaskitchen.com">tonia@toniaskitchen.com</a>
<i>A Minute With The New York Times*</i>	Bloomberg Radio Networks	Varies	60 seconds, weekdays	General	25-54 adults	Anita Tobias, Sales Manager, 212-318-2201; <a href="mailto:radionetwork@bloomberg.net">radionetwork@bloomberg.net</a>
<i>A Moment in Music</i>	Crawford Houston Group	Don Kennedy	5 minutes, weekdays	Adult Standards	35+ adults	Don Kennedy, President, 800-377-0022; <a href="mailto:don@bigbandjump.com">don@bigbandjump.com</a>
<i>A Moment Of Inspiration</i>	Superradio Networks	BeBe Winans	1 minute, weekdays	Urban, Urban AC, Gospel	25-54 adults	Susan Love, VP/Ad Sales, Jones MediaAmerica, 212-556-9493; <a href="mailto:slove@mediamerica.com">slove@mediamerica.com</a>
<i>Absolute '80s Spotlights</i>	United Stations Radio Networks	Nina Blackwood	4 minutes, weekdays	CHR, AC, Hot AC	25-54 adults	Jim Higgins, EVP/GM, 212-869-1111 x231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a>
<i>ACN Daily Topical Audio (soundbites/song parodies)</i>	American Comedy Network	Station host	:30-2:30, weekdays	Various	25-54, 18-49	Adrienne Munos, Sales Goddess, 203-877-8210; <a href="mailto:adrienne@americancomedynetwork.com">adrienne@americancomedynetwork.com</a>
<i>African Americans Making It Happen</i>	Walt "Baby" Love Productions/Excelsior Radio Networks	Walt "Baby" Love	1 minute, weekdays	General	12+	Eileen Decker, SVP/National Sales, Dial-Global, 212-967-2888; <a href="mailto:edecker@dial-global.com">edecker@dial-global.com</a>
<i>AI Roker's Weather Network*</i>	United Stations Radio Networks	Al Roker	Varies, weekdays	General	25-54 adults	Jim Higgins, EVP/GM, 212-869-1111 x231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a>
<i>Amazing '80s Daily Rewind</i>	MGK Communications	MG Kelly	5 minutes, weekdays	Hot AC, '80s	25-54, 25-49 adults	Eileen Decker, SVP/National Sales, Dial-Global, 212-967-2888; <a href="mailto:edecker@dial-global.com">edecker@dial-global.com</a>
<i>America's Most Wanted</i>	Syndicated Solutions	John Walsh	2 minutes, Mondays-Saturdays	News, Talk, adult formats	25-54 adults	Wendy Figliuolo, VP/Strategic Sales, 212-735-1117; <a href="mailto:wendy.figliuolo@abc.com">wendy.figliuolo@abc.com</a>
<i>America On The Road 2</i>	America On The Road	Mike Anson & Jack Nerad	90 seconds, weekdays	Various	18+ adults	Al Herskovitz, President, 888-781-9025; <a href="mailto:h-and-h@arq.net">h-and-h@arq.net</a>
<i>American Spirit</i>	Liberty Broadcasting	Mort Crim	90 seconds, weekdays	Talk	25-54 adults	Mariene Cadillo, Advertising Sales Coordinator, 973-438-8258; <a href="mailto:marienecadillo@libertybroadcasting.com">marienecadillo@libertybroadcasting.com</a>
<i>Animal Talk Zoo Zingers (pet tips)</i>	Animal Talk Network	Jamie Flanagan & Mark Honas	:45-90, weekdays	Various	12+	Jamie Flanagan, Producer/Host, 586-777-5559; <a href="mailto:jamie@animaltalkradio.com">jamie@animaltalkradio.com</a>
<i>Audio Journeys</i>	Travel Radio International	Patricia Lawrence	5 minutes, weekly	Talk, News/Talk	12+	Patricia Lawrence, Executive Producer, 877-662-8747; <a href="mailto:adventures@travelradio.com">adventures@travelradio.com</a>
<i>Back In The Pits With Rick Anthony (auto racing)*</i>	All Star Radio Networks	Rick Anthony	90 seconds, weekdays	Various	18-49 men	Michael Grafman, COO, 800-765-4080; <a href="mailto:michaeltg@allstarradio.com">michaeltg@allstarradio.com</a>
<i>Barron's On Investment</i>	Wall Street Journal Radio Network	Patrice Sikora	1 minute, Saturdays	News, Sports	25-54 adults	Nancy Abramson, Director/Affiliate Relations, 212-597-5601; <a href="mailto:nancy.abramson@dowjones.com">nancy.abramson@dowjones.com</a>
<i>Black History Minute</i>	United Stations Radio Networks	Ann Tripp	1 minute, weekdays	General	25-54 adults	Jim Higgins, EVP/GM, 212-869-1111 x231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a>
<i>Bloomberg Market Minutes</i>	Bloomberg Radio Networks	Varies	1 minute, daily	General	25-54 adults	Anita Tobias, Sales Manager, 212-318-2201; <a href="mailto:radionetwork@bloomberg.net">radionetwork@bloomberg.net</a>
<i>Bloomberg Urban Report</i>	Bloomberg Radio Networks	Donna Wilson & Ericson Blakney	1 minute, weekdays	Urban, Urban AC, Gospel	25-54 adults	Anita Tobias, Sales Manager, 212-318-2201; <a href="mailto:radionetwork@bloomberg.net">radionetwork@bloomberg.net</a>
<i>Cal Thomas Commentary</i>	Salem Radio Network	Cal Thomas	90 seconds, weekdays	Talk, News/Talk	35-64 adults	Linnae Young, GM/Salem Radio Reps, 972-402-8800; <a href="mailto:lyoung@salemreps.com">lyoung@salemreps.com</a>
<i>Chicken Man</i>	Chicago Radio Syndicate	Dick Orkin	2.5 minutes, daily	General	12+	Sandy Orkin, President, 800-621-6949; <a href="mailto:sandyorkin@crs.com">sandyorkin@crs.com</a>
<i>Cla'ence Up-Date (Young &amp; the Restless update)</i>	Babysitter Productions	Cla'ence	90 seconds, weekdays	Various	18-54 adults, esp. 25-45 women	Brad Sanders, President, 323-731-1793; <a href="mailto:anthephonewith@yahoo.com">anthephonewith@yahoo.com</a>
<i>Classic Country Beat</i>	Radio-Studio Network	Marty Martel	6 minutes, weekly	Classic Country	35+ adults	Steve Warren, President, 800-827-1722; <a href="mailto:sales@radio-studio.net">sales@radio-studio.net</a>
<i>CNBC Business Radio</i>	CNBC Business Radio	Ron Insana, Maria Bartiromo, others	1 minute, weekdays, 10x	News, News/Talk	25-54 adults	Peter Kosann, President/Sales, 212-641-2037; <a href="mailto:peterj_kosann@westwoodone.com">peterj_kosann@westwoodone.com</a>
<i>CNNRadio</i>	CNNRadio	Varies	2-6 minutes, daily	News, News/Talk	25-54 adults	Peter Kosann, President/Sales, 212-641-2037; <a href="mailto:peterj_kosann@westwoodone.com">peterj_kosann@westwoodone.com</a>

\*Denotes new program.

Continued on Page 8

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Name of Show	Source	Host	Length & Frequency	Target Format	Demo	Contact/Title/ Phone/E-mail
Connection Moments Contact Minutes	Tribal Links Sacred Heart Program	Unhosted Unhosted	1 minute, weekdays 1 minute, daily/weekly	Talk News/Talk, AC, Country	25-54 women 25-54 adults	Bill Lytle, Principal, 732-356-7035; <a href="mailto:bill@triballinks.com">bill@triballinks.com</a> Julia Hart, Project Development Coordinator, 314-533-0321 x12; <a href="mailto:jhart@sacredheartprogram.org">jhart@sacredheartprogram.org</a>
Country Mailbag Crook & Chase Updates	Interview Factory United Stations Radio Networks	Various stars Lorriane Crook & Charlie Chase Dave Ramsey	2 minutes, weekdays 3 minutes, weekdays	Country Country	25-54 adults 25-54 adults	Sandy Benjamin, President, 818-988-2045; <a href="mailto:interviewfactory@juno.com">interviewfactory@juno.com</a> Jim Higgins, EVP/GM, 212-869-1111 x231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a>
Daily Money Makeover	Dave Ramsey Show	Dave Ramsey	90 seconds, drive times, weekdays	Various	25-54 adults	Chris Thomas, National Ad Sales, 877-410-3283 x111; <a href="mailto:chrish@daveramsey.com">chrish@daveramsey.com</a>
Daily Time Warp Dan Rather Reporting	MGK Communications CBS Radio News	Machine Gun Kelly Dan Rather	5 minutes, weekdays 2 min. 30 sec., weekdays	Oldies News, News/Talk, News, News/Talk, Oldies	25-54 adults 25-54 adults	Eileen Decker, SVP/National Sales, Dial-Global, 212-967-2888; <a href="mailto:edecker@dia-global.com">edecker@dia-global.com</a> Peter Kosann, President/Sales, 212-641-2037; <a href="mailto:peterj_kosann@westwoodone.com">peterj_kosann@westwoodone.com</a>
Dave Ross Show	CBS Radio News	Dave Ross	2 minutes, Monday-Saturday 7 minutes, daily	News, News/Talk, Oldies	25-54 adults	Peter Kosann, President/Sales, 212-641-2037; <a href="mailto:peterj_kosann@westwoodone.com">peterj_kosann@westwoodone.com</a>
Dick Clark's Music Calendar Dow Jones Money Report	United Stations Radio Networks Wall Street Journal Radio Network	Dick Clark Varies	1 minute, weekdays	News, 25-54 Sports General	25-54 adults News/Talk, General	Nancy Abramson, Director/Affiliate Relations, 212-597-5601; <a href="mailto:nancy.abramson@dowjones.com">nancy.abramson@dowjones.com</a> Ryan Britton, Executive Director, 512-477-4441; <a href="mailto:rbrinton@earthsky.org">rbrinton@earthsky.org</a>
Earth & Sky Radio Series	Earth & Sky Inc.	Joel Block & Deborah Byrd Dr. Roger Hendrix	90 seconds, daily	News/Talk	18+ adults	Brad Saul, President, UBC, 312-640-5000 x226; <a href="mailto:bradsaul@earthlink.net">bradsaul@earthlink.net</a>
Empowered U With Dr. Roger Hendrix* EXPN Radio (action sports)* Family Health	Corkscrew Productions ESPN Radio Family Health Radio	Rick Thorne Dr. Harold C. Thompson III Kerry Murphey	2 minutes, weekdays 2.5 minutes, weekdays	Alternative Various	12-34 men 35+ adults	Mike Connolly, VP/Ad Sales, 212-735-1747; <a href="mailto:michael.lconnolly@abc.com">michael.lconnolly@abc.com</a> Don Bilski, Producer, 740-593-4979; <a href="mailto:bilski@ohio.edu">bilski@ohio.edu</a>
Final Lap (NASCAR)*	Kerry Murphey Productions	Kerry Murphey	90 seconds, weekdays	Country, Sports News, Sports	18+ adults	Jim Higgins, EVP/GM, 212-869-1111 x 231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a>
Fox News Radio Service	Fox News Radio Networks	Varies	1 minute, daily	News, Sports Talk, various music formats	12+	Jennifer Lingua, Manager/Affiliate Relations, 212-301-3544; <a href="mailto:jennifer.lingua@foxnews.com">jennifer.lingua@foxnews.com</a>
Fresh Grocer	Syndicated Solutions	Tony Tantillo	1 minute, weekdays	Talk, various music formats	25-54 adults	Bob Carey, President, 203-431-0790; <a href="mailto:bcarey@syndolutions.com">bcarey@syndolutions.com</a>
Groove Blends Health Power	United Stations Radio Networks Tribal Links	Rafe Gomez Unhosted	10 minutes, weekdays 1 minute, 10 shows/month	Smooth Jazz Talk	25-54 adults 25-54 adults	Jim Higgins, EVP/GM, United Stations, 212-869-1111 x231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a> Bill Lytle, Principal, 732-356-7035; <a href="mailto:bill@triballinks.com">bill@triballinks.com</a>
Hip Hop Wire	American Urban Radio Networks	Anji Corley	5 minutes, weekdays	CHR/Rhythmic Urban, Urban AC	18-34 adults	Vernon Wright, SVP/Sales, 212-883-2100; <a href="mailto:vwright@aum.com">vwright@aum.com</a>
Hollywood Scoop	Wheaton Entertainment	Wendy Wheaton	1 minute, weekdays	Various	18-49 adults	Michelle Jasko, President, Nashville Radio Syndication, 615-673-3450; <a href="mailto:nashvillradio@bellsouth.net">nashvillradio@bellsouth.net</a>
House Of Blues Breaks	Ben Manilla Productions	Dan Aykroyd as Eiwood Blues	5 minutes, weekdays	Various	25-54 adults	Dick Silipigni, Sales Executive, United Stations, 212-869-1111 x278; <a href="mailto:dicksilipigni@unitedstations.com">dicksilipigni@unitedstations.com</a>
Independent Movie Minute In-Fisherman Radio	Western Front Radio Networks In-Fisherman Radio	Raylene Santos Steve Hoffman	2 minutes, weekdays 3 minutes, 6 days/week	General Country, News/Talk Various	18-49 adults 25-54 men	Kevin Hines, Sales Manager, 818-445-0154; <a href="mailto:kevinhines@westemfronradio.com">kevinhines@westemfronradio.com</a> Steve Hoffman, Associate Publisher, 218-824-2554; <a href="mailto:shoffman@in-dashfisherman.com">shoffman@in-dashfisherman.com</a>
Intelligence For Your Life Minute Into Tomorrow With Dave Graveline (consumer electronics/technology)	Teshmedia Group Advanced Radio Network	John Tesh Dave Graveline	1 minute, weekdays	Various	25-54 adults 18+ adults	Howard F. Price, Representative, Multi-Net Marketing, 800-776-8289; <a href="mailto:hprice@multinetmarketing.com">hprice@multinetmarketing.com</a> Dave Graveline, President, 305-824-9000; <a href="mailto:dave@graveline.com">dave@graveline.com</a>
James Dobson Family Minute Jim Cramer's RealMoney Minute & Market Wrap	Focus On The Family Broadcasting WOR Radio Network	Dr. Bill Maier Jim Cramer	1 minute, weekdays 2 minutes, weekdays	General News, news breaks	18+ adults 25+ adults	Brian Neils, Sr. Radio Representative, 719-531-3309; <a href="mailto:neilsbt@fott.org">neilsbt@fott.org</a> Amanda Flood, Director/Network Sales, 212-642-4482; <a href="mailto:aflood@worradiation.com">aflood@worradiation.com</a>
Joy Grdnic In The Studio* Kim Komando Minute Little Known Facts Lou Dobbs Financial Report Lovin' Touch Mackin' Minute*	All Star Radio Networks WestStar TalkRadio Network Wilbur Entertainment United Stations Radio Networks Dick Summer Communications MannGroup Radio Services	Joy Grdnic Kim Komando Chaz Allen Lou Dobbs Dick Summer Tariq Nasheed	90 seconds, weekdays 1 minute, weekdays 2 min. 30 sec., weekdays 2 minutes, 3x daily, weekdays 5 minutes, weekdays 90 seconds, 6 days/week	AC, Soft AC News/Talk Various General AC, Talk CHR/Rhythmic, Urban	25-54 women 25-54 adults 25-54 adults 25-54 adults 25-54 women 18-34 adults	Michael Grafman, COO, 800-765-4080; <a href="mailto:michaeltg@allstarradio.com">michaeltg@allstarradio.com</a> Tracey Page, VP/National Sales, 602-381-8200 x209; <a href="mailto:traceyp@weststar.com">traceyp@weststar.com</a> Eileen Decker, SVP/National Sales, Dial-Global, 212-967-2888; <a href="mailto:edecker@dia-global.com">edecker@dia-global.com</a> Jim Higgins, EVP/GM, 212-869-1111 x231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a> Barbara Franklin, VP/Sales, 610-793-0587; <a href="mailto:barbara@dicksummer.com">barbara@dicksummer.com</a> Eileen Decker, SVP/National Sales, Dial-Global, 212-967-2888; <a href="mailto:edecker@dia-global.com">edecker@dia-global.com</a>
Megabyte Minute	M Masters Corp.	David Radin	1 minute, weekdays	Talk, News/Talk General	25+ adults	David Radin, President, 412-531-4270; <a href="mailto:radin.rr2004@megabyteminute.com">radin.rr2004@megabyteminute.com</a>
Moments In Black History Money Pit Minute*	Babysitter Productions Squeaky Door Productions	Varies Tom Kraeutler & Debby Robinson	90 seconds, weekdays 1 minute, weekdays	News/Talk, various News, News/Talk Rock, Hot AC Talk	12-54 demos 25-54 adults	Brad Sanders, President, 323-731-1793; <a href="mailto:onthephonewithtr@yahoo.com">onthephonewithtr@yahoo.com</a> Tom Kraeutler, President, 732-663-1071; <a href="mailto:show@moneypit.com">show@moneypit.com</a>
NBC Radio News	NBC Radio News	Varies	1 minute, weekdays; special reports	News, News/Talk Rock, Hot AC Talk	25-54 adults	Peter Kosann, President/Sales, 212-641-2037; <a href="mailto:peterj_kosann@westwoodone.com">peterj_kosann@westwoodone.com</a>
New Wave Spotlights News You Care About Nittany Lion Update On The House Tip Of The Day Osgood File	United Stations Radio Networks Liberty Broadcasting Penn State Sports Marketing On The House Syndication CBS Radio News	Nina Blackwood Mort Crim Steve Jones James & Morris Carey Charles Osgood	7 minutes, weekdays 5 minutes, weekdays 2.5 minutes, weekdays 1 minute, weekdays 3 min. 30 sec., 4x daily, weekdays/weekends 5 minutes in AM (Mon.-Fri.), 15 minutes at noon (Mon.-Sat.)	Various General News, News/Talk News, Talk, adult formats	25-54 adults 25-54 adults 18+ adults 25-54 adults	Jim Higgins, EVP/GM, 212-869-1111 x231; <a href="mailto:jimhiggins@unitedstations.com">jimhiggins@unitedstations.com</a> Marlene Cadillo, Advertising Sales Coordinator, 973-438-8258; <a href="mailto:marlenecadillo@libertybroadcasting.com">marlenecadillo@libertybroadcasting.com</a> Angelo Scialfa, Manager/Regional Sales, 610-617-2563; <a href="mailto:ascialfa@pennstatesports.com">ascialfa@pennstatesports.com</a> Ray Hall, Marketing Coordinator, 925-432-7246 x35; <a href="mailto:ray@onthehouse.com">ray@onthehouse.com</a> Peter Kosann, President/Sales, 212-641-2037; <a href="mailto:peterj_kosann@westwoodone.com">peterj_kosann@westwoodone.com</a>
Paul Harvey News and Comment	ABC Radio Networks	Paul Harvey	5 minutes in AM (Mon.-Fri.), 15 minutes at noon (Mon.-Sat.)	News, Talk, adult formats	25-54 adults	Dennis Glynn, ABC VP/Midwest Radio, Paul Harvey Sales, 312-899-4058; <a href="mailto:dennis.glynn@abc.com">dennis.glynn@abc.com</a>
Plugged-In Magazine (movie review)* Pop Quiz	Focus On The Family Broadcasting Business TalkRadio Network	Bob Waliszewski Jeff Weber	1 minute, weekly 90 seconds, weekly	Various Oldies, AC, News/Talk Talk, various music formats	18+ 25-54 adults	Brian Neils, Sr. Radio Representative, 719-531-3309; <a href="mailto:neilsbt@fott.org">neilsbt@fott.org</a> Jeff Weber, EVP, 203-422-2800; <a href="mailto:jweber@businessstalkradio.net">jweber@businessstalkradio.net</a>
Prescription For Health	Syndicated Solutions	Dr. James Bragman	1 minute, weekdays	Talk, various music formats	25-54 adults	Bob Carey, President, 203-431-0790; <a href="mailto:bcarey@syndolutions.com">bcarey@syndolutions.com</a>
PRN's Garage Pass	Performance Racing Network	Mark Garrow	5 minutes, weekdays	Country, News/Talk, Sports	25-54 adults	Gerry Hom, Director/Sales, 704-454-4704; <a href="mailto:ghom@lowesmotorspeedway.com">ghom@lowesmotorspeedway.com</a>
Problem Solution Lady	Philip Dickerson Productions	Dr. Noel Nelson	90 seconds, weekdays 6am-7pm	News/Talk, Hot AC, AC Various	18+ adults	Philip Dickerson, President, 214-649-9338; <a href="mailto:phildickerson@hotmail.com">phildickerson@hotmail.com</a>
Putumayo World Music Hour Race-Talk (auto racing)	Big Toe Audio Motor Sports Radio Network	Dan Storper & Rosalie Howarth Paul Kaminski	5 minutes, weekdays 5 minutes, weekly	Various Sports, Sports/Talk, News/Talk	25-54 adults 18+ adults	Angela Huffstutler, Sales Exec., Putumayo, 800-995-9588 x262; <a href="mailto:angela@putumayo.com">angela@putumayo.com</a> Paul Kaminski, President, 607-232-2232; <a href="mailto:motorsportsradio@msrpk.com">motorsportsradio@msrpk.com</a>
Radio Road Test	Motor Sports Radio Network	Paul Kaminski	5 minutes, weekly	News/Talk, Sports, Sports/Talk Rock formats, FM Talk Urban	18+ adults 18-49 adults 18-49 adults	Paul Kaminski, President, 607-232-2232; <a href="mailto:motorsportsradio@msrpk.com">motorsportsradio@msrpk.com</a> Allan Handelman, President, 704-596-4718; <a href="mailto:ahshow@vnet.net">ahshow@vnet.net</a> Eileen Decker, SVP/National Sales, Dial-Global, 212-967-2888; <a href="mailto:edecker@dia-global.com">edecker@dia-global.com</a>
Rock Minute With Allan Handelman* Russell Simmons' Hip Hop Laws of Success	Allan Handelman Communications X Radio Networks	Allan Handelman Russell Simmons	1 minute, weekdays 1 minute, daily	Rock formats, FM Talk Urban	18-49 adults 18-49 adults	Allan Handelman, President, 704-596-4718; <a href="mailto:ahshow@vnet.net">ahshow@vnet.net</a> Eileen Decker, SVP/National Sales, Dial-Global, 212-967-2888; <a href="mailto:edecker@dia-global.com">edecker@dia-global.com</a>

\*Denotes new program.



**BRIDA CONNOLLY**  
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# PassAlong Is Here, With Sharing Built Right In

New service has incentives to share — and a home on eBay

**P**assAlong Networks this week debuted a web-based song store offering 99-cent songs and most albums for \$9.99. That's nothing new, and PassAlong's catalog at the moment is a bit on the small side, though it includes material from BMG, Warner, Universal and a flock of indies.

But PassAlong offers some new variations on the user experience, and it has a partner that is, in this highly competitive area of the music industry, almost as interesting as a major label: online-auction monster eBay.

PassAlong has an independent song store up and running at [www.passalong.com](http://www.passalong.com), but PassAlong Networks is also part of a six-month pilot program through which eBay is venturing, cautiously, into digital downloads.

eBay has long had a strict policy on the kind of downloadable material that can be sold there, and the pilot listings available through its "Digital Downloads" section — including, before PassAlong's debut, just one page with a few obscure self-published tracks and a handful of Warner Music-supplied Green Day ringtones — include a peculiar notice saying *this* download isn't in violation of eBay's downloadable-material policy, but don't try to resell it.

eBay's cautious approach to downloads means that PassAlong is sailing into all-but-uncharted territory on the auction site, and that, in its niche, PassAlong will get what amounts to the first crack at eBay's more than 100 million registered users. Additionally, because the PassAlong store on eBay will be the first major digital song dealer to accept online payment by way of eBay subsidiary PayPal, the store will have a natural appeal to younger consumers who can get PayPal accounts but not credit cards.

### The Look

What will eBay users see when they venture into PassAlong? Below the standing eBay Stores banner, a sleek, almost too frills-free blue and white website with an unmistakably

retail look about it. But PassAlong is making itself right at home on eBay by using auctions in its promotional plans. The sample up during the media test was a charity auction to bid on a 15-minute phone conversation with pop goddess Avril Lavigne.

Since this is new territory for eBay and for many consumers — only a small percentage of Americans have ever bought a download — a "Basics" banner and tab tell how PassAlong works, explaining that it really is legal and that the artists are compensated. This section also covers the usage rights for purchased music, and the terms are generous as these things go: 10 CD burns, transfers to five computers and unlimited transfers to up to three different digital-media players.

The brief "About Us" gives some other helpful info for eBayers, including noting that no credit card is required to buy (though you can use one if you want) and that successful PassAlong purchases also generate positive feedback toward that all-important eBay user rating. The store cross-promotes to the full-fledged store at PassAlong, which also accepts PayPal and has the extended features that provide the genuinely innovative part of the PassAlong experience.

### The Real Thing

The regular PassAlong store has a similar look but is a bit more polished than the eBay version. All the usual online music-retail buttons are at the top — account status, a shopping cart, a help button, a library button and a PassAlong button that explains the service's real draw (more about that later).

PassAlong is one of a few web-based music stores out there, and it provides a pleasant shopping experience. The search box is centrally lo-

ated and offers searches by artist, album, song or, a PassAlong-specific variation, "Showcase." The searches are quick and the results are accurate and sensibly ordered (not things one can take for granted on these services). Searches are, however, a yes-or-no proposition: If PassAlong doesn't have your artist or album, it has no suggestions to make.

**PassAlong has a partner that is, in this highly competitive area of the music industry, almost as interesting as a major label: online-auction monster eBay.**

Not offering suggestions seems like a mistake in a couple of ways. Users of these services have come to expect them, and well thought-out suggestions can drive music discovery. Also, a string of "search has returned no matches" messages is bound to be discouraging. I'd also like to see the genre-specific searches out front instead of buried a level down, under "Advanced Search."

Whether searching for songs or just browsing on PassAlong, you'll see little buttons that say "1Pass." Those buttons, next to the songs' buy buttons, represent the first level of what makes PassAlong a little different. Clicking "1Pass" lets anyone wandering through the store "pass," or recommend, a song to anybody else, either by e-mail or instant message. If it's e-mail, the recipient receives a tasteful note with an album-art thumbnail and a link to listen to a 30-second sample of the passed song, while an IM provides a short explanation and a link to the sample.

For users who are more deeply

## Opposition To Inducing Infringements Act Grows

A letter signed by dozens of tech companies, lobbying and consumer groups and university associations went last week to Sens. Orrin Hatch and Patrick Leahy, co-sponsors of the Inducing Infringements of Copyright Act, strongly opposing the adjustments to the IICA's language suggested earlier this month by the Copyright Office.

The original language of the IICA would make companies or individuals civilly liable if they "intentionally induce" copyright infringement. The Copyright Office supplied alternative language, but, while the groups praised the agency for its efforts, they're not happy with that version either.

The letter said, "The Copyright Office's most recent approach would create a new form of strict copyright liability for a large class of providers of hardware, software and services used in conjunction with the electronic or physical dissemination of goods, services and information. These companies and institutions could be found liable without regard to their knowledge, intent or relationship to the infringer, simply for providing a product, service, facility or financing."

The signers also complained that the Copyright Office version, like the Hatch-Leahy original, fails to codify the Supreme Court's *Betamax* decision, which said that if a product has substantial noninfringing uses, its manufacturers and distributors are not liable if the product is used to infringe without their knowledge or control. The IICA, which was introduced, according to Hatch, primarily to stop peer-to-peer from profiting off of the infringement committed by their users, has been widely criticized as being so broadly written that it could be disastrous for dozens of unrelated industries and, ultimately, for consumers.

The signers of the letter — among them Yahoo!, Google, Earthlink, Intel, CNET Networks, Radio Shack, the Consumer Electronics Association, the U.S. Telecomm Association, Verizon and lobbying groups Public Knowledge and the Electronic Frontier Foundation — are calling for public hearings on the legislation before it goes to the Senate Judiciary Committee for markup. The RIAA and the Motion Picture Association of America are on record as strongly supporting the IICA.

into PassAlong, there's the PassAlong Manager, which lets those who have bought music suggest songs from their libraries, one at a time or arranged in playlists or showcases.

If a person to whom a song or album is passed decides to buy it, the passer-along gets 10% of the purchase price in the form of points that can be applied toward future PassAlong purchases. That amounts to 10 points per 99-cent song, assuming the passer has already purchased the song through PassAlong. If it's not in his or her library, the reward is two points. But in either case, if the receiver passes the song again and a second-level receiver buys it, the original passer gets another point.

### The Points Are The Point

There is another little community feature on PassAlong, "Showcases," which is similar to the custom-playlists function on the iTunes Music Store — except on PassAlong a user must have purchased music before it can appear in his or her showcase, while Apple just requires that the music be available in the store. The PassAlong Showcases are very nice-looking, and if users understand what they are and begin to build them and compete for rankings, these pages may become a real community builder for PassAlong.

But it's those points, which never expire, that will be the real incentive to hang out at PassAlong. Pretty much every digital store out there

charges about a buck a song (Walmart charges 88 cents, but the store is so badly put together that it really is easier to spend the extra cash somewhere else), so fans may figure that they might as well go with the one that offers what amounts to a little cash back.

The buying process is typical of other services, if a little roundabout, but it has a couple of nice details. Songs that are purchased can be downloaded immediately or later, and, this being a web-based system, they can be downloaded to a different computer than the one on which they were purchased. The system also lets users choose their own download location on the hard drive — in fact, you can't download until you pick one — and it puts a reminder of where to find files right at the top of the Library Manager section.

Just a couple of bits of software are required to use PassAlong — a small program that enables the "1Pass" function and a download manager — and both load quickly on a broadband hookup.

PassAlong is a handsome and more-than-respectable entry into the dollar-song-store arena, combining a straightforward approach with some interesting innovations. With the right promotion (a qualification that applies to everybody in this arena whose name isn't spelled Apple Computer) the PassAlong Networks people may really have something here.

## WRLX/West Palm Beach Flips To AC

Clear Channel Smooth Jazz WRLX/West Palm Beach flipped to AC on Sept. 17. The station is using the slogan "Soft favorites, the new Classy 92.1."

Classy 92.1 features such artists as Frank Sinatra, Barry Manilow, The Beatles, Neil Diamond, James Taylor, Barbra Streisand and Elton John. "We decided to put on a station that complements our 'oldies' AC [WOLL] and News/Talker [WJNO]," Clear Channel/West Palm Beach Operations Director Dave Denver told R&R. "We want to superserve an audience that's not being served at all in the market, the 50+ active adults who are such a large population in this community."

Jennifer Agostino has been named Asst. PD/MD, while 28-year radio veteran Jim Edwards, formerly of WJNO and most recently PD of WWNC/Asheville, NC, returns to West Palm Beach to do mornings. "Jim's show will focus on his heritage in the marketplace and will get people's days go-

## Holbrook Adds PD Duties At WDBO

Steve Holbrook has added PD duties for Cox Radio's News/Talk WDBO/Orlando. Holbrook will continue as OM for the Cox/Orlando cluster and also retain programming duties at the cluster's Urban AC WCFB until a new PD for that station is found. He succeeds Kipper McGee, who exited WDBO last week.

Holbrook has been a fixture on the Orlando radio scene since 1981 and first made his mark on the market as the programming force behind the launch of Country WWKA (K-92 FM) in 1982. In 1985 he was named OM of both WWKA and WDBC. Ten years later, in 1995, Holbrook launched WCFB while also transforming clustermate WPYO from Dance to CHR/Rhythmic.

"I'm very excited about the new challenge of programming a radio station like WDBO," Holbrook told R&R. "In place of hot records, I now have a lineup of hot talk stars talking about hot topics. And the nice part of changing radio stations is that I get to work with the same people I've known at the station. Many of them for 20-plus years."

## KROI

Continued from Page 3

[Urban AC] KMJQ (Majic) and [CHR/Rhythmic] KBXX (The Box 97.9). The station will remain Hot AC while we evaluate this and other format options."

ing with a familiar voice, great songs and the information they need," said Denver, who is handling Classy's programming duties.

KROI is currently jockless, and a search for a full staff has begun. Radio One/Hcuston OM Tom Calococi and Sneed are minding the station in the interim.

"WJNO PD Steve Nichol will be doing afternoons, so we've already got pedigree talent assigned to the radio station."

## Ivan

Continued from Page 3

"The storm turned east in the night, so most of the damage is in Pensacola, FL, which got hit hard," Striker said.

Clear Channel/Mobile lost a transmitter when 1,000 feet of the tower came crashing down. Meanwhile, Dot Com Plus Triple A WZEW/Mobile fared well throughout the hurricane, sustaining very little damage, although it was forced to use generator power. PD Jim Mahany said his station simulcast a feed from the local CBS-TV affiliate as the storm progressed northward into Alabama.

A few hours to the east, in Panama City, FL, the first U.S. casualty from Hurricane Ivan occurred right down the street from Styles Media's headquarters. "We had tornadoes touch down just about everywhere," Styles Managing Member Tom DiBacco told R&R. "We had a tornado one mile down the road from here. It started over the water, then came ashore and destroyed a building and threw some cars around. This was at 3:30pm or 4pm, when no one was even prepared. The first feeder band from Ivan was just coming through the area."

DiBacco heard debris crashing against the walls of Styles Media's Panama City studios, where he and wife Kim Styles joined WILN PD/afternoon host Keith Allen, morning hosts Lori and Rob and IT Di-

rector Sketch in a marathon broadcast, taking calls from listeners as Sketch struggled to keep the phone lines operating by flashlight.

"Radio shined," DiBacco said. "Clear Channel did a good job here, as they had a similar arrangement with WJHG-TV that we had with WMBB-TV in airing storm coverage over the radio stations."

WSBZ/Destin, FL, located between Pensacola and Panama City, relied on emergency generators at its studio and transmitter sites to get through the hurricane, but it did not sustain major damage. WSBZ owner Mark Carter said 90% of Okaloosa County, where Destin and nearby Ft. Walton Beach are located, was without power on Sept. 17, and a mandatory curfew was in place.

To the north, in Dothan, AL, Ivan's fury was also felt. DiBacco said former WKMX owner Doc Miller helped that station's staff throughout the storm as though he'd never left the operation.

Meanwhile, Cox's Birmingham cluster hit the airwaves with extensive hurricane coverage, even though the city is well inland from the Gulf of Mexico. According to WBHJ/Birmingham PD Mickey Johnson, nearly 100,000 houses in Birmingham were without power after Ivan moved through the metropolitan area.

*Additional reporting by Carol Archer, Kevin Carter, Lon Helton, Julie Kertes and John Schoenberger.*



## JD Balart American Radio Journal

JD's American Radio Journal captivates listeners with penetrating insights, high profile guests and fascinating interviews. Hosted by veteran TV journalist José Diaz-Balart, American Radio Journal breaks through the clutter of traditional news programming on a wide range of topics.

From politics to culture to the economy, from the global war on terrorism to the drug war plaguing America, JD has the reporter's eye for all sides of the story. He brings to his microphone a skillful blend of insight, energy and wit that entertains, informs, and uplifts people everywhere.

A two time Emmy Award winner, JD is well-known as a television journalist for:

- Miami's NBC Affiliate WTVJ
- "Telemundo" network's national programming
- The original team of "CBS This Morning"

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## K-Day

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Officer Anthony Acampora is overseeing the station's launch. He told R&R, "With two strong hip-hop/Urban stations in the market already, we had to reinvent the wheel. With K-Day, we're creating something special. We not only will bring back great hip-hop music that has been missing from the airwaves for years, we also plan to be more aggressive on new music, making

us the outlet for the next generation of hip-hop artists."

Styles Media Regional VP/GM Kimberly Fletcher said, "Over 10% of the market's radio advertising revenue is spent on hip-hop radio stations. Clearly, advertisers see the value in this format."

The station's namesake, the legendary KDAY-AM/Los Angeles, was one of the first stations in the country to embrace hip-hop when the genre was just beginning to blossom in the early '80s. It went off the air on April 17, 1991.

## Woods

Continued from Page 1

on to GM positions at WFOX/Atlanta and WHITZ/New York. Most recently he formed and operated the Lobo Media Group, a Phoenix-based advertising and media services company.

Woods' radio resume also includes stints as Regional VP for Infinity Broadcasting's Southwest stations; Exec. VP for AMFM's Phoenix cluster; and VP for National Communications, where he oversaw stations in Houston, Dallas, Phoenix, Las Vegas, San Diego and Seattle.

Before moving to a career in radio, Woods, a lifetime sports enthusiast, spent four years as a pitcher for the Chicago White Sox and Los Angeles Dodgers organizations.

"Clancy Woods is our version of the consummate player-coach," Sporting News President/CEO Rick Allen said. "He is straightforward and engaging, a good strategist, a great recruiter of people, a builder of effective brands in the local marketplace and a seasoned radio ad salesman. You're witnessing the start of the Sporting News Radio dynasty."

Radio

• **UNITED STATIONS RADIO NETWORKS** presents a second version of *Racing Rocks!*, a two-hour weekend show hosted by Riki Rachtman that provides news and interviews from the world of NASCAR to Classic Rock listeners. The original Rock version of the show is also available. For more information, contact Kristine Rakowsky at 212-869-1111, ext. 293.

Records

• **EULIS CATHEY** is named Exec. VP/GM of Motema Music. He was most recently VP/Promotion at N-Coded.

CHRONICLE

CONDOLENCES

Grand Ole Opry member **Skeeter Davis**, 72, Sept. 19.  
Ramoness co-founder **Johnny Ramone**, 55, Sept. 15.  
Shreveport, LA media mogul and longtime civic leader **Marie Wright**, 87, Sept. 14.

• **LARRY MATTERA** is promoted to Sr. VP/New Media at Island Def Jam Music Group. He was previously VP/New Media.



Mattera

Changes

**Records:** Walt Disney Records promotes **Susan Van Hosen** from National Sales Director to VP/Sales ... Warner/Chappell Music names **John Reston** VP/Global Administration. He most recently worked for Universal Music Publishing in a variety of senior administrative roles

in Latin America, Asia Pacific and Europe.

**Industry:** Mark Schwartz announces the addition of **Valerie Marcus** to his entertainment law practice and the renaming of the firm as Schwartz Marcus. Marcus was previously VP/Business & Legal Affairs at RCA Music Group.

FCC ACTIONS

Mancow Critic Challenges Emmis' FCC Settlement

A group led by activist **David Smith** has asked the FCC to overturn the \$300,000 settlement the agency reached with **Emmis** over indecency complaints Smith filed against **WKQX/Chicago** morning host **Mancow Muller**. The challenge comes after Smith said in an August letter to FCC Chairman **Michael Powell** that he wouldn't contest the settlement. Emmis said, "We are surprised and disappointed by the challenge. Emmis made a decision to go to the FCC to settle this matter and put it behind us. We have implemented a stringent compliance plan, including training for all on-air and programming employees." The company added, "It is unfortunate that Mr. Smith cannot let the matter go, especially after stating less than a month ago in a letter to Chairman Powell that he wouldn't object to the consent decree."

Alonso

Continued from Page 1

trade publication *Radio Y Musica*, which is now part of the R&R family.

In his new role Alonso will oversee programming strategy and station rollouts as Clear Channel expands its commitment to Spanish-language radio. Under this initiative, the company plans, in the next 12-18 months, to convert 20-25 stations to Spanish-language formats, including Regional Mexican, Tropical and Contemporary. The first station to be launched, on Sept. 16, was Contemporary **WVVA & WWVA (Viva)/Atlanta**. Clear Channel currently has 18 stations throughout the U.S. carrying Spanish-language formats.

"The Hispanic radio audience remains largely underserved, especially outside the largest markets," Clear Channel Radio CEO **John Hogan** said. "We have a unique opportunity to participate in this rapidly growing, important sector and

are committed to creating the highest-quality offering in the market. **Alfredo** helped create Spanish-language radio more than 15 years ago, and his expertise will ensure that we deliver the highest-quality programming for this audience."

Alonso said, "It's a momentous day for the Spanish-language radio industry. While the strides made in serving the Hispanic radio market have been significant, this represents an evolution in Spanish-language radio. My focus will be on identifying opportunities to bring Spanish-language radio formats to all-sized markets, with unique radio stations that are as diverse as the Hispanic market itself.

"I am thrilled to become part of **John Hogan's** team and look forward to working with Sr. VP/Programming **Tom Owens**, who has been a driving force behind Clear Channel Radio's Hispanic initiative. Clear Channel Radio has distinguished itself as the premier radio broadcaster and will now establish itself as a leader in Spanish radio."

BUSINESS BRIEFS

Continued from Page 6

start measuring the market in the fall 2004 survey period, and La Crosse will be ranked market No. 222. The market has an estimated 12+ population of 153,600.

Meanwhile, Arbitron has mailed station-name previews to all radio stations being measured in the fall 2004 survey. Stations should verify the information to ensure their names are being recorded properly and review their market competitors' information to make sure the data matches Arbitron guidelines. Station-name changes will be accepted for the fall survey through Dec. 15. Information becomes effective on receipt by Arbitron, and changes cannot be applied retroactively.

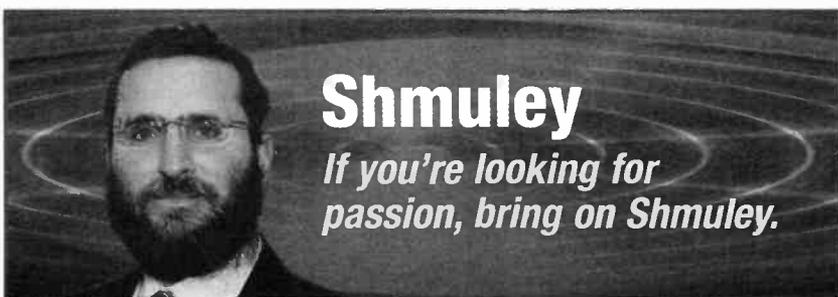
RTNDA's Cochran Warns Congress About Secrecy

Testifying before the House Select Committee for Homeland Security last week, Radio-Television News Directors Association President **Barbara Cochran** told the committee that radio's role in keeping the public informed during national emergencies could be compromised by too much government secrecy. She warned against the chilling effect an environment of secrecy has on the media's ability to perform its watchdog role. "The Freedom of Information Act is being attacked on many fronts," Cochran said. "If journalists are going to be able to keep informing the public, public officials must closely scrutinize new demands for secrecy to see whether they are truly serving the public interest."

In other news, longtime NBC news anchor **Tom Brokaw** will deliver the keynote address at the RTNDA's annual awards dinner, set for Oct. 4 at the Grand Hyatt New York. Brokaw, who will soon step down from his anchor role on the *NBC Nightly News*, has spent 38 years at the network. Also making remarks at the dinner will be *ABC World News Tonight* anchor **Peter Jennings** and *CBS Evening News* anchor **Dan Rather**.

Wicks Provides Software To Commonwealth

Under an agreement announced Tuesday, **Wicks Broadcast Solutions** will provide its **DeltaFlex 4** Broadcast Management system to all 24 radio stations owned by **Glasgow, KY-based Commonwealth Broadcasting**.



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- Author of 14 best-selling books including *Kosher Sex* and *Why Can't I Fall in Love? A 12-step Program*
- Profiled in *Time Magazine*, *Newsweek*, *The New York Times*, *The London Times*, and *The Washington Post*

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## Jacobs

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**R&R:** Talk about Albany in particular.

**TJ:** We do very well there. We have the No. 1-rated station. It's a Country station, WGNA, and it does extremely well for us. We'd love to own another station there. Our two major competitors, Pamal and Clear Channel, have eight stations, and we only have five. We like that market a lot, and we have a great management team there. If we had an opportunity to add to our portfolio of stations there, we would. But we wouldn't buy something just to have another. We'd have to be convinced we could do something with it before we'd buy it.

**R&R:** Which markets have room for improvement?

**TJ:** We've let it be known when we've had a challenge in places like Grand Rapids and Lafayette. But I'd say in most of our other markets we're doing pretty well.

**R&R:** What have been the challenges in Grand Rapids and Lafayette?

**TJ:** Competition and the economy. In Grand Rapids, for example,

we compete against Clear Channel and Citadel, and in Lafayette we compete against just Citadel. The economy in Grand Rapids has been heavily dominated by office-furniture manufacturers, and that business hasn't been great because of the soft economy. In Lafayette, the economy has been challenged, but we're not sure why. It has just been challenged.

**R&R:** Regent had 13% same-station broadcast cash flow growth in Q2. In such a challenging advertising environment, how did you accomplish that?

**TJ:** We've made some good acquisitions. We bought Brill Media out of bankruptcy, we've done some swaps, and we did some add-on acquisitions in a couple of our markets. We've also done an awful lot of work in terms of changing out management and changing some formats.

All of the hard work that we've done over the last couple of years is starting to mature and pay off. That's one of the reasons we've been able to do so well. The investments we've made over the last two years have started to pay dividends for us this year.

**R&R:** Now that the moves Regent has made over the past two years are working out, what is Regent's current plan for growth?

**TJ:** We're still looking to make acquisitions that fit our criteria. We think there are opportunities out there in the medium and small markets for us to continue to grow. If you look at our track record, we have been able to make one or two really good acquisitions each year, and we believe there is an opportunity for us to continue to do that. We've been very patient, and we have a very disciplined approach. We're still optimistic that we're going to be able to grow not only through our existing stations, but by making some good, solid acquisitions.

**R&R:** What does Regent look for when considering a potential acquisition?

**TJ:** Any time we go into a new market, we want the opportunity to have the No. 1 or No. 2 cluster in terms of revenue and cash flow. We don't like to be at a disadvantage to our competition from a signal-strength standpoint, and we don't want to be in markets that are

too small to attract the right kind of talent, particularly management. So we're pretty careful about where we go.

More important, we don't want to be in a situation where we can't grow the bottom line, so we have a pretty strong rate-of-return target. We don't fool ourselves into thinking we can buy a station at a low multiple and have it automatically go to a higher multiple simply because we own it. If we can't grow the revenue and bottom line to produce a 25% compound annual return over a five-year period, we will walk from the acquisition. Every acquisition we've made to date has met those criteria on the initial upfront evaluation, and many of them have panned out to be far better than that.

**R&R:** Do those strict criteria make it difficult to find acquisition opportunities?

**TJ:** We're in 15 markets, and we're No. 1 or No. 2 in almost every one, so we've been able to do it. That's one of the reasons we've been able to grow. We've got criteria, and we stick to them. We won't take a chance on going into a market and buying one station with the hope that someday we can do better. If we don't see an opportunity, we'll avoid that and move on to the next opportunity.

**R&R:** Does that mean Regent wouldn't be interested in a great deal on an underperforming station or cluster?

**TJ:** We don't want to have a standalone station in any market. We want to be able to produce a large audience and have the opportunity to have, if not the dominant cluster, then at least be very close to No. 1. But if we think there's an opportunity to improve it, we might take a look. We've bought stations where we've had to do a lot of moving or reconfiguring. We're not afraid to do hard work, but we at least have to believe there's the opportunity to do that before we go into it.

**R&R:** How is the acquisition market right now? What are you hearing from potential sellers?

**TJ:** The public has been valuing radio at the lowest multiples we've seen since the early '90s, which automatically affects the ability of a public company like ours to make acquisitions. It's also been a detractor for privately owned companies that are looking for liquidity either through a sale or a merger. They're also reluctant to do anything when the multiples are low.

We all believe that the fundamentals of radio will get better and multiples will come back to something that looks more normal, but I don't think we'll ever see the high-flying bubble multiples that we saw in the late '90s and early 2000s. But I do believe that we'll get back to something that is better than today.

**R&R:** Are sellers' asking prices too high?

**TJ:** Sellers just aren't even asking, because they don't like where the pricing is right now.

**R&R:** When you go into a market, do you enter with a format in mind?

**TJ:** We always do our homework and try to determine where the opportunities are. We look at the strengths and weaknesses of the competition. Sometimes there is an obvious hole that's not being filled or served well, and sometimes we think that we know how to do a format better than the competition, and we think that we can take the top of the hill away from them. Almost every market has competition, and we're not afraid to compete with the Clear Channels, Citadels and Cumuluses of the world. We think that we hold our own.

**R&R:** Do you have any formats that you really believe in?

**TJ:** We like money formats. If you look at our portfolio, the Country format would be the format we have more stations in than any other. That's not necessarily by design; it's simply because of the way we've been able to acquire.

We like the Country format. We've got great expertise from a programming standpoint, and we do very well in almost every market where we have a Country station. We also have AC stations where we do very well, along with Soft AC, Rock and Classic Rock.

We have almost every format, and we generally do pretty well in the formats where we either have the heritage position or have an opportunity in a market. We don't try to be a cookie cutter and do the same format in every market. We go where the opportunities are.

**R&R:** Are there formats you avoid?

**TJ:** No. We even have Religious formats in a few markets, because it makes sense there.

**R&R:** Is there a format that has listeners but doesn't command the dollars it should?

**TJ:** We have a Classical station in Grand Rapids that has a lot of loyal listeners, but it's tough to get people to spend money on a Classical station.

**R&R:** Is that due to a perception about listener demographics?

**TJ:** I think it's a reluctance from advertisers in tough economic times to take a chance on something that's not a mainstream format. But it's a very popular station in Grand Rapids, and every time we've looked at changing the format, the community rises up and begs us not to do it. So we don't. At least we haven't so far.

Next week: Jacobs shares his outlook on the FCC's media-ownership rules and the overall market for station acquisitions, as well as what he thinks of the competitive challenge from satellite radio and digital music.

**Beejtar and SHANGRI-LA STUDIO**

wish to congratulate our friend  
**MARK KNOPFLER**  
 on the release of his latest album—

thanks for letting us be a part of it.  
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 Beejtar is a company dedicated to the preservation  
 of artistic integrity and analog recording.

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27,000 businesses

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Damon Williams • 646-459-3300

### HIT LIST

**Seth Neiman**  
DESTINY'S CHILD Lose My Breath  
LINDSAY LOHAN Rumors  
SIMPLE PLAN Welcome To My Life  
BRITNEY SPEARS My Prerogative  
JOSS STONE You Had Me

### SOFT ROCK

**Seth Neiman**  
PHIL COLLINS Don't Let Him Steal Your Heart...  
ELTON JOHN Answer In The Sky  
JEFF TIMMONS Whisper That Way

### R&B & HIP-HOP

**Damon Williams**  
DESTINY'S CHILD Lose My Breath  
LL COOL J I/R. KELLY I'm About To Get Her  
KEVIN LYTTLE I/MR. EASY Drive Me Crazy  
TWISTA I/R. KELLY So Sexy Chapter II  
KANYE WEST I/EMINEM & MASE Jesus Walks...

### RAP

**DJ Mecca**  
DAZ I/MATE DOGG Boys In The Hood  
LL COOL J Rub My Back  
MOS DEF Ghetto Rock  
MR. MAGIC I Smoke I Drank (Remix)  
NELLY I/WALI Down In Da Water

### ROCK

**Gary Susalis**  
CANDIRIA Down  
COLLECTIVE SOUL Counting The Days  
ZACK DE LA ROCHA We Want It All  
EXIES Ugly

### ALTERNATIVE

**Gary Susalis**  
19 WHEELS (The Best Of) Juliet  
AFI Head Like A Hole  
CODESEVEN Roped And Tied  
DONNAS Fall Behind Me  
FEATURES There's A Million Ways To Sing...  
GOD LIVES UNDERWATER Tricked  
GOLDEN REPUBLIC Great Communication  
JIMMY EAT WORLD Pain  
RIDDLIN KIDS Stop The World  
STRAYLIGHT RUN Existentialism On Prom Night

### TODAY'S COUNTRY

**Liz Opoka**  
LEANN RIMES Nothin' 'Bout Love Makes Sense

### PROGRESSIVE

**Liz Opoka**  
ELVIS COSTELLO Monkey To Man  
RACHEL FULLER Into My Heart  
SUPERGRASS Kiss Of Life

### SMOOTH JAZZ

**Gary Susalis**  
BONEY JAMES Pure  
JEFF KASHIWA Peace Of Mind  
SHADES OF SOUL Shades Of Soul  
BIRDS OF A FEATHER Head To Toe

### AMERICANA

**Liz Opoka**  
LAURA CANTRELL Cellar Door  
RAY HERNDON Grain Of Salt  
NOTORIOUS CHERRY BDMBS It's Hard To Kiss...

## SIRIUS

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

### Alt Nation

**Rich McLaughlin**  
SOCIAL DISTORTION Reach For The Sky  
GREEN DAY Extraordinary Girl  
GREEN DAY Boulevard Of Broken Dreams  
GREEN DAY Are We The Waiting

### The Pulse

**Haneen Arafat**  
OURAN DURAN (Reach Up For The) Sunrise  
RYAN CABRERA On The Way Down

### Sirius Hits 1

**Kid Kelly**  
BRITNEY SPEARS My Prerogative  
YELLOWCARD Only One  
DESTINY'S CHILD Lose My Breath  
OURAN DURAN (Reach Up For The) Sunrise  
TRICK DADDY I/LIL JON Let's Go  
KORN Word Up

### Hot Jamz

**Geronimo**  
LIL WAYNE Go DJ  
J-KWON You & Me  
W.O.R.E. I/ININA SKY Oye Mi Canito

### New Country

**Al Skop**  
J. BUFFETT I/M. McBRIDE Trip Around The Sun  
TIM MCGRAW Back When  
JOSH GRACIN Nothin' To Lose

### Octavo

**Jose Mangin**  
SLIPKNOT Vermillion Vol. 3  
CANDIRIA Down  
ZACK DE LA ROCHA We Want It All  
12 STONES Far Away

### Spectrum

**Gary Schoenwetter**  
DIEGO SANDRIN Home  
DRIVE-BY TRUCKERS Never Gonna Change  
GREEN DAY Wake Me Up When September Ends  
TIFT MERRITT Good Hearted Man

### Hard Attack

**Jose Mangin**  
CONVERGE You Failed Me  
NIGHTWISH Once

### Jam On

**Lenny Bloch**  
WIDESPREAD PANIC Ball Of Confusion

## DMX MUSIC

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

### DMX Hospitality

Joel Oltyn

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

JILL SOUBLE Cinnamon Park  
JOSS STONE Don't Cha Wanna Ride  
DIRTY VEGAS Walk Into The Sun  
NATASHA BEDINGFIELD These Words  
DOMAVON FRANKENREITER It Don't Matter  
SUPERGRASS Kiss Of Life  
LENNY KRAVITZ Lady  
DOGS DIE IN HOT CARS I Love You 'Cause I Have To  
DAMNWELLS Kiss Catastrophe  
ELVIS COSTELLO Monkey To Man

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

### CHR/POP

**Jack Patterson**  
DESTINY'S CHILD Lose My Breath  
SIMPLE PLAN Welcome To My Life

### CHR/RHYTHMIC

**Mark "In The Dark" Shands**  
NELLY Various Tracks  
LL COOL J Hush  
VARIOUS ARTISTS Wake Up Everybody  
OESTINY'S CHILD Lose My Breath

### URBAN

**Jack Patterson**  
LALAH HATHAWAY Forever, For Always, For Love  
TRICK DADDY Let's Go

### ADULT CONTEMPORARY

**Jason Shift**  
KEANE Somewhere Only We Know  
JOSS STONE You Had Me

### COUNTRY

**Leanne Flask**  
BIG & RICH Holy Water  
T. TRITT I/J. MELLENCAMP What Say You  
KEITH URBAN Country Comfort  
TRACY LAWRENCE Sawdust On Her Halo  
J. BUFFETT I/M. McBRIDE Trip Around The Sun

### RHYTHMIC DANCE

**Danielle Ruysschaert**  
BRITNEY SPEARS My Prerogative  
JUNIOR JACK Stupidisco  
DESTINY'S CHILD Lose My Breath  
DURAN DURAN (Reach Up) Sunrise...

### RAP/HIP-HOP

**Mark "In The Dark" Shands**  
VARIOUS ARTISTS Wake Up Everybody  
SLIM GON' Do What You Do

## RADIO Disney

Artist/Title	Total Plays
JOJO Leave (Get Out)	80
RAVEN Backflip	76
CHEETAH GIRLS Cinderella	74
KELLY CLARKSON Breakaway	74
HILARY DUFF Fly	74
ASHLEE SIMPSON Pieces Of Me	73
JESSE McCARTNEY Beautiful Soul	72
JOJO Baby It's You	71
HILARY & HAYLIE DUFF Our Lips... 70	
YELLOWCARD Ocean Avenue	31
HILARY DUFF Come Clean	30
BLACK EYED PEAS Let's Get It...	29
STEVIE BROCK 3 Is A Magic Number	29
AVRIL LAVIGNE My Happy Ending	28
STEVIE BROCK All For Love	28
LINDSAY LOHAN Drama Queen...	28
KELLY CLARKSON Miss Independent	27
RAVEN Supernatural	26
JESSE McCARTNEY Good Life	26
HOOBASTANK The Reason	25

Playlist for the week of Sept. 13-20.

POWERED BY  
MEDIABASE

Live365 is the largest Internet radio network, with thousands of stations in a wide variety of formats. Programmed by true music tastemakers from around the globe, Live365 offers an enthusiastic audience for established and up-and-coming artists alike. In a world of consolidated playlists, Live365 charts the tastes and preferences of today's most vibrant music community. Tracks with the most plays during the seven days ended Sept. 21, 2004 are listed below.

## LIVE 365 .COM

Travis Storch • 866-365-HITS

**Top Rock**  
CHEVELLE Vitamin R (Leading Us Along)  
PAPA ROACH Getting Away With Murder  
FRANZ FERDINAND Take Me Out  
JIMMY EAT WORLD Pain  
CROSSFADE Cold

**Top Blues**  
GUITAR SHORTY Old School  
JOSS STONE Feat In Love With A Boy  
ALBERT CUMMINGS Come Up For Air  
LOS LONELY BOYS Heaven  
HOLMES BROTHERS We Meet, We Part.  
We Remember

## AOL Radio@Network

Ron Nenni 415-934-2790

### Top Alternative

**Robert Benjamin**  
JIMMY EAT WORLD Pain

### Fresh 100

**Mark Hamilton**  
LINDSEY LOHAN Rumors

### Top Country

**Lawrence Kay**  
SHANIA TWAIN Party For Two  
BRAD COTTER I Meant To

### Top Jams

**Davey D**  
DJ QUIK This Is What They Think About You  
TWISTA I/R. KELLY So Sexy Chapter II  
LAURYN HILL Passion  
YING YANG TWINS Half Time

## abc RADIO NETWORKS

Phil Hall • 972-991-9200

### ABC AC

**Phil Stewart**  
PHIL COLLINS Don't Let Him Steal Your Heart Away

### Country Coast To Coast

**Shania Twain/Billy Currington** Party For Two

### Real Country

**Richard Lee**  
LEANN RIMES Nothin' 'Bout Love Makes Sense



Ken Moultrie • 800-426-9082

### Active Rock

**Steve Young/Kristopher Jones**  
NICKELBACK Because Of You  
HELMET See You Dead  
DAMAGEPLAN Pride  
SPIDERBAIT Black Betty

### Heritage Rock

**Steve Young/Kristopher Jones**  
JET Rollover O.J.  
SLYVERTIDE Ain't Coming Home  
GODSMACK I/DROPBOX Touche

### CHR

**Steve Young/John Fowlkes**  
OESTINY'S CHILD Lose My Breath  
LLOYD I/WASHANTI Southside

### Soft AC

**Mike Bettelli/Teresa Cook**  
ELTON JOHN Answer In The Sky

### Mainstream AC

**Mike Bettelli/Teresa Cook**  
ALICIA KEYS If I Ain't Got You

### Marie And Friends

**Mike Bettelli/Teresa Cook**  
PHIL COLLINS Don't Let Him Steal Your Heart Away

### The Alan Kabel Show — Mainstream AC

**Steve Young/Teresa Cook**  
ALICIA KEYS If I Ain't Got You

### Mainstream Country

**Hank Aaron**  
CLAY WALKER Jesus Was A Country Boy

### New Country

**Hank Aaron**  
RESTLESS HEART Feel My Way To You

### Ken Moultrie/Hank Aaron

SHANIA TWAIN I/BILLY CURRINGTON Party For Two

### Danny Wright

**Ken Moultrie/Hank Aaron**  
SHANIA TWAIN I/BILLY CURRINGTON Party For Two

### 24 HOUR FORMATS

**Jon Holiday • 303-784-8700**

### Adult Hit Radio

**Jon Holiday**  
FIVE FOR FIGHTING The Devil In The Wishing Well  
DURAN DURAN (Reach Up...) Sunrise

### Adult Contemporary

**Rick Brady**  
HALL & OATES I'll Be Around

### U.S. Country

**Penny Mitchell**  
LEANN RIMES Nothin' 'Bout Love Makes Sense  
BILLY DEAN Let Them Be Little  
EMERSON DRIVE November

### GREAT AMERICAN COUNTRY

**Jim Murphy • 303-784-8700**  
KEITH URBAN Days Go By  
KERRY HARVICK Cowgirls

## WESTWOOD ONE

Charlie Cook • 661-294-9000

### Soft AC

**Andy Fuller**  
HALL & OATES I'll Be Around

### Bright AC

**Jim Hays**  
JOHN MELLENCAMP Walk Tall

### Mainstream Country

**David Felker**  
TIM MCGRAW Back When  
MONTGOMERY GENTRY You Do Your Thing

### Hot Country

**Jim Hays**  
BIG & RICH Holy Water  
TIM MCGRAW Back When

### Young & Verna

**David Felker**  
TIM MCGRAW Back When  
BLUE COUNTY That's Cool



### Country Today

**John Glenn**  
T. TRITT I/J. MELLENCAMP What Say You

### AC Active

**Dave Hunter**  
DIDD Sand In My Shoes

### Alternative Now!

**Chris Reeves • 402-952-7600**  
ZACK DE LA ROCHA We Want It All  
HIVES Two Timing Touch And Broken Bones  
RIDDLIN KIDS Stop The World



Scott Meyers • 888-548-8637

### Nightly Tesh Show

KEITH URBAN You'll Think Of Me

## LAUNCH

MUSIC ON YAHOO!

Jay Frank • 310-526-4247

### Audio

BLAKE SHELTON Some Beach  
BONNIE McKEE Somebody  
INGRAM HILL Will I Ever Make It Home  
INTERPOL Slow Hands  
JOHN BUTLER TRIO What You Want  
KEITH URBAN Days Go By  
MY CHEMICAL ROMANCE I'm Not Okay (I Promise)  
SENSES FAIL Buried A Lie

« musicsnippet.com »

Tony Lamptey • 866-552-9118

### Hip-Hop

SNOOP DOGG Drop It Like It's Hot  
CHINGY Balla Baby  
LIL WAYNE Go DJ

### R&B

DESTINY'S CHILD Lose My Breath  
YOUNG ROME Freaky

## 866-MVTUNES

21,000 movie theaters

This week's Movie Tunes is frozen.

### WEST

- HILARY DUFF Fly
- JESSE McCARTNEY Beautiful Soul
- KIMBERLEY LOCKE Wrong
- KELLY CLARKSON Breakaway
- RAVEN Backflip

### MIDWEST

- HILARY DUFF Fly
- JESSE McCARTNEY Beautiful Soul
- KIMBERLEY LOCKE Wrong
- BURKE RONEY Wendy
- TIM MCGRAW Live Like You Were Dying

### SOUTHWEST

- HILARY DUFF Fly
- KIMBERLEY LOCKE Wrong
- JESSE McCARTNEY Beautiful Soul
- KELLY CLARKSON Breakaway
- REBA McENTIRE Somebody

### NORTHEAST

- HILARY DUFF Fly
- KEANE Somewhere Only We Know
- DE SOL Chica De Miami
- TIM MCGRAW Live Like You Were Dying
- REBA McENTIRE Somebody

### SOUTHEAST

- HILARY DUFF Fly
- KEANE Somewhere Only We Know
- DE SOL Chica De Miami
- TIM MCGRAW Live Like You Were Dying
- REBA McENTIRE Somebody

72 million households



Plays

RYAN CABRERA On The Way Down	12
CIARA I/PETEY PABLO Goodies	10
BEASTIE BOYS Triple Trouble	10
NELLY I/JAHEIM My Place	10
BLACK EYED PEAS Let's Get It Started	10
LIL FLIP Sunshine	10
GREEN DAY American Idiot	10
MAROON 5 She Will Be Loved	9
KILLERS Somebody Told Me	9
AVRIL LAVIGNE My Happy Ending	9
GODO CHARLOTTE Predictable	8
AKON I/STYLES P. Locked Up	8
LIL SCRAPPY No Problem	7
ASHLEE SIMPSON Shadow	6
JOJO Baby It's You	5
TAKING BACK SUNDAY A Decade Under The Influence	5
NELLY Flap Your Wings	5
HILARY DUFF Fly	4
HOBBASTANK Same Direction	4

Video playlist for the week of Sept. 13-19



David Cohn  
General Manager

2

LIL SCRAPPY No Problem	32
LIL FLIP Sunshine	29
AKON I/STYLES P. Locked Up	28
T.I. Let's Get Away	27
JADAKISS Why	25
NELLY I/JAHEIM My Place	24
CIARA I/PETEY PABLO All Falls Down	24
GREEN DAY American Idiot	24
LL COOL J Headsprung	23
JUVENILE, WACKO & SKIP Noia Clap	22
GODO CHARLOTTE Predictable	19
LIL JON & THE EASTSIDE BOYZ Get Low	18
MODEST MOUSE Ocean Breathes Salty	18
HOBBASTANK Same Direction	17
BREAKING BENJAMIN So Cold	17
TAKING BACK SUNDAY A Decade Under The Influence	16
JIM JONES Certified Gangstas	16
SECRET MACHINES Nowhere Again	15
KILLERS Somebody Told Me	14
BEASTIE BOYS Triple Trouble	14

Video playlist for the week of Sept. 13-19.

75 million households



Rick Krim  
Exec. VP

ADDS

BRITNEY SPEARS My Prerogative
USHER I/ALICIA KEYS My Boo
RYAN CABRERA On The Way Down
FIVE FOR FIGHTING The Devil In The Wishing Well
R.E.M. Leaving New York

JOSS STONE You Had Me
BLACK EYED PEAS Let's Get It Started
AVRIL LAVIGNE My Happy Ending
MAROON 5 She Will Be Loved
BOWLING FOR SOUP 1985
LINKIN PARK Breaking The Habit
NELLY I/JAHEIM My Place
SWITCHFOOT Dare You To Move
VELVET REVOLVER Fall To Pieces
JAMIE CULLUM All At Sea
JAMIE CULLUM Twenty something
JAMIE CULLUM Frontin'
GAVIN DEGRAW I Don't Want To Be
FINGER ELEVEN One Thing
KEANE Somewhere Only We Know
KILLERS Somebody Told Me
JILL SCOTT Golden
ASHLEE SIMPSON Pieces Of Me
BRITNEY SPEARS My Prerogative
USHER I/ALICIA KEYS My Boo

Video playlist for the week of Sept. 20-27.

20 on 20 (XM 20)

Michelle Boros  
Lori Parkerson  
202-380-4425

DESTINY'S CHILD Lose My Breath
LL COOL J Hush
LINOSAY LOHAN Rumors
KORN Word Up
MIS-TEED One Night Stand
JOJO Baby It's You

BPM (XM 81)

Blake Lawrence

DEEP DISH Flashdance
ERIC PRYDZ Call On Me
SIN PLOMO It's You
ARMIN VAN BUUREN Blue Fear 2004
ROBBIE RIVERA Which Way You're Going?
SAFRI DUO Rise

Squizz (XM 48)

Charlie Logan

SEVENDUST Face To Face
ZACK DE LA ROCHA We Want It All
SKILLET Open Wounds

U-POP (XM 29)

Zach Overking

BJORK Oceania
FATBOY SLIM SlashedTdash
SCISSOR SISTERS Mary
MC SOLAAR La Vie Est Belle
PIRATES I/ENYA, SHOLA... You Should Really Know

THE LOFT (XM 50)

Mike Marrone

CROSSBY & NASH They Want It All
DRIVE BY TRUCKERS Tornadoes
DRIVE BY TRUCKERS Goddamn Lonely Love
KENNY WHITE The Dirty South
KENNY WHITE Letter From X-Ray
KENNY WHITE Annabel
KINGS OF CONVENIENCE 5 Girls
KINGS OF CONVENIENCE I'd Rather Dance With You
RAY CHARLES I/BONNIE RAITT Do I Ever Cross Your Mind?
RAY CHARLES I/VAN MORRISON Crazy Love
TIFT MERRITT Ain't Looking Closely
TIFT MERRITT Your Love Made A U Turn

WATERCOLORS (XM71)

Trinity

FOURPLAY Fields Of Gold
-------------------------

X COUNTRY (XM12)

Jessie Scott

MARK JUNGERS & WHISTLING MULES One For The Crow
---

XM CAFÉ (XM45)

Bill Evans

GRAHAM COLTON BAND Drive
ROBBIE ROBERTSON Ladder 49 Soundtrack
A GIRL CALLED EDDY A Girl Called Eddy

XM L M (XM42)

Ward Cleaver

CROWN Crowned Unholy
DRY KILL LOGIC The Dead And Dreaming
SHADOWS FALL The War Within

Please Send Your Photos

R&R wants your best snapshots

(color or black & white).

Please include the names and

titles of all pictured and send

pics to R&R, c/o Keith Berman:

kberman@radioandrecords.com

CMT

COUNTRY MUSIC TELEVISION

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

ADDS

EMERSON DRIVE November
HANK WILLIAMS Honky Tonk Blues

TOP 20

	Plays	TW	LW
TIM MCGRAW Live Like You Were Dying	37	30	
GRETCHEN WILSON Here For The Party	37	29	
SARA EVANS Suds In The Bucket	36	29	
J. BUFFETT /C. BLACK Hey Good Lookin'	35	29	
TOBY KEITH Slays In Mexico	35	26	
RASCAL FLATTS My Worst Fear	35	26	
TRACE ADKINS Rough & Ready	35	25	
ALAN JACKSON Too Much Of A Good Thing...	34	31	
KENNY CHESNEY I Go Back	34	30	
B. PAISLEY /A. KRAUSS Whiskey Lullaby	34	29	
SHELLY FAICHILD You Don't Lie Here...	28	26	
BROOKS & DUNN That's What It's All About	27	13	
TERRI CLARK Girls Lie Too	23	31	
KEITH URBAN Days Go By	23	0	
LOS LONELY BOYS Heaven	21	30	
BIG & RICH Save A Horse (Ride A Cowboy)	19	30	
LEANN RIMES Nothin' Bout Love Makes Sense	17	0	
TRICK PONY The Bride	16	14	
MARTINA M:BRIDE How Far	15	17	
CLEDUS T. JUD I Love NASCAR	15	13	

Airplay as monitored by Mediabase 24/7  
between Sept. 13-19.



Jim Murphy, VP/Programming  
26.5 million households

ADDS

KEITH URBAN Days Go By
KERRY HARVICK Cowgirls

TOP 20

ALAN JACKSON Too Much Of A Good Thing
SARA EVANS Suds In The Bucket
BLAKE SHELTON Some Beach
TOBY KEITH Slays In Mexico
TRACE ADKINS Rough & Ready
JULIE ROBERTS Break Down Here
GRETCHEN WILSON Here For The Party
RASCAL FLATTS Feels Like Today
BIG & RICH Save A Horse (Ride A Cowboy)
DIERS BENTLEY How Am I Doin'
LDNESTAR Mr. Mom
SHE DAISSY Come Home Soon
TRICK PONY The Bride
KATRINA ELAM No End In Sight
BLUE COUNTRY That's Cool
MONTGOMERY GENTRY You Do Your Thing
SHELLY FAICHILD You Don't Lie Here Anymore
MALIBU STORM Photograph
CLEDUS T. JUD I Love NASCAR
EMERSON DRIVE November

Information current as of Sept. 24.

POLLSTAR CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	MADONNA	\$5,580.1
2	PRINCE	\$1,817.1
3	DAVE MATTHEWS BAND	\$1,181.8
4	SIMON & GARFUNKEL	\$1,170.5
5	ERIC CLAPTON	\$979.7
6	VAN HALEN	\$929.9
7	OZZFEST 2004	\$855.4
8	SHANIN TWAIN	\$821.4
9	STING	\$805.8
10	USHER	\$782.9
11	DEAD	\$761.5
12	KENNY CHESNEY	\$720.6
13	FLEETWOOD MAC	\$614.6
14	CHER	\$548.9
15	RUSH	\$544.2

Among this week's new tours:

AVRIL LAVIGNE
BOB DYLAN
CHER
GWAR
H.I.M.

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

TELEVISION

Friday, 9/24

• Nick Lachey, *Live With Regis & Kelly* (check local listings for time and channel).



Patti Scialfa

• Patti Scialfa, *The Tonight Show With Jay Leno* (NBC, check local listings for time).

• Van Hunt, *Jimmy Kimmel Live* (ABC, check local listings for time).

• Elvis Costello, *Late Night With Conan O'Brien* (NBC, check local listings for time).

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

• No Use For A Name, *Last Call With Carson Daly* (NBC, check local listings for time).

Saturday, 9/25

• Justin Timberlake, *Saturday Night Live* (NBC, 11:30pm ET/PT).

Monday, 9/27

• Patti Scialfa, *The Ellen DeGeneres Show* (check local listings for time and channel).

• Hilary Duff, *Jay Leno*.

• Queen Latifah, *Late Show With David Letterman* (CBS, check local listings for time).

• The Used, *Jimmy Kimmel*.

• Tears For Fears, *Craig Kilborn*.

Tuesday, 9/28

• Keith Urban, *Ellen DeGeneres*.



Joss Stone

• Joss Stone, *Jay Leno*.

• Tom Waits, *David Letterman*.

• Eve, *Conan O'Brien*.

Wednesday, 9/29

• Scissor Sisters, *Jimmy Kimmel*.

• Wilco, *Conan O'Brien*.

• Joss Stone, *Craig Kilborn*.

Thursday, 9/30

• k.d. lang, *Ellen DeGeneres*.

• Radio personality Al Franken, *Jay Leno*.

• Pearl Jam, *David Letterman*.

• Radio personality Steve Harvey, *Jimmy Kimmel*.

• Crosby, Stills & Nash, *Craig Kilborn*.

— Julie Gidlow

The iTunes Music Store Top 10

Apple's iTunes Music Store is the leading digital-music service in the U.S., offering a catalog of more than 1 million songs from all five major label groups and hundreds of independents. Here's a snapshot of the top-selling downloads on Tuesday, Sept. 21, 2004.

Top 10 Songs

1. BOWLING FOR SOUP 1985
2. MAROON 5 She Will Be Loved
3. BLACK EYED PEAS Let's Get It Started (Spike Mix)
4. NELLY I/CHRISTINA AGUILERA Tilt Ya Head Back
5. KELLY CLARKSON Breakaway
6. CIARA I/PETEY PABLO Goodies
7. USHER I/LUDACRIS & LIL JON Yeah!
8. AVRIL LAVIGNE My Happy Ending
9. STERIOGRAM Walkie Talkie Man
10. FRANZ FERDINAND Take Me Out

Top 10 Albums

1. VARIOUS ARTISTS *Garden State ST*
2. GREEN DAY *American Idiot*
3. RAY CHARLES *Genius Loves Company*
4. MAROON 5 *Songs About Jane*
5. PRODIGY *Always Outnumbered, Never Outgunned*
6. YELLOWCARD *Sessions@AOL (EP)*
7. TEARS FOR FEARS *Everybody Loves A Happy Ending*
8. NELLY *Suit*
9. BOWLING FOR SOUP *A Hangover You Don't Deserve*
10. NELLY *Sweet*



apeterson@radioandrecords.com

# Salem Bulks Up

Company expands aggressively in News/Talk

**S**alem Communications' Salem Radio Network isn't what you would call one of the flashier players in the network-radio business. In fact, you might be surprised to learn that Dallas-based SRN services programming to "1,600 distinct, unduplicated affiliates," according to the company's recently appointed Director/Network Programming, Tom Tradup.

Tradup, a veteran Talk programmer and manager at both local and network radio, credits that growth to the efforts of SRN President Greg Anderson and Salem CEO Ed Atsinger. "Greg likes to say that he and Ed started SRN in 1993 out of the trunk of Greg's car," says Tradup. "Eleven years later SRN is now heard on 1,600 stations."

Asked how he got hooked up with Anderson and Salem, Tradup says, "I got to know Greg as a competitor when I was VP/GM across town at the USA Radio Network, and we always joked that we'd end up working together. He's given me a broad mandate to oversee the development and improvement of SRN's national talk shows and our news network. It's challenging, rewarding work, and I get to interact with some pretty spectacular folks across the country."

The Salem lineup Tradup over-

sees includes a number of already well-known talk hosts, like Bill Bennett, Michael Medved, Dennis Prager, Hugh Hewitt and Mike Gallagher, as well as Christian-market talkers Janet Parshall, Cal Thomas and others. Salem Radio Network News is a 24/7 Washington, DC-based operation that the company describes as "a team of the finest anchors and reporters in Christian journalism, providing on-the-spot coverage of breaking news from around the world."

I recently caught up with Tradup to get a handle on the quiet but consistent expansion of Salem — a company with well-established Talk radio roots in the Christian radio world — into the highly competitive business of general-market network talk. Back in his hometown of Dallas after spending much of the past year in DC helping to launch the network's newest show, *Bill Bennett's Morning in America*, Tradup



Tom Tradup

sounds confident about the future of SRN as a successful long-term player in Talk radio across America.

**R&R:** How have things changed and evolved with regard to the News/Talk arena since you came on board at Salem just over a year ago?

**TT:** I started in July 2003 as National PD for our owned-and-operated stations. I got what I call a graduate-level course in how Salem's owned stations operate. That was the beginning of a fresh perspective on how Salem had been looking at its stations. The model for Salem has always been that, in most markets, our GMs operate three radio stations. If we only have one station,

**"One thing that I think characterizes the company is that we're patient. We don't expect to go into a market and suddenly become No. 1 in two books."**



**'W' STANDS FOR 'WHAT A PARTY!'** KABC/Los Angeles threw a live local listening party so that nearly 1,000 supporters of President George W. Bush could eat, drink and be merry together while listening to their candidate give his acceptance speech during the recent Republican National Convention in New York City.

that is usually our Teaching and Talk format. Our FMs are generally our "Fish" format, a Contemporary Christian music format based on the success of KLTY here in Dallas, and our third station is our conservative News/Talk, which is our newest kid on the block.

**R&R:** After a career including a run as GM at WLS/Chicago, along with stints at stations in New York; Dallas; Washington, DC; and Kansas City, what's it like working at Salem?

**TT:** I'm like a kid in a candy store. Salem is growing so rapidly every day. They care about radio, and they care about getting it right. They have shown me over and over again that they are willing to do what it takes to get it right.

I give 100% of the credit for our growth — not only from acquisitions, but also in the News/Talk format — to Ed Atsinger. It was his vision to change many of the underperforming properties that the company owned to News/Talk and to revitalize and strengthen the overall lineup at SRN. Although I may not be the most humble guy in America, I certainly wouldn't take the credit for something I didn't do.

I was brought in to implement Ed's vision.

**R&R:** Give us an example of how Salem has begun looking at stations in a new way.

**TT:** KSKY/Dallas is a terrific example of Salem looking at a property in a different way than it may have previously. We had a Gospel music format that was not a ratings winner but was cash-flowing good money. To pull the plug on a station that is generating income and put News/Talk into a market that already has some terrific stations in the format — WBAP, KRLD and KLIF — is not an obvious decision. It's not a market that most people would say needs a new Talk station.

But we put KSKY on the air the right way. We put marketing muscle behind its launch with our lineup of SRN talent, and today I don't think there is a Salem Radio Network show host who won't tell you that KSKY gets more response to our national shows than practically any other station. It's already doing extremely well.

**R&R:** You've also just flipped to News/Talk at KLUP/San Antonio, right

Continued on Page 16

## America Has Changed – Our Commitment to You Hasn't



ABC's Ann Compton

ABC's GII Gross



ABC's Aaron Katersky

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**Salem Bulks Up**

Continued from Page 15

in the backyard of Clear Channel News/Talk flagship WOAI and Infinity's K TSA. I take it Salem feels confident in the company's ability to compete with some of the format's big players?

TT: Yes. San Antonio is a market that has some terrific stations, but we don't go into markets with the idea of seeing what format hole isn't filled and then doing whatever that is. We go into a market with the good products that we have developed, and we go into it very aggressively. We are confident in the quality of the people we have on the air and the quality of our people behind the scenes.

I'm thrilled to be working with our just-named National PD, Tyler Cox. He assumed my previous role at all of our owned stations, allowing me to be more hands-on with all of our network personalities and SRN News, which is yet another big part of Salem's operations. We are very confident that Salem is poised for greatness and a lot of exciting days ahead.

Another thing that I think characterizes the company is that we're patient. We don't expect to go into a market and suddenly become No. 1 in two books. We know that over time we have a winning format and that we have the resources and the will to put it on the air, do it right and wait for some success.

R&R: Do you think the Salem stations will need more local talk shows to succeed in the long run?

TT: Not necessarily. Sure, I'm a local radio programmer at heart, and I'd love to have some local shows if they're part of our economic model for the station and if the right person was available. We have looked at some people in a number of our markets, and we may, in fact, go that route as we grow these stations.

I'm reminded of when I was GM at WLS/Chicago, and Rush Limbaugh expanded his daily show from two hours to three hours. We opted not to carry the third hour of the show because we felt we had to remain local if we were going to win against WGN. My then-boss, Norm Schruett, suggested that we first review the Arbitron, where, from 11am-noon CT, Limbaugh had something like a nine share. From noon-1pm he went up to about a 13 share.

From 1-2pm, our local host — whose name, in the interest of courtesy, I won't mention — dropped back down to around a five share. Norm suggested that if he were a young executive looking to make a good impression on the company and an impact on the bottom line, he might want another 13-share hour to sell instead of a five share. Then he reminded me that it was totally my decision.

As we used to say back in my

days at the University of Alabama, he got the hay down where the goats could get at it, and I learned right then and there that a local show isn't always a better option vs. a good syndicated show.

R&R: How many of the company's stations carry all SRN programming?

TT: We actually have very few stations in the Salem-owned group that carry Salem programming exclusively. We're much more likely to also have shows like Talk Radio Network's Laura Ingraham or Michael Savage, ABC's Sean Hannity and Westwood One's Bill O'Reilly as part of our programming mix. If there is a good radio show out there and it's available to us and fits what we do in a given market, we're happy to take that opportunity.

R&R: You recently took a big chunk of time to ramp up for the launch of Bill Bennett's network show, which debuted earlier this year. Tell us about that experience.

TT: I thought it was one of the most flawless and impressive launches in the history of network radio. First of all, there's Bill, who brings so much of what DC politicians these days like to call "gravitas." We got such a positive buzz after we announced the launch of his show at R&R's Talk Radio Seminar last February.

He's the only radio talk show host in America who has been confirmed three times by the U.S. Senate. I can't think of any other debut of a talk show where the host was profiled in USA Today before the show was even officially announced. He brings an awful lot to the picnic every single day.

When we kicked off the show last April it started on about 30 stations, most of which Salem owned. Today Bill's show airs on around 100 stations, most of which Salem does not own. I think the show is an authentic hit, albeit still only in its first six months and still growing and developing. Once again, it's fun to be in-

**"We go into a market with the good products that we have developed, and we go into it very aggressively. We are confident in the quality of the people we have on the air and the quality of our people behind the scenes."**

involved with a company that wants to win and has the patience and resources to do what we need to do to get there.

R&R: Is the SRN lineup of all conservative talk shows by design?

TT: All of our hosts share the same basic core values, but they run the gamut from A to Z on where they may be on a specific issue. If we put them all together in the same room, you'd get the same kinds of arguments you'd get if you assembled a group of unrelated hosts from 10 different local stations. They all have their own unique perspectives on the issues they discuss, and they certainly don't agree on everything.

For example, look at the recent Republican National Convention. You have George Bush, Dick Cheney and Rick Santorum there, along with Arnold Schwarzenegger, Rudy Giuliani and George Pataki. They would not all agree on some issues, but when it comes to basic issues, like the war on terror, they're all on board. So, yes, I think it's fair to say that there is a commonality that runs through SRN's hosts, but there is no litmus test that somebody has to believe a certain thing or think a certain way.

R&R: What, in your opinion, distinguishes SRN from other network-radio producers?

TT: Again, I think it's really our process of methodically building our news product and talk shows

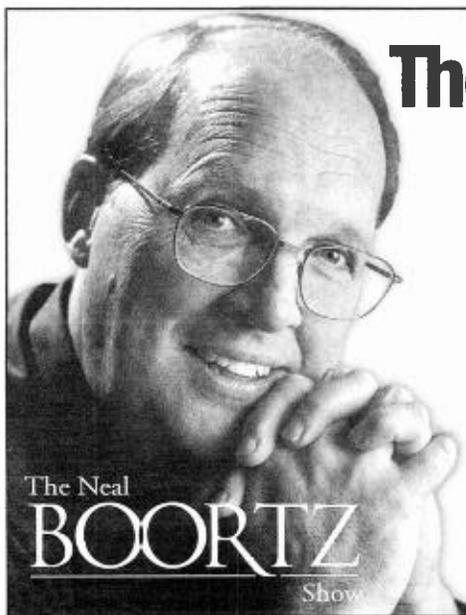
and working to constantly find ways to make all of our programming more user-friendly to stations. I believe that we are the most responsive network in America, bar none, in terms of service to our affiliates and listening to their needs. I have been in the network business, and I've been there on the affiliate-station side of things, and I was often surprised at the myopic view that networks take of people at the local level.

At the end of the day — whether you are dealing with a corporate cluster manager or programmer or the guy who is still a mom-and-pop operation with a couple of stations in a market — it's a relationship business. I don't care how big you are or how much press your national programming generates, if people don't like the food you're serving, they ain't going to buy it.

We try to kill our affiliates with service and kindness. We reach out to them regularly through our affiliate advisory board and have implemented services for them, like our new FTP website, as a direct response to their needs.

By listening to what I like to call "flyover country," we're making Salem more responsive, and that's the name of the game. There are networks out there that are bigger than we are and some that probably always will be. But that's OK. We're not just trying to be the biggest.

**"I think it's fair to say that there is a commonality that runs through SRN's programming, but there is no litmus test that somebody has to believe a certain thing or think a certain way."**



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M25-54 13.2 to 14.8 #1

**WOKV Jacksonville 10a-1p**  
A 25-54 6.9 to 10.9 #1  
M35-54 10.6 to 18.0 #1

**WDBO Orlando 10a-1p**  
A 25-54 4.0 to 5.2  
M35-54 6.5 to 11.2 #1

**KRMG Tulsa 9a-12p**  
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M35-54 12.9 to 9.8 #2

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## Rhone Elected Ruler Of Motown

While we're still waiting for the official-looking press release and photo to arrive, we can safely tell you that, after weeks of rumors and speculation, **Sylvia Rhone** has indeed been named President of UMG's Motown Records. Most recently Rhone had spent the better part of a decade as Chairman/CEO of Elektra/EEG before exiting in March. Her previous experience, spanning some 30 years in this industry, includes stints as President/CEO of EastWest Records and Sr. VP/GM of Atlantic Records.

### Law & Order: Star & Buc Wild Unit

While the battle continues to rage in a New York District Court between Emmis and Clear Channel over the imminent return of *The Star & Buc Wild Morning Show* to New York's airwaves, Clear Channel pulls an end-around move and announces that the guys are coming to mornings in the next-best alternative to New York: Philadelphia, where Star & Buc will take over mornings at CC Urban **WUSL**



Coming soon to a radio near you!

at CC Urban **WUSL** (Power 99). The move will displace Power's long-running *Dream Team* of Golden Girl, Q-Deezy and S-Dot (may not be their birth names). Star and Buc will continue to do mornings at Urban sister WPHH (Power 104.1)/Hartford. Will other affiliates be named in the coming weeks?

### You Say It, You Pay Us, We Play It

In an effort to help flood victims in Western Pennsylvania, the result of recent Tropical Storms Frances and Ivan, Clear Channel/Pittsburgh's **WKST**, **WWSW**, **WDVE** & **WXDX** spent most of Monday collecting money the old-fashioned way: "Pay for Play," no matter how terrible or personally painful a particular song was. The minimum donation per song was \$25, with a ceiling as high as \$1,000, depending on the horrific nature of said song.

Here's a shell-shocked **WKST** (96.1 Kiss FM) PD **Mark Anderson**: "I'm taking a cigarette break in my office, listening to 'Copacabana' by Barry Manilow — which isn't nearly as disturbing as some of the previous songs I heard us play: 'Here I Go Again' by Whitesnake, 'Love Will Keep Us Together' by The Captain & Tennille, 'Wild Wild West' by Kool Moe Dee into 'The Metro' by Berlin, and 'Eclipse' by Pink Floyd. Please note that, as a career Top 40 person, I didn't even know what 'Eclipse' was until our 96.1 *Kiss Morning Freak Show*, with Mikey, Big Bob and Leonard, played it at 12:58pm today."

At press time, Kiss listener donations were at \$22,927 and climbing, while total cluster collections exceeded \$50,000.

### In Other Disastrous News....

And by disastrous, we mean "fabulous" — Clear Channel raised \$79,175 from its online auction of 45 celebrity-signed guitars on [www.stormaid.com](http://www.stormaid.com). All proceeds will go to the American Red Cross Disaster Relief Fund. Combined with funds raised locally by other Clear Channel stations, like our buddies in Pittsburgh above, CC reports its Clear Channel Cares initiative has raised more than \$740,000 to benefit the victims of Hurricanes Charley, Frances and Ivan.

### Worst Nightmare: Caller Nine — In Person!

The bomb squad was called to Infinity Rocker **KSRX** (K-Rock)/San Antonio on Sept. 16 after a visitor left a mysterious backpack in the lobby. According to **KSRX** MD/after-

noon personality **Mark Landis**, a "regular" listener/stalker of questionable mental stability gained entrance to the lobby at 8:30 that morning and demanded to speak with morning personality **Kidd Chris**. "He said he had a present for him," Landis tells **ST**. When the guy was denied access, he reportedly said something to the effect of "The police are going to have fun with this," dropped the backpack and fled the premises. And then the fun began....

"The police were called and the building was evacuated," says Landis. Then the bomb squad showed up. "All streets leading to the station were blocked off, helicopters hovered overhead, and news crews showed up." Sister **KTSA-AM** was able to broadcast live from its mobile facility, while **K-Rock** was left on autopilot.

Shortly thereafter, the mystery backpack was brought outside and detonated — but no bomb was found. Police know the identity of mystery gift-bearer, who has a history of making phone calls to the station and recently set a small fire there. He now faces several charges, including making terrorist threats.

### The Programming Dept.

• **WNEW**/New York Creative Services Director **Bill Schultz** is awarded Asst. PD stripes by PD **Frankie Blue**, who is more than a little familiar with Schultz's skillz — the two helped relaunch crosstown **WKTU** in 1996.

• American General Media/Bakersfield names **John Boyle** PD of Active Rocker **KRFR**, and the station picks up heritage market calls **KKXX**, recently jettisoned by Clear Channel. Boyle is promotions whiz at Infinity's **WXTM** & **WNCX**/Cleveland. **Kris Daniels**, formerly of crosstown **KUZZ**, is named Promotions Director for the **AGM/Bakersfield** cluster. Most recently she co-hosted the *Max & Kris* morning show at **KJIM/Tucson**.

• **Steve Casey**, PD/MD of Clear Channel Country **KRRV**/Alexandria, LA, is upped to OM of the four-station cluster, replacing **Scott Bryant**, who exits.

• **Dwight Arnold**, former PD of **KCXX/Riverside**, has been hosting *The Sunday Night Music Meeting* on Mitchell Alternative **KMRJ/Palm Springs, CA**. Suddenly, he's upped to Asst. PD/MD/Marketing Director/afternoon guy.

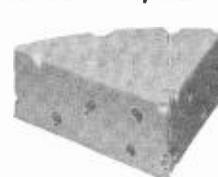
• **Dan McClintock**, former PD of Cumulus Rocker **WRRX/Pensacola, FL**, is named PD of Cumulus Alternative & Classic Rock combo **WRWK** & **WXKR/Toledo**.

• **WBLX/Mobile** afternoon talent **Al Weedon** nails down his first programming gig: Cumulus Urban sister **KMJJ/Shreveport, LA**. He replaces **Long John**, now programming **KSOC/Dallas**.

• The powers that be at Millennium Hot AC **WJLK/ Monmouth-Ocean** have seen fit to staple color-coded Asst. PD stripes to the sleeve of midday personality **Debbie Mazella**.

• **KHOP/Modesto, CA** PD **Chase Murphy** was smart enough to recognize that he needed someone smarter than him to cover his ass on occasion. Voila! Morning co-host **Mad-den** is now sporting some sweet Asst. PD stripes.

### Formats You'll Flip Over



Mmmmm ... cheeeeeeeese....

Active Rocker **WVWX/Appleton, WI** morphs into Alternative as "New Rock 96-9 The Fox." The jock lineup remains intact, and The Fox will continue to carry **Green Bay Packers** football — because this is **Cheesehead** Country, dammit!

## RR Timeline

### 1 YEAR AGO

- The FCC approves the HBC-Univision merger.
- **Stella Schwartz** is promoted to PD of **KOST/Los Angeles**.
- **David Hall** named VP/AM Programming, for **Infinity/Los Angeles**.

### 5 YEARS AGO

- **Steve Dinetz** and **Carl Hirsch** team to form **NextMedia Group**.
- **Connoisseur Communications** VP **Donald Kidwell** dies of pancreatitis. He was 66.



Carl Hirsch

### 10 YEARS AGO

- **Charlie Serafin** named VP/GM of **KYQY-FM/San Diego**.
- **Ray Gmeiner** joins **Zoo Entertainment** as VP/Rock Promotion.
- **KOST/Los Angeles** reviews its policy, allowing same-sex dedications on its *Love Songs* show.



Charlie Serafin

### 15 YEARS AGO

- **Classical KFAC/Los Angeles** becomes urban-slanted adult Rock **KKBT**.
- **Tom Birch** leaves **Birch/Scarborough** to form **Opus Media Group**.
- The **NAB** gives out its first **Marconi Awards**.



Tom Birch

### 20 YEARS AGO

- The **NAB** and **NRBA** merge their radio meetings in **Los Angeles**, attracting over 5,000.
- **Rick Peters** named VP/Programming of **TK Communications**.
- **TM Communications** and **Mike Joseph** agree that **TM** will market and syndicate **Joseph's "Hot Hits"** and modern **MOR "Comfy"** formats.

### 25 YEARS AGO

- **Infinity Records** and **Petri Pax Records** agree to market an album of spiritual songs recorded by **Pope John Paul II**.
- **Westinghouse Broadcasting** signs letter of intent to purchase **Beautiful Music KOAX-FM/Dallas** for \$7 million.

### 30 YEARS AGO

- **KLIF/Dallas** jock **Linwood Henderson**, a.k.a. "Cousin Linny," is charged with the theft of 37 televisions and stereos.

### Quick Hits

• Bay Area radio vet **Christopher Lance**, who's been doing middays at **KSIV/El Paso** for the past two years, returns home to host nights at **Infinity Oldies KFRC/San Francisco**.

• **WXSS/Milwaukee** loses Asst. PD/MD/midday princess **PJ** to **XM's '90s** on 9 channel and afternoon talent **Matt Mitchell** to **KZCH/Wichita** as Asst. PD/morning personality. Now the good news: PD **Brian Kelly** hires **B-Dub** for nights from the same shift at **WYOK (Hot 104)/Mobile**.

• **Meredith Teplitz** is the new morning co-host at **Jornal Hot AC KZPT (104.1 The Point)/Tucson**. The shift has been vacant since **Darrin Stone** left for **WRVQ/Richmond** in April. Most recently, **Teplitz**, who will team up with a mystery dude **TBA**, co-hosted mornings at **KQBT/Austin**.

• **Chris Daniel**, who spent the better part of the last 14 years doing mornings at **Clear Channel Rocker KRZR/Fresno**, crosses the street to host middays at **Infinity FM Talker KKDG (105.9 The Edge)**.

• New PD Brian Rickman keeps tweaking the formula at Cumulus CHR/Pop WZAT/Savannah, GA: **Jason Cage** joins for nights from the same shift at WKMX/Dothan, AL. Seconds later **Kaila Capeheart** is upped from part-time to middays.

• KZFM (Hot Z95)/Corpus Christi, TX OM/PD/afternoon jock **Ed Ocanas** is now morning co-host, teaming up with prodigal son **Danny B**, Z95's former Asst. PD/MD, who returns from a stint at KBBT/San Antonio. Current Z95 Asst. PD/MD/morning co-host **Arlene** slides into middays, Promotions Director **Gino** moves from nights to afternoons, and midday talent **Jayree** goes to nights. Meanwhile, former KZFM morning guy **Bart Allison** crosses the hall to become PD/morning guy at clusermate KKBA.

• WLRS/Louisville inks the syndicated **Lex & Terry** for mornings.

• **Ginny Harman** segues from morning show co-host at All Pro Alternative KCXX (X103-9)/Riverside to Promotion

& Marketing Director/afternoon personality at sister AC KATY in exotic Temecula, CA. Inbound to replace her on *The Brand X Morning Show* is **Jake Weber**, who most recently did mornings at KQWB/Fargo, ND.

• Buckley CHR/Rhythmic KHTN (Hot 104.7)/Modesto, CA PD Rene Roberts teams afternoon jock **Steve Gomez**, night dude **Izzy Real** and part-timer **Alexia** to form *The Flava Show* in mornings. **Vic Duran**, formerly of crosstown KWIN, joins for afternoons/production/imaging, and **Jake De La Rosa** is upped from late-nights to just plain nights.

• WWZZ (Z104)/Washington morning host **Brett Haber** returns to TV as a sportscaster for CBS affiliate WUSA-TV. Z104 PD Sammy Simpson now needs a whole new frigg'in' morning show. Send your stuff to WWZZ, 3400 Idaho St. NW, Washington, DC 20016 or [ssimpson@z104radio.com](mailto:ssimpson@z104radio.com).

Thirty-year radio vet **John Mackin Ade** is inked by Sherri Williams of the Williams Literary Agency as he prepares to publish his third novel, *Serial*. Ade has been a GM in Dallas; Austin; and Panama City, FL, an owner-operator in Florida and South Carolina and a Sr. VP/Sales for Capstar. He's currently working on his fifth novel, *Media Wars*, a fictional tale of a media takeover of the United States.

## FILMS

### BOX OFFICE TOTALS

September 17-19

Title	Distributor	\$ Weekend	\$ To Date
1	<i>Sky Captain &amp;...</i> (Paramount)*	\$15.58	\$15.58
2	<i>Mr. 3000</i> (Buena Vista)*	\$8.67	\$8.67
3	<i>Resident Evil: Apocalypse</i> (Sony)	\$8.65	\$37.03
4	<i>Wimbledon</i> (Universal)*	\$7.11	\$7.11
5	<i>Cellular</i> (New Line)	\$6.79	\$19.70
6	<i>Without A Paddle</i> (Paramount)	\$3.63	\$50.32
7	<i>Hero</i> (Miramax)	\$2.83	\$46.09
8	<i>Napoleon Dynamite</i> (Fox Searchlight)	\$2.28	\$33.34
9	<i>Collateral</i> (DreamWorks)	\$2.26	\$95.97
10	<i>The Princess Diaries...</i> (Buena Vista)	\$1.94	\$91.89

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

**COMING ATTRACTIONS:** This week's openers include *A Dirty Shame*, starring recording acts **Tracey Ullman** and **Chris Isaak**. The film's New Line Records soundtrack contains cuts by **Screamin' Jay Hawkins**, **James Intveld**, **Connie Vannett**, **Slim Harpo**, **David Raksn Orchestra**, **Billy Lee Riley** and more.

Also opening this week is *Shaun of the Dead*, whose soundtrack is available on import from the U.K. and features music by **Queen**, **The Smiths**, **The Specials**, **Grandmaster Flash**, **Ash**, **I Monster** and others.

— **Julie Gidlow**

### Dept. Of Love Dept.



A blessed union of souls.

Congrats to WXKS-FM (Kiss 108)/Boston MD Kid **David Corey** on his Sept. 10 wedding to the lovely **Megan Markle**. After a barnburner of a reception — where the entertainment was provided by none other than **Blessid Union Of Souls** — the couple honeymooned in exotic Punta Mita, Mexico.

### Talk Topics

• Just your average week at KIRO/Seattle: Talk host **Dave Ross** has succeeded in his bid to become the Democratic nominee for the open U.S. House of Representatives seat for Washington's District 8. Ross will face off against Republican **Dave Reichert** in the Nov. 2 general election. Ross has been off the air since late July due to his run for office.

And then it got weird: KIRO weekender **Brian Maloney** exited, claiming he was fired over comments he made sug-

gesting that CBS *Evening News* anchor **Dan Rather** should retire or be fired over the now-infamous "Memo-Gate." KIRO Station Manager **Ken Berry** downplays that scenario, telling AP that Maloney's show was cancelled "because KIRO's broadcasts of the Seattle Seahawks football games significantly reduces our Sunday talk lineup, and we felt the remaining time slots would be better filled by other hosts."

• Despite rumors that Premiere's **Rush Limbaugh** might cross the street to Clear Channel's KNEW/San Francisco when his deal at KSFO expired, ABC Radio's Bay Area conservative Talk outlet has re-upped Limbaugh with a new multiyear deal.

• **Tony Bruno** has officially bailed as host of Fox Sports Radio's *Morning Extravaganza* after four years. *Baseball Insider* host **Mark Gubicza** joins co-host **Andrew Siciliano** this week. Expect a permanent co-host announcement soon.

• **Bill Bennett's** *Morning in America*, which launched on April 5, has already reached the century mark: Cumulus' KRMD/Shreveport, LA has been inked as affiliate No. 100 for the Salem Radio Network nationally syndicated morning talk show.

• Entercom's **WROC/Rochester, NY** joins the growing ranks of "progressive" Talk stations. Now billed as "Rochester's Liberal Talk," the station features local anchor **Allan Harris**, Air America's **Al Franken** and **Randi Rhodes**, **Jones' Ed Schultz** and **WOR Radio Network's Lionel**.

## TELEVISION

TOP TEN SHOWS	Sept. 13-19
Total Audience	Adults 18-49
(105.5 million households)	

1 <i>CSI</i>	1 <i>The Apprentice 2</i>
2 <i>Survivor: Vanuatu</i>	2 <i>Will &amp; Grace</i>
3 <i>NFL Monday Night Football (Packers vs. Panthers)</i>	3 <i>CSI</i>
4 <i>Will &amp; Grace</i>	(tie) <i>NFL Monday Night Football (Packers vs. Panthers)</i>
5 <i>Without A Trace</i>	(tie) <i>Survivor: Vanuatu</i>
(tie) <i>60 Minutes</i>	6 <i>Joey</i>
7 <i>The Apprentice 2</i>	7 <i>NFL Monday Showcase</i>
8 <i>Joey</i>	8 <i>LAX</i>
(tie) <i>NFL Monday Showcase</i>	(tie) <i>Without A Trace</i>
10 <i>Siegfried &amp; Roy: Miracle</i>	10 <i>Siegfried &amp; Roy: Miracle</i>

Source: Nielsen Media Research



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THE INDUSTRY'S NO. 1 RETAIL CHART September 24, 2004

LW	TW	ARTIST	ALBUM	LABEL	POWERINOEX	CHANGE
—	1	NELLY	Suit	Derry/Fo' Reel/Universal	410,229	—
—	2	NELLY	Sweat	Derry/Fo' Reel/Universal	360,013	—
2	3	TIM MCGRAW	Live Like You Were Dying	Curb	120,906	-21%
3	4	RAY CHARLES	Genius Loves Company	Concord	114,853	-17%
5	5	NOW VOL. 16	Various	UTV	100,104	-22%
6	6	ASHLEE SIMPSON	Autobiography	Geffen	76,780	-15%
1	7	ALAN JACKSON	What I Do	Arista	71,799	-61%
9	8	MAROON 5	Songs About Jane	Octone/J/RMG	62,429	-9%
12	9	USHER	Confessions	LaFace/Zomba	60,344	-4%
4	10	ANITA BAKER	My Everything	Blue Note/Virgin	58,308	-56%
11	11	R. KELL	Happy People/U Saved Me	Jive/Zomba	57,105	-12%
10	12	YOUNG BUCK	Straight Outta Ca\$hville	Interscope	56,663	-14%
8	13	JILL SCOTT	Beautifully Human...Vol.2	Hidden Beach/Epic	55,267	-25%
7	14	LL COOL J	Definition	Def Jam/IDJMG	54,117	-31%
14	15	AVRIL LAVIGNE	Under My Skin	Arista/RMG	49,487	+1%
—	16	MEGADETH	The System Has Failed	Sanctuary/SRG	48,519	—
13	17	GRETCHEN WILSON	Here For The Party	Epic	46,400	-16%
15	18	BIG & RICH	Horse Of A Different Color	Warner Bros.	41,036	-13%
17	19	LOS LONELY BOYS	Los Lonely Boys	Epic	37,781	-15%
—	20	FLOGGING MOLLY	Within A Mile Of Home	SideOneDummy	37,755	—
20	21	BLACK EYED PEAS	Elephunk	A&M/Interscope	37,514	-6%
19	22	GARDEN STATE	Soundtrack	Epic	34,289	-15%
16	23	MASE	Welcome Back	Bad Boy/Universal	34,032	-27%
21	24	RYAN CABRERA	Take It All Away	E.V.L.A./Atlantic	33,056	-9%
29	25	VELVET REVOLVER	Contraband	RCA/RM	30,526	+3%
26	26	KILLERS	Hot Fuss	Island/IDJMG	30,316	0%
34	27	GUNS N'ROSES	Greatest Hits	Geffen	28,494	0%
33	28	YELLOWCARD	Ocean Avenue	Capitol	28,118	-2%
30	29	ALICIA KEYS	The Diary Of Alicia Keys	J/RMG	28,072	-4%
39	30	BREAKING BENJAMIN	We Are Not Alone	Hollywood	27,028	0%
35	31	JOJO	Jojo	BlackGround/Universal	26,802	-6%
36	32	LINKIN PARK	Meteora	Warner Bros.	26,580	-4%
42	33	AKON	Trouble	SRC/Universal	26,165	+3%
38	34	SWITCHFOOT	Beautiful Letdown	Columbia	25,701	-6%
18	35	JIMMY BUFFETT	License To Chill	RCA/Mailboat	25,674	-37%
22	36	PAPA ROACH	Getting Away With Murder	DreamWorks	24,532	-24%
—	37	BOWLING FOR SOUP	A Hangover You Don't Deserve	Jive/Zomba	24,174	—
25	38	LLOYD BANKS	The Hunger For More	G-Unit/Interscope	24,018	-21%
37	39	MODEST MOUSE	Good News For People Who Love...	Epic	23,965	-13%
28	40	KANYE WEST	College Dropout	Roc-A-Fella/IDJMG	23,711	-21%
43	41	KENNY CHESNEY	When The Sun Goes Down	BNA	23,454	-4%
—	42	TEARS FOR FEARS	Everybody Loves A Happy Ending	Hip-O	23,413	—
32	43	BRAD PAISLEY	Mud On The Tires	Arista	23,402	18%
48	44	EVANESCENCE	Fallen	Wind-up	21,822	-6%
41	45	PRINCESS DIARIES 2	Soundtrack	Walt Disney	21,802	-15%
—	46	LIL' WAYNE	The Carter	Universal	20,020	—
31	47	SHYNE	Godfather Buried Alive	Def Jam/IDJMG	19,976	-31%
—	48	PRODIGY	Always Outnumbered, Never Out...	Warner Bros.	19,962	—
44	49	FRANZ FERDINAND	Franz Ferdinand	Epic	19,898	17%
49	50	HOOBASTANK	The Reason	Island/IDJMG	19,658	-15%

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## ON ALBUMS

### Nelly's One-Two Punch

You're not seeing double.

Fo' Reel/Universal rapper Nelly takes the top two spots on the HITS album chart this week with *Suit* and *Sweat*. It's the first time the one-two stunt has been



Tim McGraw

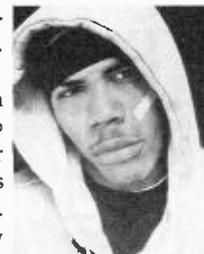
pulled since Guns N' Roses turned the trick with *Use Your Illusion I* and *II* back in September 1991.

The two Nelly albums combine for more than 770,000 in sales. *Suit* is fueled by the hit single "My Place," with Jaheim, while *Sweat* sports "Flap Your Wings" and a duet with Christina Aguilera, "Tilt Ya Head Back."

The rest of the top 10 includes Curb's Tim McGraw (No. 3), Concord's Ray Charles (No. 4), UTV's *Now Vol. 16* (No. 5), Geffen's Ashlee Simpson (No. 6), Arista Nashville's Alan Jackson (No. 7), Octone/J/RMG's Maroon 5 (No. 8), LaFace/Zomba's Usher (No. 9) and

Blue Note's Anita Baker (No. 10).

Aside from Nelly, the top chart newcomer is Sanctuary's Megadeth (No. 16), followed by Side One Dummy's Flogging Molly (No. 20), Jive/Zomba's Bowling For Soup (No. 37), Hip-O's Tears For Fears (No. 42), Universal's Lil Wayne (No. 46) and Maverick's Prodigy (No. 48).



Nelly

The only records to show increases over the previous week are RCA/RMG's Velvet Revolver (No. 29-25, +3%), SRC/Universal's Akon (No. 42-33, +3%) and Arista/RMG's Avril Lavigne (No. 15, +1%).

Next week: Look for Reprise's Green Day to be the big winner among a group that also includes Capitol Nashville's Keith Urban and Epic's Chevelle.



Bowling For Soup



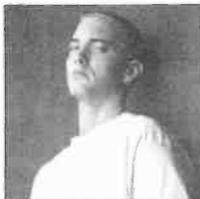
MIKE TRIAS

mtrias@radioandrecords.com

# The Best Of Both Worlds

It's almost a given these days: If you're a singer, you want to be an actor as well, and vice versa. You can also throw wanting to be an athlete into the mix if you live in the world of hip-hop, but that's a column for another day.

Eminem proved himself in the underground and on the radio and the sales charts. Then he surprised us all by garnering critical acclaim for his acting skills in *8 Mile*. Next week Eminem goes back to what he does best as he returns to radio with "Just Lose It," the first single from his upcoming fourth CD, *Encore*. The album is the followup to his 2002 Grammy-winning *The Eminem Show* and is slated for release Nov. 16. Dr. Dre, the man who introduced Eminem to the mainstream, produced "Just Lose It." "It was an honor to hear the words out of Dre's mouth that he liked my shit," says Eminem. "Growing up, I was one of the biggest fans of N.W.A., from putting on the sunglasses and looking in the mirror and lip-syncing to wanting to be Dr. Dre and Ice Cube. This is the biggest hip-hop producer ever." "Just Lose It" goes for adds at Pop, Rhythmic, Urban and Alternative next week.



Eminem



Minnie Driver

Minnie Driver has won the hearts of moviegoers everywhere, thanks to roles in such films as *Gross Pointe Blank* and *Good Will Hunting*. Next week she officially enters the professional music

world as she presents "Everything I've Got in My Pocket" to Triple A. It's the title track from her upcoming debut album, which is due in stores on Oct. 5. The CD was produced by Marc Daur (Pete Yorn) and includes a cover of Bruce Springsteen's "Hungry Heart." London-born Driver was actually a singer before she became an actress. She began singing in her hometown's jazz clubs as a teenager, and she and her band even had a development deal with Island at the time. "When things with Island dissolved, I began talking with EMI about a solo deal," Driver says. "But just then [the movie] *Circle of Friends* came along and changed everything." When it comes to establishing herself as a singer after being known as an actress, Driver says, "The bar is set pretty low — I'm fully aware of that. There aren't too many actors who've made good records." However, Driver does have a legitimate reason to pursue singing. "I'm doing this because it's something that I always intended to do," she says.

Lindsay Lohan transitions from the big screen to radio as she presents "Rumors" to Pop and Rhythmic, a single that, until recently, was called "Just What It Is." The cut is taken from Lohan's forthcoming yet-to-be-titled album, which is slated for a November release. For her first single, Lohan does what every artist should: sings from personal experience. "Rumors" is about the hardship of being followed by paparazzi and tabloid reporters and dealing with all the talk about her life. Maybe a close examination of the lyrics (or playing the record backward) will reveal details of her relationship with *That '70s Show*'s Wilmer Valderrama or her supposed beef with Hilary Duff.



Lindsay Lohan

Though they're not actors, there's a whole lot of suspense and drama surrounding the A Perfect Circle song Going for Adds at Rock, Active Rock and Alternative next week. The TBA single is our first look into *eMOTIVE*, an album of 10 covers and two originals dealing with themes of war, peace, love and greed. The set will appropriately hit stores on Nov. 2, Election Day.

## R&R Going For Adds™

Week Of 9/27/04

### CHR/POP

- DIRTY VEGAS Walk Into The Sun (Capitol)
- EMINEM Just Lose It (Shady/Aftermath/Interscope)
- KEVIN LYTTLE Drive Me Crazy (Atlantic)
- LINDSAY LOHAN Rumors (Universal)

### CHR/RHYTHMIC

- EMINEM Just Lose It (Shady/Aftermath/Interscope)
- FLAMBEY f/PETEY PABLO Go Hard (Bright Vision)
- JIN Senorita (Ruff Ryders/Virgin)
- JON B. Lately (ERG/Sanctuary/SRG)
- JUVENILE Bounce Back (Cash Money/Universal)
- LINDSAY LOHAN Rumors (Universal)
- LORDROC Roc Muzik (Skygod)
- OMARION f/BIG BOI Never Gonna Let You Go (She's A Keepa) (Epic)
- OUTKAST Prototype (LaFace/Zomba)
- PITBULL Dammit Man (TVT)
- SNOOP DOGG f/PHARRELL WILLIAMS Drop It Like It's Hot (Doggy Style/Geffen)
- TERROR SQUAD Take Me Home (Universal)

### URBAN

- EMINEM Just Lose It (Shady/Aftermath/Interscope)
- FLAMBEY f/PETEY PABLO Go Hard (Bright Vision)
- JON B. Lately (ERG/Sanctuary/SRG)
- JUVENILE Bounce Back (Cash Money/Universal)
- LORDROC Roc Muzik (Skygod)
- OMARION f/BIG BOI Never Gonna Let You Go (She's A Keepa) (Epic)
- OUTKAST Prototype (LaFace/Zomba)
- SNOOP DOGG f/PHARRELL WILLIAMS Drop It Like It's Hot (Doggy Style/Geffen)
- TERROR SQUAD Take Me Home (SRC/Universal)
- YUNG WUN f/DAVID BANNER Walk It, Talk It (J/RMG)

### URBAN AC

No adds

### COUNTRY

- BRET MICHAELS f/JESSICA ANDREWS All I Ever Needed (B.M.B./Poor Boy)
- CHAD BROCK That Changed Me (BBR)
- DAVID LEE MUPPHY Inspiration (Audium)
- JAMIE O'NEAL Trying To Find Atlantis (Capitol)
- SHELLY FAIRCHILD You Don't Lie Here Anymore (Columbia)
- TRACY LAWRENCE Sawdust On Her Halo (DreamWorks)

### AC

- JOHN MELLENCAMP Walk Tall (Island/IDJMG)

### HOT AC

- 311 Amber (Volcano/Jive)
- DIRTY VEGAS Walk Into The Sun (Capitol)
- FROU FROU Let Go (Geffen)
- LOW MILLIONS Eleanor (Manhattan/EMC)

### SMOOTH JAZZ

- BRENDA RUSSELL I Know You By Heart (Narada)
- DAVID BENOIT & RUSS FREEMAN Struttin' (Peak/Concord)
- DOC POWELL Let It Be (Heads Up)
- DON GRUSIN She Could Be Mine (Sovereign Artists)
- NDRAH JONES Those Sweet Words (Blue Note/EMC)
- NOVECENTO f/STANLEY JORDAN Easy Love (Favored Nations)

### ROCK

- A PERFECT CIRCLE TBA (Virgin)
- CANDIRIA Down (Type A)
- EIGHT DAYS GONE Time Of Year (Ragin' Grace/Titan)

### ACTIVE ROCK

- A PERFECT CIRCLE TBA (Virgin)
- CANDIRIA Down (Type A)
- EIGHT DAYS GONE Time Of Year (Ragin' Grace/Titan)
- SEVENDUST Face To Face (TVT)

### ALTERNATIVE

- A PERFECT CIRCLE TBA (Virgin)
- CANDIRIA Down (Type A)
- DIRTY VEGAS Walk Into The Sun (Capitol)
- EMINEM Just Lose It (Shady/Aftermath/Interscope)
- MY CHEMICAL ROMANCE I'm Not Okay (I Promise) (Reprise)
- PARIS, TEXAS Bombs Away (New Line)

### TRIPLE A

- BETH HART World Without You (Koch)
- BOB SCHNEIDER Cap'n Kirk (Shockorama/Vanguard)
- BRAD JOHNER See Jane Run (Infinity)
- CHARLOTTE MARTIN Every Time It Rains (RCA/RMG)
- HEM Redwing (Waveland)
- MINNIE DRIVER Everything I've Got in My Pocket (Zoe/Rounder)
- NORAH JONES Those Sweet Words (Blue Note/EMC)
- AMY CORREIA Lakeville (Nettwerk)
- CHARANGA CAKEWALK Loteria De La Cumbia Lounge (Trioka/Artemis)
- DEVENDRA BANHART Nino Rajo (Young God/Beggars)
- DOLOREAN Violence In A Snowy Field (Yep Roc)
- KAKI KING Legs To Make Us Longer (Epic)
- NELL BRYDEN Nell Bryden (157)
- PINKEYE D'GEKKO Dry Clothes (Force MP)
- SPLIT LIP RAYFIELD Should Have Seen It Coming (Bloodshot)
- VARIOUS ARTISTS Women Of Latin America (Putumayo)

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

RAB

Continued from Page 1

broad latitude to get creative with advertising and that spots can easily be localized, and she encouraged radio to embrace its legacy as "theater of the mind" and develop advertising that paints a picture in listeners' minds. In fact, she played excerpts of old-time radio programs that featured performers playing up sponsors' products during their shows, saying the technique may be updated for a modern audience.

While it could cost her company more money, since reduced inventory may drive up rates, Kowitz said that she supports Clear Channel's commercial-inventory-reduction plan. "We applaud what Clear Channel is trying to do in reducing commercial loads to attract more listeners," she said. "We assume it will, we're happy to pay for that, and we encourage others to follow suit."

Shadow Entertainment CEO and former Toys R Us Chief Marketing Officer Warren Kornblum noted that radio sells itself short when it comes to promoting its ability to reach very specific audiences. He used a simple example to portray how radio could better market itself. "If you knew someone I really wanted to meet and told me that you'd introduce me to that person if I bought you a really nice dinner, I'd probably pay for that dinner," he said. "It's about being in a place where your consumer will be and being relevant so your consumer won't shut you down."

Local Advertising On Satellite?

The suggestion elicited groans from some in attendance, but Parker told attendees that Wach-



**BREAKFAST WITH GAVIN** J/RMG artist Gavin DeGraw dropped by the WPLJ/New York morning show to announce his involvement in the station's *Up Close & Personal Concert Series*. Seen here are (l-r) DeGraw and WPLJ morning crew members Scott Shannon, Todd Pettengill and Patty Steele.

ovia is testing locally focused advertising for XM's and Sirius' market-specific traffic and weather channels. While Parker told R&R that Wachovia is so far her company's only client interested in local ads on the satcasters' nationally available traffic and weather channels, the notion of local ad dollars going to satellite radio could ruffle the feathers of many in the radio industry who believe the satcasters' traffic and weather are muscling in on terrestrial broadcasters' territory.

Parker also urged the radio industry to embrace new technologies as a way to compete in today's media landscape, citing Arbitron's Portable People Meter and Navigauge's in-car audience-measurement device as methods the radio industry could use to better promote itself to advertisers.

Kornblum believes one problem facing both advertisers and station owners is both sides' lack of understanding about the others'

needs, and he implored radio executives to talk with advertisers and learn about their goals before selling them ad time.

"Sit down with core people you respect, and talk about the challenges," he said. "See if there are ways to solve their problems. I think it's time. If radio can find ways to help marketers, I think it has a time of unbridled growth ahead of it. You have a huge opportunity."

Building Brands

Kornblum also underscored the importance of building brands for radio stations, stressing to station owners the need to make a connection with listeners that will keep them coming back. He believes that "emotional branding" is the most effective way to do this, saying that once listeners forge a bond with a station, they will keep coming back. And he insisted that listeners will flee only when the station makes drastic changes.

"If they get to the point where they like what they hear on the air, like you and think of you first, it's not competition that takes them away," Kornblum said. "If you are going to change, do it slowly and with a purpose. You don't want people waking up wondering what they are listening to."

Saga Sr. VP/Operations Warren Lada attended the program and told R&R that his company is already heeding the advice of panelists who believe radio must find new ways to serve advertisers and reach listeners. "We're putting together a broad group of GMs, PDs, sales managers and air talent to look at things we haven't talked about in a long time," Lada said. "We are ready to explore."

Lada noted that while Saga isn't ready to employ new advertising methods across all of its stations, it is looking at implementing new programs at both Talk and music-formatted stations. "We're going to go the extra mile," Lada said, adding that he was very encouraged by what he heard from advertisers during the program.

— Joe Howard



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A Perry Capital Corporation

Smyth

Continued from Page 3

that have shown enormous growth over the past year and ongoing experiments like "Jack" and "Bob" are clear indicators that we are constantly re-thinking and retooling our efforts to appeal to new, locally identified target audiences.

- Local radio stations are significant sources of emergency information, from the traffic jam on the way home to the stellar efforts of radio stations throughout Florida during this violent and unpredictable hurricane season. We are there with our listeners, and we are there for them. The success of the national and local Amber Alert programs is due in no small part to the efforts of local radio stations, which can interrupt their programming at a moment's notice for the good of the local community.

- In every city and town in our nation, radio stations are some of the most civically involved and active businesses in those communities. Charities benefit from radio's community involvement and promotion, and many times it is the radio station that creates the partnership and publicity between the for-profit and nonprofit worlds.

Radio holds many advantages over other broadcast media and new technologies. It's mobile, and it's everywhere. It's targeted and affordable for advertisers, and — when done well — it's live and local. Throughout its history, radio has capitalized on these advantages to adapt to the changing technology and tastes of America.

So don't toll the death knell for radio just yet. Those of us who work in the industry every day know that the power and the promise of terrestrial radio are alive and well — and available for free at the push of a button.

The views expressed in a letter are those of the writer only. The writer is solely responsible for the content. R&R reserves the right to edit letters.



# 'Love Music: Love Xfm'

## London's Xfm is breaking artists and redefining U.K. radio

In today's challenging and competitive radio climate, it's become imperative to differentiate a station from its competitors by implementing distinctive, creative programming and fostering unique promotions. If it all works together, a station can harvest ratings success without compromising the bottom line. But today, satellite radio, Internet radio, digital radio and the lack of domestic artist development are forcing traditional terrestrial broadcasters to become more innovative to meet the formidable challenges.

Xfm is based in London, but it consistently meets the same obstacles most U.S. programmers face. And Xfm also carries the burden of proving that its unique brand of Alternative programming is viable and profitable for a market of 12 million listeners while successfully transplanting its influence and ideology to other markets throughout the U.K. and Europe.

Xfm was launched in 1995 by Chris Parry (former owner of Fiction Records), Sammy Jacobs and a number of other investors. In 1997 the original partners sold the station to the Capital Radio Group, one of England's largest broadcast groups. Xfm faced cries of protest from listeners and others in the industry when it was purchased by Capital. Many were under the impression that the concept and independent spirit of Xfm would succumb to bland, predictable, cookie-cutter corporate programming. But they were wrong.

Xfm, under its new corporate ownership, has both met its obligations to its shareholders and maintained its integrity and its fresh programming stance. Savvy marketing has developed it into a credible radio brand that is accepted by the masses. Most notably, Xfm has retained the passion and respect of its core audience while supporting unsigned and independent artists.

Xfm continues to increase its cume, TSL and AQH. In fact, for the past three years the station has steadily upped its audience reach from around 200,000 listeners to more than 700,000. The chips have been stacked against Xfm by increasingly fierce competition, but the station has evolved and is flourishing both as a credible brand on the street and as a supporter of new music, thanks to the commitment of its ownership, management and staff.

During the past few years Xfm has excelled in providing good radio programming to its London audience and supporting new music via its "Xfm Unsigned" initiative and new-music

shows such as *X-posure*, *All City Show*, *The Remix* and *The Rinse*. The station's on-air positioner, in fact, is "Love Music: Love Xfm."

A&R Worldwide recently spoke with Xfm/London Programme Controller Andy Ashton to find out more about what makes Xfm tick.

Ashton says, "I've worked in all areas of radio, including production, presentation, music and programming. I started with the GWR Group in the early '90s, producing shows and progressing to head of music at their 2-Ten FM station in Reading, England. In addition, I presented shows for GWR at various stations through the '90s.

"After spending 10 years at GWR, I made the move to the Capital Radio Group and Xfm in 2000, at which time I took on the position as head of music at Xfm, which I held for three years before being promoted to Programme Controller in October of last year."

Like any station, Xfm has a particular target audience, but its appeal is broad. "We appeal right across the range, targeting a male and female audience from 16 to 40," Ashton says. "However, we emphasize a tighter focus of 20-29, with a slight bias toward the male demographic. We have a cume of 701,000 weekly adult listeners—793,000 total listeners. Our overall Rajar [U.K. equivalent of Arbitron] figures list us at 577,000 weekly adult listeners in London and a total listenership in the market of 650,000."

Xfm's philosophy includes strong commitments to innovative programming and to building a sense of community among the listeners. "We are, first and foremost, about breaking great new music acts from all over the world," Ashton says. "We do this with a total commitment to delivering programming that reflects the excitement around the bands from home and abroad.

"Xfm is all about establishing a community of listeners. We work very

hard to involve and engage that community, both on-air and in our off-air marketing strategies, which includes club nights and the live music events that we deliver on a weekly basis."

### U.K. Vs. U.S.

What does Ashton believe is the biggest difference between radio in the U.S. and in the U.K.? "I feel that U.K. Alternative radio is more open-minded and willing to take more chances," Ashton says. "We tend to support unknown acts and often break American acts ahead of their home territory. Examples include The White Stripes, Kings Of Leon, Scissor Sisters and, more recently, The Killers, who are all yet to have the impact in the States that they have had here.

"Equally, we are enjoying a renewed interest in British music, which is getting much stronger, with bands like Coldplay scoring massive support and success stateside. Other Xfm-championed U.K. acts, including The Libertines, Razorlight, Muse, Keane, Franz Ferdinand and Snow Patrol, are set to continue a great time for U.K. acts abroad."

About what gets on the air at Xfm, Ashton says, "We simply look for great songs. If it's great, it's on. We tend to trust our instincts rather than slaving over research. We employ very passionate people who know what they're doing, and we trust them."



### Market Challenges

Of course, working in a diverse and cosmopolitan market like London has its challenges. "We are always battling for space in people's lives against stations that have a long history and large marketing budgets," Ashton says. "For the most part, Xfm relies on word of mouth for its momentum. We pride ourselves on unique station promotions, driven mainly out of our multi-Sony Award-winning breakfast show, presented by Christian O'Connell.

"Promotions have included Xfm's Bounty Hunter, which asks audience members to hunt down celebrities and get them on the show. Last time we had over 100 entries in two weeks, with the eventual winner being a lady who managed to get Kiefer Sutherland to call in from Los Angeles."

## Recent Xfm/London Playlist

A recent playlist from leading London Alternative Xfm.

**BEASTIE BOYS** Triple Trouble  
**CONCRETES** Seems Fine  
**DIRTY VEGAS** Walk Into The Sun  
**EMBRACE** Gravity  
**ENGINEERS** Come In Out Of The Rain  
**GREEN DAY** American Idiot  
**HIVES** Walk Idiot Walk  
**IAN BROWN** Keep What Ya Got  
**JET** Cold Hard Bitch  
**JIMMY EAT WORLD** Pain  
**KEANE** Bedshaped  
**KILLERS** All These Things That I've Done  
**LIBERTINES** Can't Stand Me Now  
**LOSTPROPHETS** Last Summer  
**MARILYN MANSON** Personal Jesus  
**MORRISSEY** First Of The Gang To Die  
**MUSE** Butterflies & Hurricanes  
**MUSIC** Freedom Fighters  
**ORDINARY BOYS** Seaside  
**RAZORLIGHT** Vice  
**RED HOT CHILI PEPPERS** Dosed  
**R.E.M.** Leaving New York  
**SCISSOR SISTERS** Laura  
**SNOW PATROL** Spitting Games  
**THIRTEEN SENSES** Into The Fire  
**THRILLS** Whatever Happened To Corey Haim?  
**TRAVIS** Walk Along In The Sun

Xfm also relies on its specialty shows to solidify its brand. Ashton explains, "Xfm's specialist output is, quite simply, a vital breeding ground for our musical identity. The shows are incredibly reactive to shifts in culture and often play a huge part in the process of getting scenes started and bringing them through into general programming. *The Remix* show is credited with igniting the whole bootleg phenomenon that has been very popular over the last two years. Its offshoot, *Live Remix Night* at London's Cargo venue, has been packed ever since.

"John Kennedy's *X-posure* show is an absolute must for those wanting to hear the big crossover successes for the future. John has consistently broken massive alternative hits way ahead of anyone else in the market, including Razorlight, The Libertines, Franz Ferdinand, The White Stripes, The Strokes, Radio 4, The Open, Nine Black Alps and many others. He also hosts an incredibly popular live experience at Camden's Barfly venue in London once a month.

"We have a specialist rock show twice a week presented by Ian Camfield, including our co-produced show with WXRK/New York, *Import: Export*, which has become a must-listen on both sides of the Atlantic, with WXRK scoring big increases in that daypart since the launch of the show."

### Unsigned And On The Air

Unsigned artists often get a shot on the air at Xfm. Ashton explains how the station determines who to play: "It really is a case of understanding the station and determining which shows can help and engaging that relationship at a grass-roots level with the

presenter and producers in question. If John Kennedy is excited about your music, then I guarantee you that everyone else in the music industry will sit up and take notice.

"Xfm is one of the few brands that encourages direct contact with its creative types. These are the people shaping the scenes and, ultimately, the sound of the station in the future. We continue to show constant commitment to unsigned music and play unsigned acts every day. Coldplay and Keane both had their earliest support from Xfm, unsigned."

Xfm has a sterling reputation in the industry, and Ashton says it maintains that reputation with "honesty, energy and a genuine open-door policy to support great new music." He continues, "When we play an unknown band 40 times a week and it works and becomes big, it feels great, and the audience does not forget that."

Ashton and Xfm are looking to the future. He says, "I want to see Xfm get to a million listeners across the U.K. We have huge opportunities ahead with the increase in adoption of DAB in this country. We are a national brand on that platform, and we look forward to taking on national rivals on a level playing field. We will give them more than a run for their money."

Reach Andy Ashton at Xfm, 30 Leicester Square, London WC2H 7LA, England; phone: 011-44-207-66-6000; www.xfm.co.uk.

Send your unsigned or signed releases to:  
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# WHAT'S COOKIN' FOR FALL!

CHOCK-FULL OF CHEESY GOODNESS!

Continued from Page 1

What surprised me most about this was discovering that, although most of my label friends and the artists featured on the following pages ate quite a few lunches and dinners at fine restaurants across America — it's business, after all — many were closet cooks, spending their precious weekends and vacation time tinkering in the kitchen, redirecting their creativity to create something that was truly personal. After being waited on hand and foot for most of their professional lives, they enjoyed reclaiming the kitchen and gaining control of their own domain.

The recipes that follow are a result of that passion. They say you can tell a lot about a person by the kind of food they prepare and serve with their own hands. It's a small but telling window into an individual's personality. You'll find out just how personal a gesture cooking can be when you read the recipes that the participants in this special have selected from their own files to share with the world.

Myself, I can't really cook for crap. My best excuse is that I don't have the time. That doesn't mean that I've missed too many meals in my lifetime though. Truth is, I'm probably just lazy in my own kitchen. Make no mistake, I love food — hell, I watch *Emeril Live* religiously — but for us can't-do civilians, that's the equivalent of

watching Norm Abram tear apart and reassemble someone's home on *This Old House*: We're riveted by the deceptively simple display of skill. It is in that spirit of couch potato-style voyeurism that I choose to live vicariously through the talents of the people on the following pages.

But that doesn't mean that I'm so lame that I won't share one of my favorite dishes. As you can see from the artwork above, I have

spared no expense to share the true joy of preheating my oven to 400 degrees, carefully removing the plastic shrink wrap (don't forget that cardboard circle!) and sliding my beloved Tombstone into the oven for 12-15 minutes, rotating once to cook evenly. (Top-secret cooking tip: For a crispier crust, place the pizza directly on the center oven rack!)

Before we begin our culinary journey, a word of caution to you Atkins dieters: You won't find very many low-carb dishes here — beware the killer



cookies! This is all-American comfort food at its finest. Big thanks and much love to everyone who took the time to embrace this decidedly left-of-center concept for this year's edition of the Extremely Important CHR Special. As always, special thanks go out to my "evil minion," Keith Berman, for his invaluable help and heavy lifting during the production of this special. To paraphrase the late Julia Child, "Come and get it!"

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Bernadette, Skip and Miles Bishop

## Skip Bishop's Hurricane Charcoaled Duck And Biscuit Dinner

This family recipe was developed and perfected along the beautiful Florida Gulf Coast but can thrive in other climates if prepared lovingly. Note: Practice this one. It's worth getting right!

### Ingredients

- One large duck (preferably deceased)
- Five pears, peeled and cut into one-inch squares
- One large vidalia onion, roughly chopped
- Two teaspoons chopped rosemary
- Four oz. liquified concentrated orange juice
- Two oz. old-fashioned molasses
- One tablespoon balsamic vinegar
- One teaspoon minced garlic cloves
- One tablespoon sea salt
- One tablespoon course ground black pepper
- Two oz. olive oil
- Four large homemade biscuits (There are good substitutes in most grocery stores' frozen foods section — don't mistake "cinner rolls" for biscuits!)
- One tablespoon melted butter
- 1/2 teaspoon Dijon mustard



### Preparation

1. Remove duck innards and discard. Combine olive oil, salt and pepper and coat the duck completely (including cavity).
2. Combine in a small bowl the onion, pears and rosemary. Fill the cavity of the duck completely with the mixture.
3. Combine orange juice, molasses, balsamic vinegar and garlic for basting.
4. Place grill pan in center of coals to render duck fat and basting drippings. Arrange coals around the drip pan. Keep in mind that this dish takes a full two hours to cook, so continue to add coals to the fire to keep the heat level consistent.
5. Place the duck directly over drip pan on the highest rack level on a well-oiled grill. Baste well, and close grill, repeating the basting every quarter-hour.
6. After two hours remove the stuffing from the duck and cover to serve as a side dish.
7. Carefully carve the crisp skin away and place to the side. Then completely carve the duck in very thin slices and place on a serving platter.
8. Combine duck drippings with butter and Dijon mustard to create a sauce. Cut open hot biscuits, and place the crisp duck skin inside with the sauce.
9. Plate as thinly sliced duck meat, biscuit with skin and stuffing as a side. Drizzle duck meat lightly with remaining sauce. Serves four. Thank me later.

## Bouch's 'Buddy Boy' Ribs

(Prepared by Dave Bouchard)

The night before you plan the barbecue, you must rub your ribs, boss! Here are my secret ingredients for my rub mix: One cup of brown sugar, 1/2 cup of paprika, three tablespoons of freshly ground black pepper, 2 1/2 tablespoons of sea salt, two tablespoons of chili powder, 1 1/2 tablespoons of garlic powder, 1/2 tablespoon of onion powder and two teaspoons of cayenne pepper.

Combine all the rub ingredients in a bowl. Rub the ribs with the spice. You can use St. Louis ribs or baby back ribs. Place ribs in plastic bags and refrigerate overnight.

Take the ribs out of the fridge and let sit at room temperature for one hour. Sprinkle more spice on the ribs.

Heat the smoker to 225 degrees. Put the ribs in the smoker. I use hickory smoke chips for the best flavor.

Cook for two hours, then sprinkle with dry rub.

Cook 1 1/4 hours more, then mop on the barbecue sauce of your choice for maximum gooiness.

Cook 45 minutes more, then you're done.

Pull the ribs off the grill and let them sit under tinfoil for 20 minutes. You'll know the ribs are done if they're and gooey and sticky. Cut, serve, get everybody a bib, and you're in business.

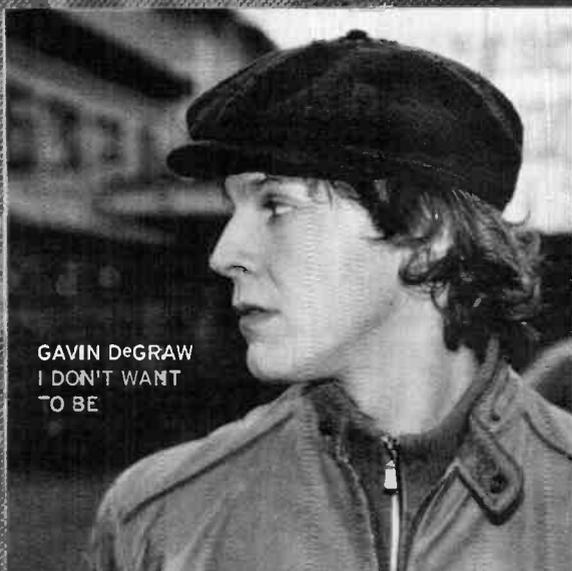


R&R CHR/Pop Editor Kevin Carter  
and Dave Bouchard



Continued on Page 28

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WLAN	WERO	WQZQ	WJJS



Continued from Page 26

## Bowling For Soup's Cheesy Whoop-Ass

(Prepared by Jaret Reddick of BFS)

Brown one pound of ground beef. Pour in one can of ranch-style beans, juice and all, and add about 1/3 cup of water, a dash of paprika, a dash of chili powder and several dashes of Cholula or other hot sauce, as well as a half cup of salsa. Bring to a boil and cook until water and other liquids are absorbed.

Warm about seven soft taco-sized flour tortillas and fill with the beef mixture. Arrange the filled tortillas in an oven-safe glass pan. Pour on one can of Campbell's fiesta nacho soup and bake for about 30 minutes. The filling also makes great nachos.



Bowling For Soup



Samantha, Jeff and Alexa Bardin

## Jeff 'JB' Bardin's Broiled Flounder

### Ingredients

- 1/2 cup bread crumbs
- 1/2 cup grated parmesan reggiano cheese
- Two tablespoons melted butter
- Two tablespoons olive oil
- Two tablespoons parsley
- Six flounder filets

### Preparation

1. Preheat oven to 375 degrees.
2. Melt the butter and combine with bread crumbs, cheese, olive oil and parsley.
3. Arrange six pieces of filet of flounder on a baking sheet.
4. Sprinkle salt and fresh pepper on the fish.
5. Spoon bread-crumbs topping on the fish in a thin layer.
6. Bake for 20 minutes until fish is cooked through and top layer has browned.
7. Squeeze fresh lemon over fish and enjoy!



## Hilary Duff's Chicken Piccata

### Ingredients

Eight chicken breasts (Of course, I don't eat all eight. I always share with my dogs. And my family too.)

- Two lemons
- One jar of capers (Or two – I love those little green things.)
- 14 oz. of chicken broth
- 1/2 cup of olive oil
- A pinch of pepper
- A pinch of salt
- Three pinches of flour
- One tablespoon of margarine

### Preparation

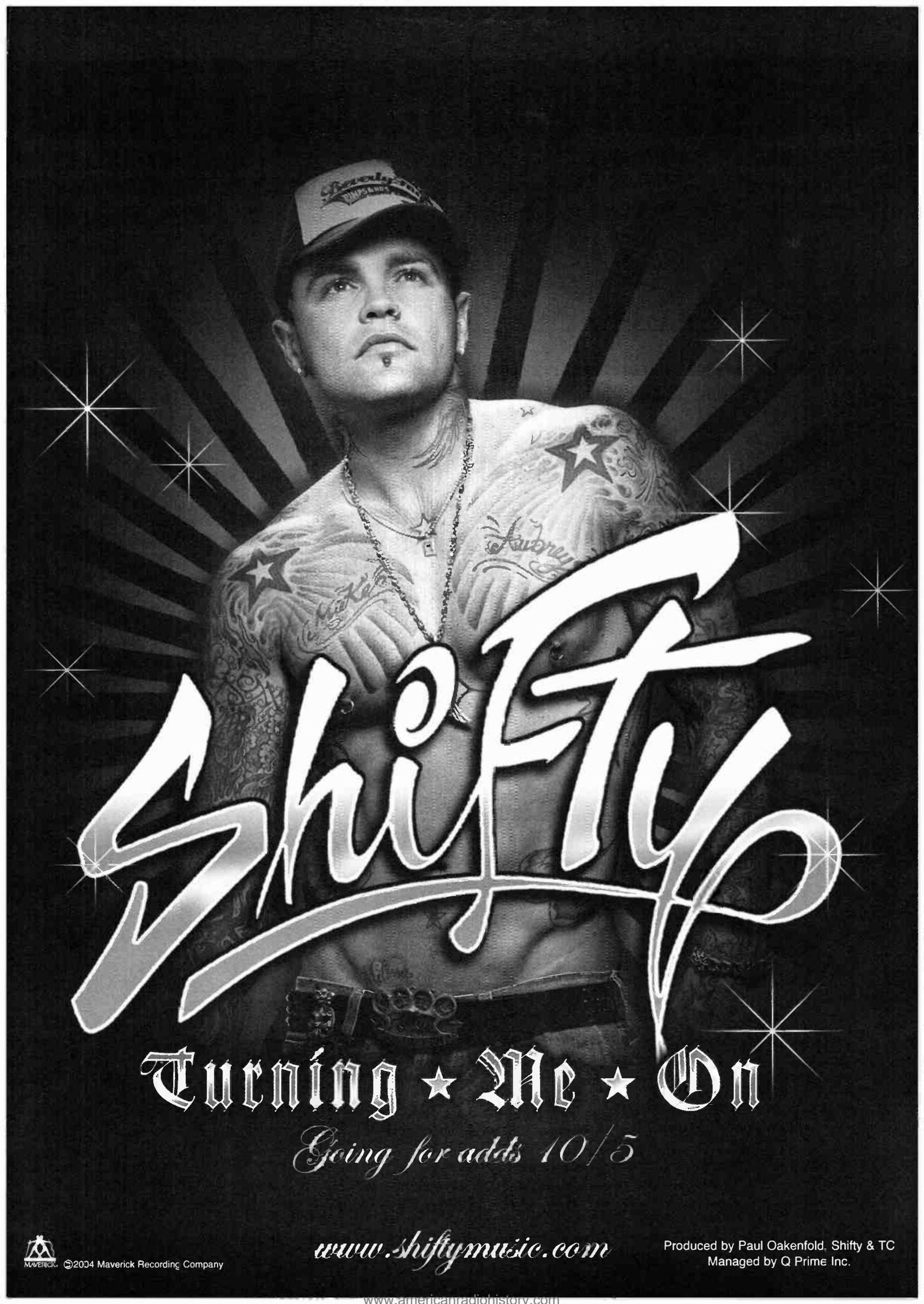
Mix flour, pepper and salt in a bowl (try not to make a huge mess with the flour). Flour the chicken and place in a pan with the oil and margarine until chicken is cooked. (Watch out for that oil! When it gets hot, it will jump out of the pan right at you!) Take juices from pan and mix with capers (Mmmmmmmmm....), lemon juice and chicken broth. Stir slowly and heat, then pour over chicken. Eat with steamed rice and vegetables. All good!



Hilary Duff



Continued on Page 30



# Shifty

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*Going for adds 10/5*



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Produced by Paul Oakenfold, Shifty & TC  
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Continued from Page 28

## Fantasia's Broccoli Cheese Casserole

### Ingredients

- One 10 oz. package broccoli
- 1/4 cup melted butter
- 1/2 cup chopped onion
- One cup grated cheddar cheese
- One can cream of mushroom soup
- One can mushrooms
- Two cups stuffing mix
- Salt and pepper to taste

### Preparation

1. Preheat oven to 350 degrees.
2. Sauté onion until tender.
3. Combine mushroom soup, mushrooms and cooked onion.
4. Place in casserole dish.
5. Combine stuffing mix and 1/4 cup melted butter with broccoli and add to casserole dish.
6. Top with cheese.
7. Cook for 30 minutes.



Fantasia



Franz Ferdinand

## Franz Ferdinand's Duck Egg Salad

### Ingredients

- One package baby spinach
- 10 baby potatoes, quartered
- 8 oz. Italian chorizo, diced
- One duck or chicken egg, poached
- Balsamic vinaigrette — equal parts olive oil and balsamic vinegar
- Salt and pepper to taste

### Preparation

1. Parboil, slice and fry baby potatoes until brown.
  2. Slice Italian chorizo and throw into pan with potatoes for two minutes.
  3. Mix in baby spinach.
  4. Season with salt and pepper.
  5. Stir.
  6. Pour into Nicoise salad bowl.
  7. Put a poached duck egg, with yolk slightly runny, on top of salad.
  8. Season with salt, pepper and balsamic vinaigrette.
- You now have Duck Egg Salad. The potatoes mixed with the chorizo add a nice flavor to the salad.



## JoJo's Easy Apple Crisp

1. Cut four cups of peeled apples into 1/4-inch slices.
2. Place the apple slices in a large bowl. Add one cup frozen blackberries, blueberries or raspberries, one cup granulated sugar, a heaping tablespoon of flour and the juice from one lemon. Stir and spoon into a medium-sized baking dish.
3. In another bowl, stir together one cup flour, two cups quick oats, 2/3 cup granulated sugar, one teaspoon brown sugar, 1/2 teaspoon cinnamon and 1/2 cup melted butter. Mix lightly until

crumbly. Sprinkle topping mixture over apples and berries.

4. Bake in a 325-degree oven. When the fruit juices bubble up through the toppings, it is a clue that the apple crisp is done — about 30 minutes.

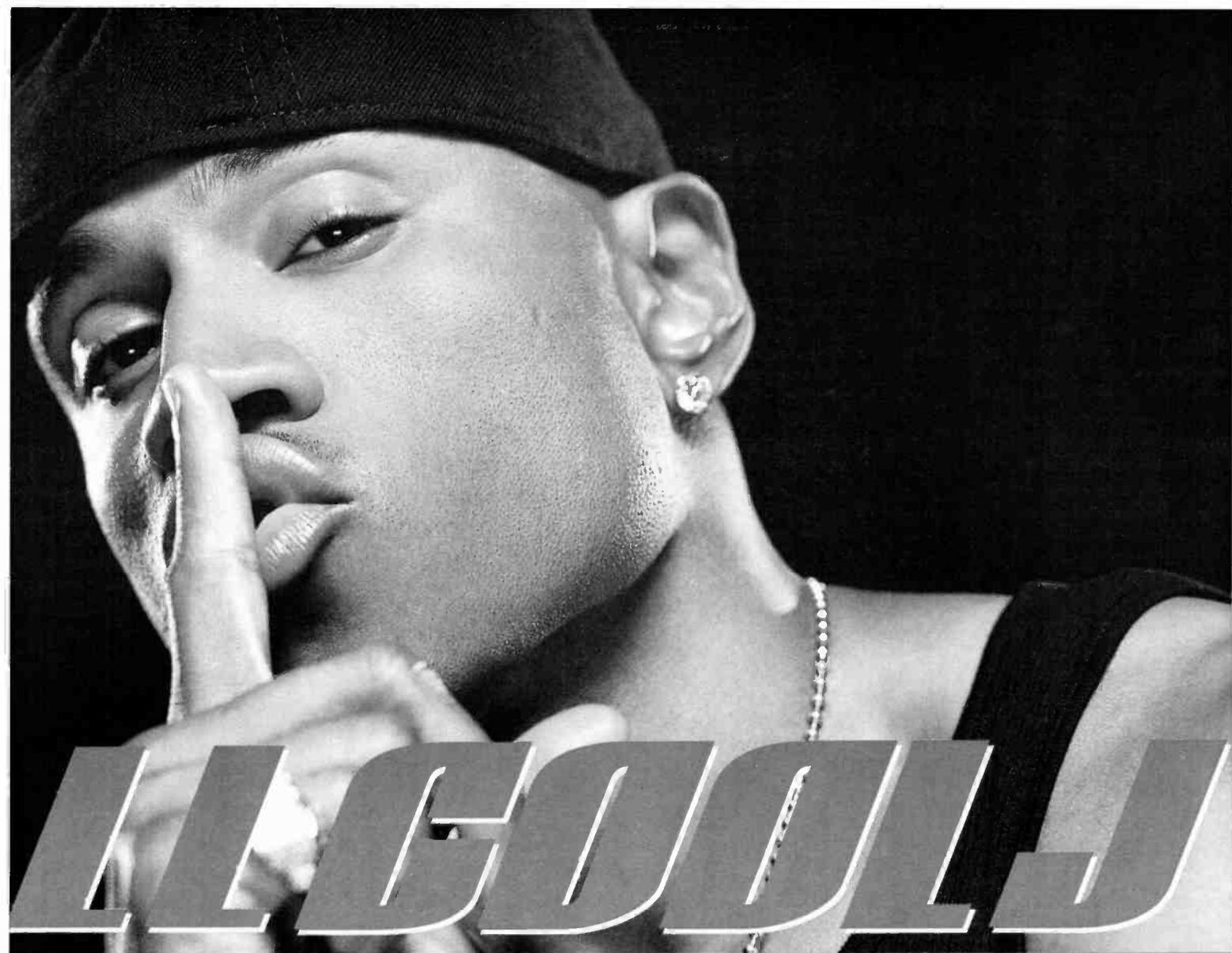
5. Serve warm with whipped cream, ice cream or both!



JoJo



Continued on Page 32



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Continued from Page 30



Alicia Keys

### Alicia Keys' Sautéed Shrimp With White Sauce

1. Sauté onions and red and yellow bell peppers in olive oil until they are soft and tender.
2. Add raw, cleaned, deveined shrimp. Allow to sauté until shrimp is tender.
3. Add your favorite Alfredo sauce and cook for another five minutes or until shrimp are soft – but not too long, so they're not rubbery.
4. Add seasoning salt, garlic powder, onion powder and pepper to taste and serve over linguine.



### Avril Lavigne's Tomato Bruschetta

(Courtesy of the Salt and Pepper Catering Company)

#### Ingredients

- One demi-baguette, sliced in rounds
- Two vine-ripened tomatoes, diced
- One handful of fresh basil (10-15 leaves)
- Freshly cracked black pepper (to taste)
- Four large cloves of garlic, chopped
- Sea salt (to taste)
- Extra virgin olive oil

#### Preparation

1. Preheat oven to 400 degrees.
2. In a medium bowl, combine tomatoes, basil, cracked pepper, garlic and sea salt. Set aside. This portion of the recipe can be made a couple hours before serving so that the flavors have time to come together.
3. Just prior to serving, place rounds of baguettes on a baking sheet. Brush each piece with olive oil. Place in oven for four to six minutes to crisp bread; should take on a slightly golden hue. Remove from oven, and top each piece of toasted baguette with tomato mixture.



Avril Lavigne



Jesse McCartney

### Jesse McCartney's Grandma's Refrigerator Cookies

(Originally known as Great-Grandma's Icebox Cookies)

#### Ingredients

- One cup butter at room temperature
- One cup brown sugar
- Two eggs, beaten
- One cup white sugar
- 3 1/2 cups flour
- One tablespoon vanilla
- Two teaspoons baking powder
- One teaspoon salt
- One cup chopped walnuts

#### Preparation

Cream together the butter and sugars. Add beaten eggs and vanilla. Add flour, salt and baking powder. (After adding about half the flour, I revert to mixing with my hands, as the dough becomes very stiff.) Add the walnuts.

Shape the dough into two long logs, about two inches in diameter. Roll logs in wax paper and put in refrigerator overnight. The next day, slice into cookies about 1/4" thick. Place on cookie sheet and bake at 350 degrees for eight to 10 minutes or until lightly browned. Makes close to 100 cookies.

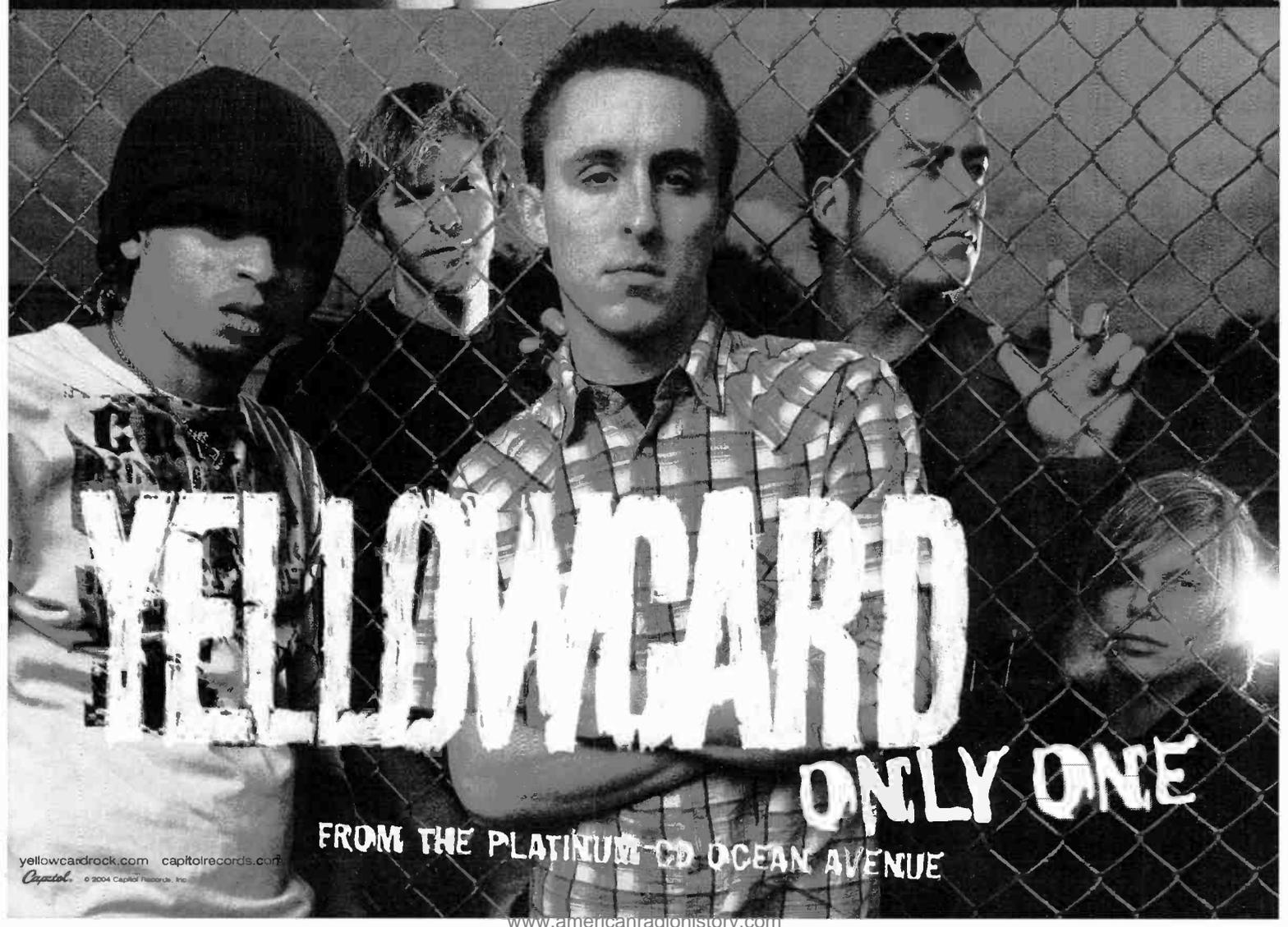


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Continued from Page 32

## Ed Green's Swedish Meatballs

### Ingredients

#### Meatballs

Two tablespoons butter, melted  
 One Maui onion  
 1 1/2 lbs. ground beef  
 1 1/2 lbs. ground pork  
 One cup unseasoned bread crumbs  
 One cup cream  
 1/2 teaspoon allspice  
 1/2 teaspoon nutmeg  
 Fresh ground black pepper  
 Two eggs, beaten  
 One stick butter, to brown meatballs

#### Sauce

Four tablespoons flour  
 Two cups sour cream  
 One cup half and half  
 One tablespoon chopped parsley  
 1/4 teaspoon allspice

1/4 teaspoon nutmeg  
 Fresh ground pepper  
 Coarse salt to taste

### Preparation

1. Sauté onion in butter over low heat. Don't let it brown. Add sautéed onions to the meat, bread crumbs, cream, seasonings and eggs. Mix together in a large bowl, then shape into two-inch balls (that's right, I said two-inch balls).

2. Brown meatballs in a frying pan with butter. Usually a dozen at a time works best. When cooked, keep warm in a double boiler or casserole dish in oven (not over 200 degrees).

3. To make the sauce, use pan drippings from meat. Flour pan and cook until light brown, stirring constantly. Mix in the sour cream, half and half, allspice, nutmeg and parsley. (Use a whisk — that's right, I said whisk.) Bring this mess to a simmer, then pour over your meatballs. Enjoy.



Ed Green

*Capitol*



Lisa Loeb

## Lisa Loeb's Almost Like Mom's Peanut Butter Chocolate Treats

(Based on Gail Loeb's recipe)

### Ingredients

Two full cups Hain's Graham Crackers (or other Whole Foods Graham Cracker) crumbs. (Crush up the crackers to a fine crumb either by hand or food processor.)

12 oz. natural peanut butter (no hydrogenated fat or salt added)

Two sticks butter, softened

Up to one box powdered sugar

12 oz. Scharffen Berger or other high-quality chocolate (I prefer bittersweet)

### Preparation

1. Melt chocolate over a double boiler until it is totally melted. Stir well while melting.

2. Mix together all of the other ingredients with your mixer (graham cracker crumbs, peanut butter, butter and powdered sugar).

3. Taste the mixture as you add the powdered sugar. When it tastes sweet enough to you, you can stop adding the sugar. My mother prefers the entire box — it does taste good.

4. Put this dough in a 9x13-inch pan. Mash the dough into a smooth layer. My mother puts wax paper over the mixture in the pan so that you can really get it flat and smooth.

5. Pour the melted chocolate over the mixture. Spread it with a knife to get the layer even.

6. Refrigerate the mixture uncovered for 30-40 minutes until it hardens. If you leave the mixture in the fridge for too long, take it out and let it soften a bit before you cut it with a sharp knife. If you cut it when it's too cold, the chocolate will crack and the skaters will fall into the lake.

7. Be careful: These are delicious treats. Make sure that you have some friends around to share with, or else a friend to go shopping with. After you've eaten the entire pan by yourself, you'll need a larger clothing size.



Continued on Page 36

Digital Delivery Monday, 9/27 3AM ET (12 Midnight PT) Via Email Blast  
CD-Pro on your desk Monday, 9/27 Adds: Tuesday, 9/28



# JUST LOSE IT

PERFORMED BY  
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FROM THE NEW ALBUM  
**ENCORE**

ALBUM IN STORES

# 11.16.04



World Premiere,  
Tuesday 10/5



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Management: Goliath Artists



Continued from Page 34



Lindsay Lohan

## Lindsay Lohan's Oatmeal Chocolate Chip Cookies

### Ingredients

3/4 cup butter  
 One cup white sugar  
 One cup brown sugar  
 Two eggs  
 One teaspoon vanilla  
 Two cups unbleached flour

### Preparation

The oatmeal should be run through a blender until it is very fine. The chocolate bar that you need to grate is the kind you buy to eat on the way home from the grocery store. Use your favorite, but you will need to buy a pretty big one. Chocolate also grates easier if it is nice and cold.

For the recipe, start out by creaming the butter with the sugars. Add in the eggs and vanilla. Combine the flour, baking soda, salt, baking powder and oatmeal, then mix it into the batter. Thoroughly mix in the grated chocolate bar, then add in the chocolate chips (and nuts, if you like).

Bake at about 375 degrees for roughly 10 minutes, depending on the size of your cookies.

2 1/2 cups dry oatmeal (thoroughly blended)  
 One teaspoon baking soda  
 One teaspoon salt  
 One teaspoon baking powder  
 12 oz. milk chocolate chips (one bag)  
 Four to six oz. finely grated chocolate bar  
 1 1/2 cups chopped nuts (very optional)

**UNIVERSAL**  
 RECORDS

## Joe & Camille Riccitelli's Secret Family Meatballs & Sauce

Here's Camille's (secret) family recipe for spaghetti and meatballs. We did not put the actual spaghetti directions in, but those are pretty self-explanatory (you will need about one pound). The amount below will feed a small army.

### Ingredients

#### Sauce

Two 28 oz. cans crushed tomatoes (if available, use one can Contadina crushed with roasted garlic and one with Italian herbs)  
 One can diced tomatoes (drain liquid)  
 One can tomato paste  
 Six garlic cloves, chopped  
 1/4 cup chopped fresh flat-leaf parsley  
 1/4 cup chopped basil and six leaves  
 Two teaspoons each salt and black pepper  
 Six teaspoons olive oil



Joe &amp; Camille Riccitelli

### Preparation

Lightly sauté the garlic in olive oil. Add tomatoes, tomato paste, parsley, basil, salt and pepper. Let simmer for about one hour or until it reaches the desired thickness.

### Ingredients

#### Meatballs

Two pounds (total) chopped meat (veal, beef, pork)  
 Four chopped garlic cloves  
 1/2 cup each chopped flat-leaf parsley and chopped fresh basil  
 1/2 cup grated parmesan or romano cheese  
 1/2 cup seasoned bread crumbs  
 One teaspoon each salt and black pepper  
 One egg

### Preparation

Mix together ingredients until blended. Roll into balls. Pan fry in olive oil until outside is lightly crisp, then add to sauce to continue cooking.

Continued on Page 36

Jesse  
McCartney

# BEAUTIFUL SOUL

**"GREAT callout Females 25-30"**

— Diana Laird/KHKS  
150+ spins to date

Beautiful Airplay:

At WKKS, KHKS, KDND, KUDD,  
KZHT, WPRO, KMXV, WKSS,  
WKRZ, WFME, WAHT, KLAL, WSSX, KZZU,  
WZEE, WLKT, WJJS, KSAS, KZMG,  
KNOP, WJZK, WIOG, WAYV, WKYK,  
WXXX, WNTD, KSME, WAEV

**"Forget all the name artists flooding your playlists,  
there's one new star that's about to shine —  
Jesse McCartney. 'BEAUTIFUL SOUL' is  
already breaking through in the  
most competitive time of the year"**

— Jeff McCord/KZHT

**"Jesse is a star with a voice to match!  
'BEAUTIFUL SOUL' is a mid-tempo pop  
SMASH that makes girls think they  
might actually have a shot  
with him. We love it!"**

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MALE artist? Thank you.  
'BEAUTIFUL SOUL'  
was a five-night winner  
here, even beating  
Ashley & JoJo!"**

— Christopher K. &  
Steve Wood/KDND

Star of WB's Hit TV Show  
**SUMMERLAND**

**"#1 Females 13-34."  
— Variety**



Produced by Adam Watts, Andy Dodd and Greg Wells.  
Vocals produced by Ginger McCartney and Sherry Kondor.

HOLLYWOOD  
RECORDS  
www.hollywoodrecords.com



Continued from Page 36

## Richard Marx's Rocket Fuel

(Prepared with Wayne Isaak of Isaak Entertainment)

There was a time when the idea of a rock 'n' roll singer contributing a recipe to a celebrity cookbook was about as likely as Ted Nugent joining the West Hollywood revival of *La Cage Aux Folles*. It just wasn't going to happen.

But that didn't mean that artists on tour didn't have their favorite dishes, whose immaculate preparation had to be to the letter of that artist's desire. Could be a fried chicken recipe that reminded them of their childhood or an old Italian sauce full of well-guarded secret spices or a very rigid yet satisfying vegetarian spread. The results, be they delicious or simply within the laws of the Department of Health, are no doubt smiled upon by those sharing in the meal.

While I enjoy a great meal as much as anyone, I'm not a chef. My productions take place in the studio, which is connected by a long hallway to my family's kitchen. My wife, Cynthia, is the producer there, and though she's considerably more adept than I am, she'd be the first to admit she's more Julia Roberts than Julia Child.

I do, however, feel like a creator when I enter my favorite place of fueling, "Starbucks: Anywhere USA." With the studied skill of Jerry Seinfeld ordering from the Soup Nazi, I call for the creation of my favorite and vital beverage: the Iced Venti Nonfat Cinnamon Mocha. To leave any word out would veer left or right of the blend that is, well, pretty much just mine. I always order it with a bit more bass resonance in my voice, because, though I'm addicted to it, it's not a very manly sounding drink.

It's nice to have a score of some sort with such a celebrated "caffeination." It gets my game on.



Richard Marx and friend



**EMI** Music Collective



Vanessa Carlton

## Vanessa Carlton's Morning Oatmeal

### Ingredients

- One cup Silk soy milk, vanilla flavor
- 1/2 cup old-fashioned long-cooking oatmeal
- 1 banana, sliced

### Preparation

Bring the soy milk to a soft boil on hotel hot plate or other heating element. Add the oatmeal. Cook for five minutes. Cover and let stand for two minutes. Top with banana.



## John Strazza's Killer Swordfish

The key to this whole dish is to find a quality location to purchase fish. Place a swordfish filet in a baking pan. Take an entire stick of butter, slice it into thin strips lengthwise, and lay the strips across the top of the filet. Squeeze one full lemon over the filet. Sprinkle with salt, pepper, garlic powder and oregano (the lemon juice will make the seasoning stick to the filet). Cover the entire file, butter and seasoning with a light coat of Italian seasoned bread crumbs.

Lastly, take white cooking wine, cover the bottle opening with your thumb, and drizzle the wine over the bread crumbs very, very slowly. The key here is to really take your time and let each drop of wine soak in to the bread crumbs; otherwise, you wash off everything you just covered the filet with.

Set the oven at 400 degrees, and bake the fish uncovered for at least 30 minutes.

When the butter melts, it cooks the fish top, and the seasoning sticks to the filet and becomes golden brown. In the bottom of the pan is an incredible broth.

Serve over brown or white rice, and be sure to have the broth get in the rice for the best taste.



John Strazza



Continued on Page 40

ashlee simpson

# "shadow"

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(5 weeks straight) and the #1 MTV video

From the 3X Platinum debut album **AUTOBIOGRAPHY**

**27** R&R CHR/Pop

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WHTZ KIIS WKSC KHKS WIOQ  
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## "I Don't Wanna Know"

Pop smash follow-up to the #1 **TOT**  
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Main support Green Day —  
One of the biggest tours this fall!

# New Found Glory

Produced By Neal Avron  
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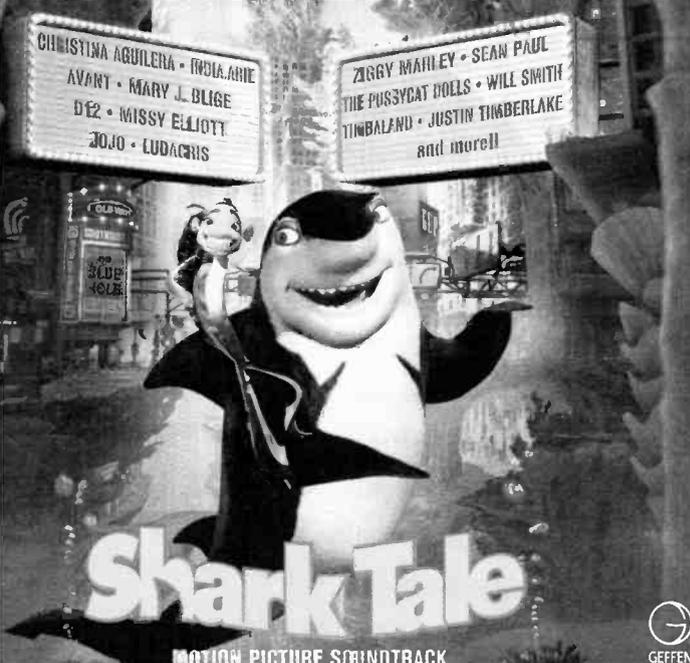
## CHRISTINA AGUILERA featuring Missy Elliott "Car Wash" from the Motion Picture Soundtrack SHARK TALE

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Soundtrack in stores NOW!  
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SHARK TALE Starring Will Smith as "Oscar", Jack Black as "Lenny", plus Renee Zellweger, Robert De Niro, Angelina Jolie, and Martin Scorsese



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



MOTION PICTURE SOUNDTRACK



Continued from Page 38



Tony Smith

## Tony Smith's Pork Tenderloin With Orange-Chipotle Sauce

(From Donna Smith)

### Ingredients

3 1/2 pounds pork tenderloin  
Six cups orange juice  
Two teaspoons salt  
Two tablespoons butter

Three large shallots, finely chopped  
One cup dry white wine  
2 3/4 cups low-salt chicken broth  
Two tablespoons chopped fresh cilantro  
One tablespoon chopped fresh chives  
One tablespoon minced canned chipotle chiles

### Preparation

Divide pork between two resealable plastic bags. Pour one cup orange juice and one teaspoon salt into each bag. Seal. Turn to coat. Chill at least three hours or overnight.

Melt butter in large saucepan over medium-high heat. Add shallots; sauté until soft but not browned, about two minutes. Add wine; boil until reduced to glaze, about 10 minutes. Add four cups orange juice and broth; boil until reduced to 1 3/4 cups, about 45 minutes. (Can be made one day ahead. Cool, cover and chill. I recommend doing this ahead because it makes a better-tasting sauce.)

Prepare barbecue (medium-high heat). Drain pork, pat dry. Grill to desired doneness, turning often, about 18 minutes for medium. Transfer to work surface, tent with foil, and let stand five minutes.

Meanwhile, bring sauce to simmer. Mix in cilantro, chives and chipotle chiles. Slice pork. Serve with sauce. Makes 10 servings.

- For a side dish, brush carrots, green onions, zucchini strips and asparagus with vinaigrette (our preference is Garlic Expressions Classic Vinaigrette Salad Dressing and Marinade), then grill.

- Also, I serve this meal with mashed sweet potatoes with roasted garlic:

### Ingredients

Two heads garlic  
One tablespoon olive oil  
4 1/2 pounds red-skinned sweet potatoes, peeled and cut into two-inch chunks  
1 1/4 cups whole milk  
3/4 cup whipping cream  
Two tablespoons (1/4 stick) butter

### Preparation

Preheat oven to 350 degrees. Cut tops off garlic, place in foil and drizzle with oil. Enclose garlic in foil. Bake until tender, about one hour. Let cool. Squeeze garlic to release from skins.

Cook sweet potatoes in pot of boiling salted water until tender, about 20 minutes. Drain and return to pot. Add milk, cream, butter and roasted garlic. Using electric mixer, beat until smooth. Season with salt and pepper. (Can be made one day ahead. Cover and chill.)

**HOLLYWOOD  
RECORDS**

## Flea's Polish Favors

(Prepared by Felicia Swerling-Suslow for her husband, Arthur.)

### Ingredients

Two medium eggs  
Two egg yolks  
1/4 teaspoon salt  
1/2 cup confectioners' sugar  
Two cups all-purpose flour  
1/4 cup vodka  
1/4 cup soft butter  
One pound lard or shortening  
2/3 cup confectioners' sugar (mixed with powdered vanilla, if you can get it)



### Preparation

Beat the eggs and egg yolks with the salt until creamy. Add the 1/2 cup of sugar and beat some more. Add the flour, vodka and butter. Knead the dough for 10 minutes.

Roll out a small portion on a lightly floured board until paper-thin. Cut 1 1/2-inch by six-inch strips. Cut a two-inch-long hole in the middle of each strip, then pass one end of the strip through it.

Heat the lard in a large frying pan. Fry strips on high heat on both sides until golden. Place on tissue paper to cool. Sprinkle with the additional confectioners' sugar through a sieve.

This is a traditional Polish treat for winter parties. Yields three dozen.



Felicia Swerling-Suslow

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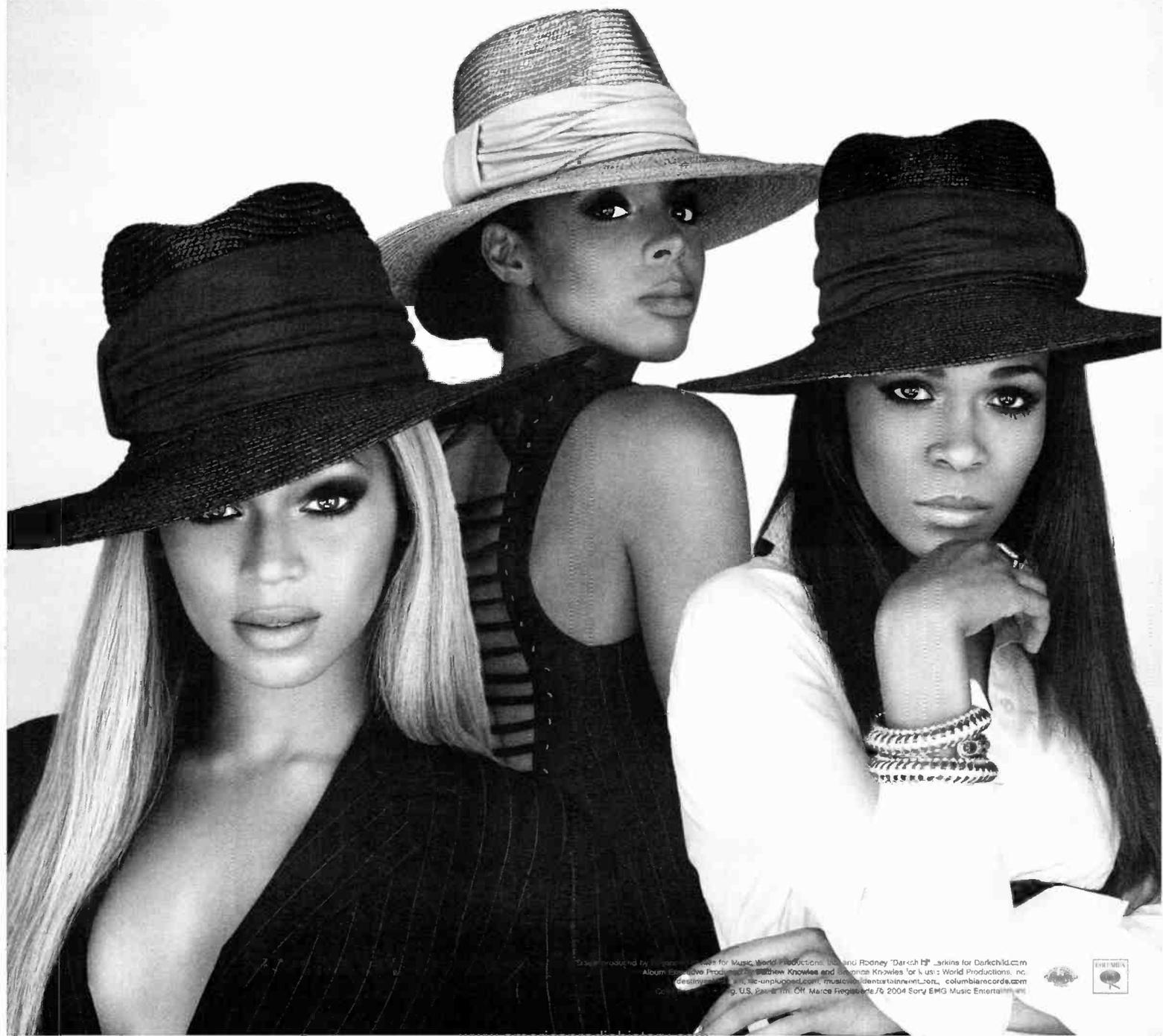
# lose my breath

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**#1 MOST ADDED – Urban, Rhythm, Pop!**  
**#1 GREATEST GAINER – Urban, Rhythm, Pop!**



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Album Executive Producers: ... Knowles and ... Knowles for ... World Productions, Inc.  
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IN STORES  
OCTOBER 2004

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Continued from Page 40

## John 'The Horse' McMann's World-Famous 'Guac That Horse Built'

### Ingredients

Four avocados  
One heaping tablespoon of finely diced red onion

One medium tomato, finely diced  
Two tablespoons of chopped cilantro  
One small jalapeno, finely diced  
(Can you handle it?)  
One small squeeze of a fresh lime  
Lots of salt and a little pepper (to taste)



John 'The Horse' McMann



Skye Sweetnam

## Skye Sweetnam's Secret CSCs (Chocolate Sprinkle Cookies)

### Ingredients

Two cups skim milk  
Two cups sugar  
One cup shortening  
Four eggs

Six cups flour  
Two teaspoons vanilla extract  
Two teaspoons cream of tartar  
Two teaspoons each baking soda and powder  
2 1/2 cups chocolate sprinkles

### Preparation

1. Heat oven to 325 degrees.
2. Mix sugar, eggs, vanilla and shortening until fluffy, then mix in flour, cream of tartar, baking soda and powder. Mix in milk, and then drop in chocolate sprinkles.
3. Put on greased cookie sheets (oversized tablespoon size or larger).
4. Bake at 325 degrees for 12 minutes or until brown.
5. Eat with milk, and you'll write hit songs!



## Tommy Nappi's Rigatoni Pomodoro

### Things you will need

12-inch frying pan  
Large pot  
Large bowl  
Strainer  
One can whole peeled tomatoes with tomato puree and basil  
Extra virgin olive oil  
Garlic  
Onion  
Salt  
Pepper  
Oregano  
Basil  
Sugar  
One pound rigatoni

### How to make it

Thinly slice two or three cloves of garlic and about the same amount of onion. Open the tomatoes and slice them into smaller pieces. Heat frying pan over medium heat and coat with olive oil. Throw in garlic and onion and cook for about two minutes until they are almost brown. Throw in the tomatoes. Add some salt, pepper, oregano, basil and, if you like a sweeter sauce, throw in some sugar. Put flame to low and cook for about 20 minutes. The amount of seasoning you add is up to your taste.

Boil water in the large pot. Add pasta and salt. Cook pasta for less than 10 minutes. I like them on the harder side, so I usually take them down before 10 minutes. Drain the pasta and pour into the large bowl. Add sauce. If you like cheese, sprinkle some grated cheese over the pasta.

You can use almost any kind of pasta with this recipe.



Tommy Nappi



Continued on Page 44



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Mario

## Mario's Banana-Nut Pancake Special

(As prepared by Michael Williams)

### Ingredients

- Two cups pancake mix
- Dash cinnamon
- Two cups walnuts
- Two eggs
- One cup milk

One cup thinly sliced bananas

### Directions

1. In a small mixing bowl, mix the pancake mix and cinnamon. In a separate bowl, mix the milk and eggs. Pour the milk mixture into the pancake mix. Stir until blended. Pour in the walnuts and sliced bananas and stir.
2. Lightly spray a nonstick pan with oil. Heat pan. Pour 1/2 a cup of the mixture in and cook until bubbles form around the edge of pancake. Flip and cook for about four minutes. Butter it up, pour on a gang of banana syrup, and enjoy!



## Trick Daddy's 'Double DD' Baked Beans

### Ingredients

- Three 24 oz. cans of B&M baked beans
- One cup of barbecue sauce
- Four slices of cooked bacon, all chopped up
- One bunch of scallions chopped up reeeeeeeal good
- One shot of Hennessy (more if ya nasty!)
- Salt and pepper



Trick Daddy



Scot Finck enjoying Kevin Carter's patented pizza recipe.

## Grandma Santoro's Secret Sauce

(Submitted, with love, by Scot Finck)

This was a trademark recipe of my Great-Grandma Santoro, the Italian matriarch of our family, who lived in Providence. The funny part is that no one ever seemed to know her first name; she was simply "Grandma" to everyone, including her own kids. I can still see her standing there, all 4' 5" of her, 99 years old, winter-white hair in the grandma bun and wearing the grandma support hose.

First, she would roll 100 mini-meatballs and brown them. Then, she went to work on the sauce: a little olive oil, a little garlic and some fresh parsley in a giant pan. (I defy you to find a true Italian sauce recipe that contains actual measurements — that's the "fugazi" sauce, as Al Pacino referred to it in *Donnie Brasco*.) To that, she would add five cans of crushed tomatoes and a can and a half of tomato paste. And then — I swear this is true — we'd wait for the sound: a swelling of saliva in her mouth, her lips would purse and — "ptui" — several tiny grandma droplets, direct from the old country, would fall into the sauce. Trust me, no one would go near it until it simmered for at least eight hours, but when it was finally done, I'm just saying, it was not to be beat!



# Good Charlotte Predictable

# GOOD CHARLOTTE "Predictable"



#1 ON  **TRL!!!**  
**BIG 10 ROTATION!!!!**

DEBUT **38** R&R CHR/Pop!

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**32** R&R Alternative  
**32\*** Modern Rock Monitor

## MAJOR MARKET LEADERS...

Z100/New York	KISS108/Boston	Y100/Miami	KBKS/Seattle
KDND/Sacramento	WAKS/Cleveland	WNOU/Indy	WDRQ/Detroit
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## PHONES BLOWING UP!!!!

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**THE CHRONICLES OF LIFE & DEATH**  
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10/5 AOL Broadband Rocks online concert...



September 24, 2004

**POWERED BY**  
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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	MAROON 5 She Will Be Loved (Octone/J/RMG)	8171	+420	642896	13	121/0
1	2	ASHLEE SIMPSON Pieces Of Me (Geffen)	7665	-478	611489	18	120/0
3	3	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	7626	+401	592281	13	121/0
5	4	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	6161	+276	494307	14	118/0
6	5	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	5897	+582	469508	15	118/0
7	6	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	5341	+178	409164	11	109/0
4	7	JOJO Leave (Get Out) (BlackGround/Universal)	5069	-942	362991	24	119/0
13	8	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	4929	+620	408525	9	108/1
10	9	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	4595	+1	317312	11	109/1
8	10	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	4521	-455	318525	23	114/0
11	11	ALICIA KEYS If I Ain't Got You (J/RMG)	4393	-78	339421	20	112/0
9	12	NINA SKY Move Ya Body (Next Plateau/Universal)	4156	-532	317028	17	108/0
18	13	KELLY CLARKSON Breakaway (Hollywood)	4069	+687	349027	9	103/6
15	14	LINKIN PARK Breaking The Habit (Warner Bros.)	4047	+163	275122	9	114/1
16	15	FINGER ELEVEN One Thing (Wind-up)	3991	+166	279405	18	105/2
19	16	TERROR SQUAD Lean Back (Universal)	3771	+410	305246	8	83/2
12	17	KEVIN LYTTLE Turn Me On (Atlantic)	3673	-747	318307	18	115/0
14	18	NELLY My Place (Derry/Fo' Reel/Universal)	3525	-718	197051	10	112/0
21	19	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	3439	+285	197550	8	112/0
17	20	HOOBASTANK The Reason (Island/IDJMG)	3428	-388	284535	30	118/0
22	21	SEETHER f/JAMY LEE Broken (Wind-up)	3191	+376	215331	7	101/2
20	22	JUVENILE Slow Motion (Cash Money/Universal)	2944	-410	186633	13	90/0
41	23	DESTINY'S CHILD Lose My Breath (Columbia)	2932	+1938	249260	2	119/1
24	24	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	2770	+239	182110	8	105/1
23	25	C. AGUILERA f/M. ELLIOTT Car Wash (DreamWorks/Geffen/Interscope)	2731	+155	170358	4	102/0
25	26	USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	2525	+544	194534	3	101/6
26	27	ASHLEE SIMPSON Shadow (Geffen)	2492	+668	220387	4	113/6
27	28	HILARY DUFF Fly (Buena Vista/Hollywood)	1869	+82	102382	6	96/1
33	29	NELLY f/CHRISTINA AGUILERA Tilt Ya Head Back (Derry/Fo' Reel/Universal)	1837	+510	178072	3	72/5
28	30	DASHBOARD CONFESSIONAL Vindicated (Vagrant/Interscope)	1723	+74	70759	8	88/0
30	31	NITTY Nasty Girl (Rostrum/Universal)	1602	+121	120684	6	53/4
32	32	FRANZ FERDINAND Take Me Out (Domino/Epic)	1426	+55	59527	7	83/3
29	33	USHER Confessions Part 2 (LaFace/Zomba)	1402	-144	85210	19	103/0
36	34	VANESSA CARLTON White Houses (A&M/Interscope)	1332	+139	77306	5	90/5
35	35	SKYE SWEETNAM Tangled Up In Me (Capitol)	1296	+88	35761	6	80/0
39	36	KILLERS Somebody Told Me (Island/IDJMG)	1276	+244	43668	5	83/6
48	37	JOJO Baby It's You (BlackGround/Universal)	1224	+535	96329	2	85/5
43	38	GOOD CHARLOTTE Predictable (Epic)	1041	+151	54549	2	75/8
31	39	LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	937	-436	53454	9	55/0
42	40	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	888	-91	44663	17	76/0
47	41	AKON f/STYLES P. Locked Up (SRC/Universal)	877	+159	62175	2	32/6
46	42	MIS-TEEQ One Night Stand (Reprise)	876	+126	31734	2	61/2
37	43	D12 How Come (Shady/Interscope)	875	-309	51238	15	91/0
Debut	44	TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	861	+330	59393	1	54/9
Debut	45	SIMPLE PLAN Welcome To My Life (Lava)	814	+484	75162	1	74/17
45	46	MONICA U Should've Known Better (J/RMG)	782	-10	25075	5	56/0
Debut	47	BRITNEY SPEARS My Prerogative (Jive/Zomba)	767	+767	83397	1	93/93
Debut	48	YELLOWCARD Only One (Capitol)	724	+215	25421	1	58/9
44	49	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	626	-192	37785	13	35/0
40	50	MODEST MOUSE Float On (Epic)	606	-411	25543	11	71/0

121 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
BRITNEY SPEARS My Prerogative (Jive/Zomba)	93
C. MILIAN f/J. BUDDEN Whatever U Want (Island/IDJMG)	36
SIMPLE PLAN Welcome To My Life (Lava)	17
LINDSAY LOHAN Rumors (Casablanca/Universal)	17
GAVIN DEGRAW I Don't Want To Be (J/RMG)	16
JESSE MCCARTNEY Beautiful Soul (Hollywood)	12
YELLOWCARD Only One (Capitol)	9
TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	9
GOOD CHARLOTTE Predictable (Epic)	8

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DESTINY'S CHILD Lose My Breath (Columbia)	+1938
BRITNEY SPEARS My Prerogative (Jive/Zomba)	+767
KELLY CLARKSON Breakaway (Hollywood)	+687
ASHLEE SIMPSON Shadow (Geffen)	+668
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	+620
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	+582
USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	+544
JOJO Baby It's You (BlackGround/Universal)	+535
NELLY f/C. AGUILERA Tilt Ya... (Derry/Fo' Reel/Universal)	+510
SIMPLE PLAN Welcome To My Life (Lava)	+484

## New & Active

GAVIN DEGRAW I Don't Want To Be (J/RMG)	Total Plays: 602, Total Stations: 49, Adds: 16
CHRISTINA MILIAN f/JOE BUDDEN Whatever U Want (Island/IDJMG)	Total Plays: 588, Total Stations: 72, Adds: 36
J-KWON You & Me (So Def/Zomba)	Total Plays: 559, Total Stations: 15, Adds: 1
JOSS STONE You Had Me (S-Curve/EMC)	Total Plays: 430, Total Stations: 39, Adds: 2
THREE DAYS GRACE Just Like You (Jive/Zomba)	Total Plays: 407, Total Stations: 49, Adds: 5
BUSTED What I Go To School For (Universal)	Total Plays: 402, Total Stations: 38, Adds: 1
JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	Total Plays: 388, Total Stations: 12, Adds: 0
CROSSFADE Cold (Columbia)	Total Plays: 370, Total Stations: 41, Adds: 2
JOHN MAYER Daughters (Aware/Columbia)	Total Plays: 196, Total Stations: 15, Adds: 3
LL COOL J Hush (Def Jam/IDJMG)	Total Plays: 165, Total Stations: 13, Adds: 6

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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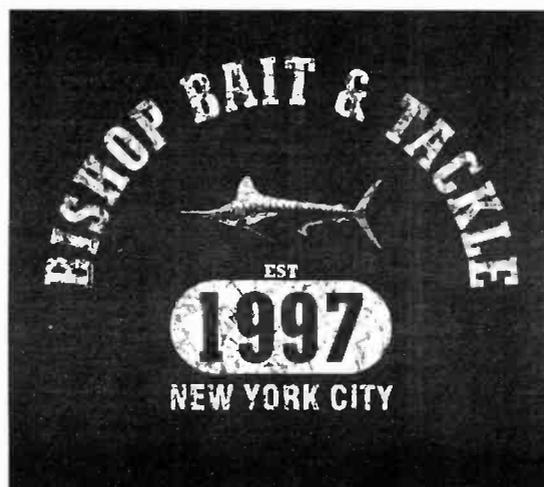
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popcat@aol.com

September 24, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	MAROON 5 She Will Be Loved (Dctone/J/RMG)	3628	-70	68306	13	59/0
3	2	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	3397	+30	64337	14	57/0
2	3	ASHLEE SIMPSON Pieces Of Me (Geffen)	3200	-247	61625	17	57/0
4	4	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	3120	+169	58579	14	57/1
6	5	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	2965	+307	55977	12	57/0
5	6	JOJO Leave (Get Out) (BlackGround/Universal)	2526	-363	48342	23	51/0
13	7	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	2090	+170	39124	9	50/2
12	8	LINKIN PARK Breaking The Habit (Warner Bros.)	2072	+137	38088	8	51/0
11	9	FINGER ELEVEN One Thing (Wind-up)	2052	-57	36244	17	52/0
9	10	KEVIN LYTTLE Turn Me On (Atlantic)	2029	-282	37011	18	48/0
8	11	NINA SKY Move Ya Body (Next Plateau/Universal)	2024	-378	35258	15	48/0
16	12	SEETHER f/AMY LEE Broken (Wind-up)	1986	+187	34952	9	55/0
15	13	BOWLING FOR SOUP 1985 (Silvertone/Live/Zomba)	1968	+123	35669	8	53/0
10	14	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	1952	-277	38188	24	47/0
7	15	NELLY My Place (Derrty/Fo' Reel/Universal)	1932	-460	36256	10	49/0
14	16	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	1899	+60	33969	10	48/0
18	17	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	1859	+251	34661	8	50/2
19	18	KELLY CLARKSON Breakaway (Hollywood)	1796	+243	35140	9	49/2
17	19	ALICIA KEYS If I Ain't Got You (J/RMG)	1533	-256	25620	19	44/0
22	20	C. AGUILERA f/M. ELLIOTT Car Wash (DreamWorks/Geffen/Interscope)	1421	+208	24206	4	49/3
21	21	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	1350	+111	24489	7	48/4
20	22	HOOBASTANK The Reason (Island/IDJMG)	1205	-225	24471	30	40/0
26	23	ASHLEE SIMPSON Shadow (Geffen)	1185	+345	19530	3	49/4
24	24	TERROR SQUAD Lean Back (Universal)	1101	+148	20869	6	43/4
28	25	USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	1061	+317	19929	3	46/6
23	26	JUVENILE Slow Motion (Cash Money/Universal)	996	-203	18780	11	33/1
25	27	HILARY DUFF Fly (Buena Vista/Hollywood)	939	+20	16303	5	39/1
50	28	DESTINY'S CHILD Lose My Breath (Columbia)	886	+647	18124	2	49/16
36	29	NELLY f/CHRISTINA AGUILERA Tilt Ya Head Back (Derrty/Fo' Reel/Universal)	823	+310	15532	2	38/3
33	30	NITTY Nasty Girl (Rostrum/Universal)	655	+108	12179	3	31/3
29	31	OASHBOARO CONFSSIONAL Vindicated (Vagrant/Interscope)	641	-3	11440	8	32/1
31	32	VANESSA CARLTON White Houses (A&M/Interscope)	633	+44	13518	5	34/0
27	33	USHER Confessions Part 2 (LaFace/Zomba)	623	-132	11497	16	24/1
34	34	FEEL She Makes Makeup Look Good (Curb)	549	+11	8881	8	17/0
35	35	FRICKIN' A Trend (Toucan Cove/Alert Entertainment)	517	-13	10221	11	15/0
30	36	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	510	-125	8688	17	15/0
47	37	JOJO Baby It's You (BlackGround/Universal)	465	+173	8200	2	32/8
40	38	KILLERS Somebody Told Me (Island/IDJMG)	457	+70	8015	2	28/2
42	39	BURKE RONEY Wendy (R World/Ryko)	396	+42	5706	5	12/1
45	40	TOM KAFAFIAN Can't Change Me (Great Escape)	384	+49	5191	4	10/0
32	41	LLOYO f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	363	-183	6333	6	16/0
48	42	GOOD CHARLOTTE Predictable (Epic)	337	+58	6868	2	23/4
43	43	FRANZ FERDINAND Take Me Out (Domino/Epic)	327	-7	5466	4	19/2
44	44	BROOKE HOGAN Everything To Me (Transcontinental/1-4)	296	-33	5920	11	14/0
38	45	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	280	-197	4198	15	11/0
49	46	SKYE SWEETNAM Tangled Up In Me (Capitol)	254	-3	3821	5	16/3
Debut	47	AKON f/STYLES P. Locked Up (SRC/Universal)	250	+73	5396	1	13/2
Debut	48	MIS-TEEQ One Night Stand (Reprise)	223	+29	4463	1	15/1
37	49	MODEST MOUSE Float On (Epic)	216	-253	4280	7	9/0
Debut	50	TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	215	+139	4041	1	23/12

59 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.

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## Most Added\*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
BRITNEY SPEARS My Prerogative (Jive/Zomba)	23
DESTINY'S CHILD Lose My Breath (Columbia)	16
TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	12
C. MILIAN f/J. BUDDEN Whatever U Want (Island/IDJMG)	12
JOJO Baby It's You (BlackGround/Universal)	8
USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	6
SIMPLE PLAN Welcome To My Life (Lava)	5
ASHLEE SIMPSON Shadow (Geffen)	4
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	4
TERROR SQUAD Lean Back (Universal)	4
GOOD CHARLOTTE Predictable (Epic)	4
TREE THIRTEEN Stupid Little Games (Out The Box/Uninhibited)	4
LINDSAY LOHAN Rumors (Casablanca/Universal)	4
C. AGUILERA f/M. ELLIOTT Car... (DreamWorks/Geffen/Interscope)	3
NELLY f/C. AGUILERA Tilt Ya Head Back (Derrty/Fo' Reel/Universal)	3
NITTY Nasty Girl (Rostrum/Universal)	3
SKYE SWEETNAM Tangled Up In Me (Capitol)	3
J-KWON You & Me (So So Def/Zomba)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DESTINY'S CHILD Lose My Breath (Columbia)	+647
ASHLEE SIMPSON Shadow (Geffen)	+345
USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	+317
NELLY f/C. AGUILERA Tilt Ya... (Derrty/Fo' Reel/Universal)	+310
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	+307
CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	+251
KELLY CLARKSON Breakaway (Hollywood)	+243
C. AGUILERA f/M. ELLIOTT Car... (DreamWorks/Geffen/Interscope)	+208
SEETHER f/AMY LEE Broken (Wind-up)	+187
JOJO Baby It's You (BlackGround/Universal)	+173
SIMPLE PLAN Welcome To My Life (Lava)	+172
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	+170
BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	+169
TERROR SQUAD Lean Back (Universal)	+148
BRITNEY SPEARS My Prerogative (Jive/Zomba)	+140
TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	+139
LINKIN PARK Breaking The Habit (Warner Bros.)	+137
BOWLING FOR SOUP 1985 (Silvertone/Live/Zomba)	+123
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	+111
NITTY Nasty Girl (Rostrum/Universal)	+108
AKON f/STYLES P. Locked Up (SRC/Universal)	+73
KILLERS Somebody Told Me (Island/IDJMG)	+70
YELLOWCARD Only One (Capitol)	+67
HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	+60
GOOD CHARLOTTE Predictable (Epic)	+58
FINGER ELEVEN One Thing (Wind-up)	+57
TOM KAFAFIAN Can't Change Me (Great Escape)	+49
VANESSA CARLTON White Houses (A&M/Interscope)	+44
LENNY KRAVITZ Lady (Virgin)	+44
BURKE RONEY Wendy (R World/Ryko)	+42

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America's Best Testing CHR/Pop Songs  
12 + For The Week Ending 9/24/04

Artist Title (Label)	TW	LW	Famil.	Burn	W 12-17	W 18-24	W 25-34
KELLY CLARKSON Breakaway (Hollywood)	4.30	4.32	87%	10%	4.46	4.35	4.13
MAROON 5 She Will Be Loved (Octone/JRMG)	4.19	4.25	98%	30%	4.16	4.25	4.11
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	4.09	4.13	89%	17%	4.18	4.14	3.92
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	4.07	4.14	98%	28%	4.17	4.04	4.00
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	4.07	4.07	74%	16%	4.23	4.06	3.83
BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	4.00	4.07	78%	12%	4.17	3.99	3.87
ASHLEE SIMPSON Pieces Of Me (Geffen)	3.96	3.93	99%	43%	4.09	3.87	4.03
USHER #LUDACRIS & LIL' JON Yeah (LaFace/Zomba)	3.95	3.88	98%	52%	3.75	3.85	4.28
SEETHER #AMY LEE Broken (Wind-up)	3.92	4.10	73%	13%	4.03	4.13	4.02
BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	3.89	3.78	100%	35%	3.69	3.79	4.11
SWITCHFOOT Meant To Live (Red Ink/Columbia)	3.88	3.91	94%	42%	3.82	3.86	3.74
JOJO Leave (Get Out) (BlackGround/Universal)	3.85	3.70	99%	48%	3.57	3.74	4.05
LINKIN PARK Breaking The Habit (Warner Bros.)	3.82	3.87	90%	27%	3.78	3.94	3.84
HOBBASTANK The Reason (Island/DJMG)	3.81	3.88	99%	58%	3.44	3.83	3.82
FINGER ELEVEN One Thing (Wind-up)	3.77	3.91	81%	27%	3.52	3.77	3.65
ALICIA KEYS If I Ain't Got You (J/RMG)	3.56	3.65	96%	45%	3.45	3.66	3.40
D12 How Come (Shady/Interscope)	3.54	3.44	95%	37%	3.50	3.57	3.65
C. AGUILERA... Car Wash (DreamWorks/Geffen/Interscope)	3.52	-	75%	17%	3.67	3.49	3.28
USHER Confessions Part 2 (LaFace/Zomba)	3.47	3.60	98%	54%	3.76	3.68	3.29
CHRISTINA MILIAN Dip It Low (Island/DJMG)	3.46	3.44	94%	50%	3.34	3.43	3.58
NELLY My Place (Derrty/Fo' Reel/Universal)	3.45	3.56	85%	32%	3.33	3.60	3.47
HILARY DUFF Fly (Buena Vista/Hollywood)	3.45	-	71%	17%	3.35	3.60	3.42
HOUSTON #CHINGY & NATE DOGG I Like That (Capitol)	3.40	3.56	91%	39%	3.30	3.39	3.46
TERROR SQUAD Lean Back (Universal)	3.36	3.53	83%	33%	3.41	3.44	3.44
KEVIN LYTTLE Turn Me On (Atlantic)	3.34	3.27	93%	50%	3.02	3.27	3.53
LOS LONELY BOYS Heaven (Or/Epic)	3.34	3.34	91%	45%	2.90	3.22	3.46
NINA SKY Move Ya Body (Next Plateau/Universal)	3.31	3.42	95%	55%	3.00	3.40	3.47
LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	3.31	3.41	84%	38%	3.13	3.48	3.40
CIARA #PETEY PABLO Goodies (LaFace/Zomba)	3.21	3.49	77%	32%	3.21	3.21	3.38

Total sample size is 425 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

**R&R CANADA CHR/POP TOP 30**

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	485	+9	13	4/0
2	2	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	458	-1	15	5/0
3	3	MAROON 5 She Will Be Loved (Octone/JRMG)	443	+20	8	3/0
8	4	LINKIN PARK Breaking The Habit (Warner Bros.)	391	+39	7	3/0
5	5	K-O-S Crabbuckit (Astralwerks/Virgin)	384	+7	7	6/0
7	6	ASHLEE SIMPSON Pieces Of Me (Geffen)	369	+1	11	3/0
4	7	NELLY My Place (Derrty/Fo' Reel/Universal)	358	-52	8	4/0
11	8	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	341	+37	8	2/0
6	9	KESHIA CHANTE Does He... (Vik/BMG Music Canada)	333	-37	12	4/0
13	10	CIARA #PETEY PABLO Goodies (LaFace/Zomba)	326	+40	6	4/0
10	11	JOJO Leave (Get Out) (BlackGround/Universal)	309	-28	15	4/0
17	12	TERROR SQUAD Lean Back (Universal)	292	+38	10	4/0
Debut	13	DESTINY'S CHILD Lose My Breath (Columbia)	286	+184	1	4/3
18	14	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	277	+29	3	4/0
9	15	NINA SKY Move Ya Body (Next Plateau/Universal)	259	-82	17	6/0
16	16	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	258	-10	5	1/0
19	17	HOUSTON #CHINGY & NATE DOGG I Like That (Capitol)	252	+10	11	3/0
15	18	CHRISTINA MILIAN Dip It Low (Island/DJMG)	251	-22	19	5/0
12	19	KEVIN LYTTLE Turn Me On (Atlantic)	241	-50	11	5/0
14	20	JUVENILE Slow Motion (Cash Money/Universal)	229	-48	10	2/0
23	21	USHER #ALICIA KEYS My Boo (LaFace/Zomba)	227	+64	3	4/0
Debut	22	SIMPLE PLAN Welcome To My Life (Lava)	226	+136	1	5/1
21	23	KELLY CLARKSON Breakaway (Hollywood)	209	+18	3	3/0
20	24	SEETHER #AMY LEE Broken (Wind-up)	205	-5	17	2/0
22	25	C. AGUILERA... Car Wash (DreamWorks/Geffen/Interscope)	185	+9	2	5/0
27	26	HILARY DUFF Fly (Buena Vista/Hollywood)	142	+1	2	4/0
26	27	LL COOL J Headsprung (Def Jam/DJMG)	142	-2	2	1/0
Debut	28	KILLERS Somebody Told Me (Island/DJMG)	136	+22	1	3/0
29	29	ALICIA KEYS If I Ain't Got You (J/RMG)	134	0	10	3/0
25	30	FEFE DOBSON Don't Go (Girls & Boys) (Island/DJMG)	133	-19	16	4/0

14 Canadian CHR reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. ♣ Indicates Cancun. © 2004, R&R, Inc.



**MRAZ MELTS IN MIAMI** Despite the heat emanating from the street, Jason Mraz stopped in at WHYI (Y-100.7)/Miami to generate some sparks of his own. Seen here are (l-r) Y-100.7 Asst. PD/midday guy Donnie Michaels and PD Rob Roberts, Mraz and Y-100.7 morning co-host Carolina Bermudez and MD/afternoon driver Michael Yo.



**CARTER GETS JIGGY WITH THE TALENT** Universal artist Hayley Westenra stopped by R&R's palatial offices to sing a few songs and hang out with the fabulous R&R staff. Here she is just before rearing up and helicoptering CHR/Pop Editor Kevin Carter across the room.

**Please Send Your Photos**

R&R wants your best snapshots

(color or black & white).

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

R&R, c/o Keith Berman: [kberman@radioandrecords.com](mailto:kberman@radioandrecords.com)

Stations and their ads listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, NY; Albuquerque, NM; Allentown, PA) with their respective owners and advertising agencies.

POWERED BY MEDIABASE
\* Monitored Reports
181 Total Reporters
121 Total Monitored
60 Total Indicator
Did Not Report, Playlist Frozen (1): WFBA/Columbus, GA



# From Local To National

## Taking your show to the masses

**Y**ou're a top radio talent who has the highest ratings across the board in Miami, and everyone gives you accolades for how entertaining and unique your show is. Like any other star, you'd like to have a bigger audience, but you don't necessarily want to leave Miami due to your desire to be around sexy people and your infatuation with the beach. Not wanting to jeopardize your personal needs, you think, "How can I possibly continue to live in Miami while getting my radio show heard by the masses?"

Or you could be that program director in Mobile who has terrible weekend ratings. You wish you could put on a show in those day-parts that had a big-name radio personality attached to it, a show filled with celebrity guests and the hottest elements. You think to yourself, "What an incredible dynamic that would bring to the station. My weekend ratings would be insane, and I'd kill my competition."

When situations like these arise, there is a solution. Welcome to the world of syndicated radio.

"Syndication is taking a product, brand, benchmark or program that is successful in a single market and transforming it into a national brand," says Gary Bernstein, President of SuperRadio Networks, a syndication company that's part of the Access.1 Communications family. SuperRadio has 45 radio programs in various formats airing on more than 2,500 radio stations, including stations in just about every major market.

"Syndication gives other stations across the country the opportunity to take advantage of a phenomenal product that's not airing in their own market," says Bernstein. With ratings success stories including such nationally syndicated shows as *The Baka Boyz Hip Hop Mastermixx*, *The Wendy Williams Experience*, *Pocos Pero Locos*, *Dr. Dre and Ed Lover's Jump Off* and *Sunday Night Slow Jams*, SuperRadio has shown itself to be forward-thinking in developing unique, niche-type radio shows for nearly 17 years.

More and more radio program-

mers are relying on the features and big-name talent of nationally syndicated shows to fill their weekend day-parts, and more air personalities are looking to take their shows to the next level through syndication. Do you know the ins and outs of syndicated radio? If not, sit back and relax, because Bernstein is about to teach you a frickin' lesson.

### Finding The Right Show

How do radio syndication companies find those one-of-a-kind radio shows to offer potential affiliates? "There are two ways," Bernstein says. "One way of doing it is to create your own luck just by being in the trenches." Bernstein does this by spending much of his time traveling to various markets in hopes of finding that one show that moves him.

"You've got to have a show that's compelling, that's so much better than what somebody can do locally not just in terms of quality, but also in terms of resources," he says. "It has to be an automatic 'I must have,' because, in this day and age, only the 'I must haves' are going to clear. If it's something that's disposable, it won't get cleared. It can't be just a generic radio show."

Bernstein found one such show when he went to Chicago to visit WGCI PD Elroy Smith. "I heard this phenomenal mix," Bernstein says. "It sounded special. It sounded intricate, different — something that the typical mixer or radio station couldn't get. When that mix was going on, everyone at the station was mesmerized. Elroy said, 'Gary,

this thing is the biggest, most lovable benchmark on my entire station.'

"We quickly moved to syndicate that benchmark. Now it's battle-proven. It's in 60 other markets across the country. It's a very memorable benchmark. Right now that specific mix is running at 8am on WNEW/New York."

Another way syndication companies find the right shows to syndicate is by approaching personalities who have created a buzz for themselves and have the ratings to back up that buzz, such as WBLS/New York's Wendy Williams. "Wendy has a tremendous track record," says Bernstein. "She's No. 1 in New York 18-49, and, if you do your research, you know other markets would like to have her if they had the opportunity."

Bernstein points out that syndicated shows usually begin in New York, Los Angeles or Chicago. "That's where they start, and they move elsewhere," he says. "Those cities are great test laboratories."

**"Our goal going into the future is to find more brands that have undeniable track records that will keep moving and take stations to greater heights."**

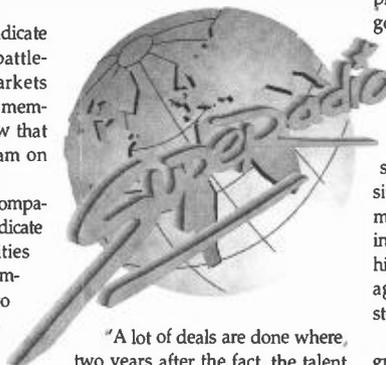
### Contract Negotiations

As an air talent or mixer, you've gotten the attention of a syndication company. Now it's time to sit down to make a deal. But wait! Before you sign your life away, make sure you have a full understanding of your role as the talent. "I believe in educating a person on what the syndication process is all about and the

**"Syndication is taking a product, brand, benchmark or program that is successful in a single market and transforming it into a national brand."**

different options available," Bernstein says.

He does so by figuring out the needs of the individual. What is the person's financial situation? What would he or she ultimately like to accomplish through syndication? "I don't do a deal with anybody without understanding their specific needs upfront," Bernstein says.



"A lot of deals are done where, two years after the fact, the talent understands what the deal actually meant. That's the wrong kind of deal to cut. We educate them on how the revenues work, how advertising works, and how it works through our rep firm. We take them to our rep firm, and they understand the syndication process before they get in to a deal."

Once the education is complete and the needs of the individual have been determined, a suitable package is created. "That's important, because no one wants to get into a deal and not know what they're doing," Bernstein says. "It's much like artists and record companies. Some artists sign their lives away, and, all of sudden, six albums later, it's 'What did I do?' We really believe in keeping our producers happy and educated."

"There are generally two different types of deals. One kind of deal is where you do a partnership with the talent, where the talent owns the radio show and there's a revenue split. That's an attractive deal for the talent, because they participate in the upside. The other way of doing it is to hire the talent. Then they work for us and get a steady paycheck."

### The Revenue Streams

A syndicator operating on a barter basis makes its money through commercials sold by its rep firm. "Most of our shows have commercials either inside the show or ROS [run of schedule] on the station," says Bernstein. "Our rep firm, Media America, sells those commercials. Sometimes what they'll do is

group different shows together so we can get a certain percentage of the country.

"If you have a person who has a radio show that's in a niche format and that might only have 12 or 14 stations, they're able to make more money if we combo that with a couple of other shows. We like people to be able to monetize their radio program from Day One. That's the goal."

With radio companies focusing on the bottom line more than ever before, syndicators have had to adjust when they're working on a barter deal with a radio station. "We really have to be sensitive to the needs of the station to make sure that the barter is not going to hurt the program director and his interaction with the sales manager and general manager," Bernstein says.

"We want to make sure that programming and sales are not at odds. I want to make sure that the programming and the value attached to it is such that the sales manager says, 'I can't do without this radio show. It creates higher unit rates.'"

Running niche syndicated shows can also create nontraditional revenue for stations. "Pocos Pero Locos, which started at KPWR/Los Angeles, had a very small niche," Bernstein says. "Now they're taking that show around the country. You get a radio show, merchandising and a concert. The station gets a two-hour show that spikes the ratings, and we bring in a concert that they can tie in to and merchandise off of."

### Ahead Of The Curve

SuperRadio's goal is to stay ahead of the curve in developing unique shows and working with the hottest air talent. How will they continue to raise the bar? "Shows like *Pocos Pero Locos* and *Sunday Night Slow Jams* are battle-tested in enough markets that we're not talking about a concept anymore, we're talking about stuff with an undeniable track record," Bernstein says.

"Our goal going into the future is to find more brands like that, that have undeniable track records that will keep moving and take stations to greater heights. You need the ideal combination of superstar hosts and great production, benchmarks and features in the show. When you have that kind of combination, you have something that stations can't easily duplicate themselves, and you have bidding wars. That's where SuperRadio wants to be."

# R&R CHR/RHYTHMIC TOP 50

September 24, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	6796	-11	740887	16	87/0
1	2	TERROR SQUAD Lean Back (Universal)	6784	-36	674985	15	83/0
4	3	NELLY My Place (Derrty/Fo' Reel/Universal)	5563	+277	496537	10	84/1
3	4	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	4993	-338	492931	18	82/0
8	5	USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	4573	+904	444495	5	85/0
6	6	AKON f/STYLES P. Locked Up (SRC/Universal)	4367	+233	414180	22	71/1
5	7	LL COOL J Headsprung (Def Jam/IDJMG)	4137	-33	401099	12	84/0
7	8	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	3689	-199	352621	27	72/0
9	9	JUVENILE Slow Motion (Cash Money/Universal)	3407	-186	382189	23	82/0
11	10	JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	3244	+171	359029	12	72/1
10	11	KEVIN LYTTLE Turn Me On (Atlantic)	2879	-507	278574	22	72/0
12	12	HOUSTON f/CHINGY & NATE DOGG I Like That (Capitol)	2588	-257	267359	19	72/0
13	13	J-KWON You & Me (So So Def/Zomba)	2567	+253	166038	9	68/0
20	14	TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	2509	+752	197446	4	76/9
16	15	MASE Breathe, Stretch, Shake (Bad Boy/Universal)	2266	+81	253515	7	69/1
19	16	ALICIA KEYS f/TONY, TONI, TONE & JERMAINE PAUL Diary (J/RMG)	2155	+311	258603	10	74/3
41	17	DESTINY'S CHILD Lose My Breath (Columbia)	2060	+1366	244256	2	80/2
15	18	T.I. Let's Get Away (Grand Hustle/Atlantic)	1927	-370	145638	14	66/0
17	19	NINA SKY Move Ya Body (Next Plateau/Universal)	1901	-285	181866	24	65/0
18	20	USHER Confessions Part 2 (LaFace/Zomba)	1846	-134	187841	24	47/0
14	21	LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	1839	-474	127593	20	69/0
27	22	N.O.R.E. f/NINA SKY & OADDY YANKEE Oye Mi Canto (Def Jam/IDJMG)	1746	+556	235683	6	59/10
21	23	LIL SCRAPPY No Problem (BME/Reprise)	1504	-1	185554	11	60/2
32	24	CHINGY Balla Baby (DTP/Capitol)	1413	+422	104000	4	73/9
37	25	LL COOL J Hush (Def Jam/IDJMG)	1411	+580	128749	2	66/4
23	26	213 Groupie Luv (TVT)	1403	+22	136156	9	48/0
28	27	SHAWNNA f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	1250	+79	152478	10	58/2
22	28	MONICA U Should've Known Better (J/RMG)	1159	-249	139235	15	53/0
24	29	LLOYD BANKS I'm So Fly (Interscope)	1113	-152	57876	6	59/0
34	30	FABOLOUS Breathe (Atlantic)	1062	+170	102998	3	72/8
40	31	SNOOP DOGG Drop It Like It's Hot (Doggy Style/Geffen)	1055	+343	150906	3	48/22
31	32	YONNIE f/YING YANG TWINS In Da Club (Universal)	1037	-20	51920	5	51/2
30	33	NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)	1036	-45	120627	5	52/0
26	34	YOUNG BUCK Let Me In (Interscope)	879	-230	110482	13	67/0
36	35	XZIBIT Muthaf**ka (Loud/Columbia)	847	+11	47936	4	46/0
33	36	TWISTA f/R. KELLY So Sexy (Atlantic)	828	-145	111419	14	48/1
43	37	NELLY f/CHRISTINA AGUILERA Tilt Ya Head Back (Derrty/Fo' Reel/Universal)	805	+125	56046	3	14/1
47	38	JOJO Baby It's You (BlackGround/Universal)	793	+302	67359	2	33/4
35	39	GUERRILLA BLACK f/BEEBIE MAN Compton (Virgin)	793	-60	61166	8	49/2
45	40	GAME f/50 CENT Westside Story (Aftermath/G-Unit/Interscope)	760	+172	89965	3	23/2
39	41	JUVENILE f/WACKO & SKIP Nolia Clap (Rap-A-Lot/Asylum)	750	+24	112354	11	25/0
38	42	RUPEE Tempted To Touch (Atlantic)	734	-3	71895	5	44/4
25	43	PITBULL Back Up (TVT)	686	-538	44513	12	40/1
42	44	SILKK THE SHOCKER f/MASTER P We Like Dem Girls (New No Limit/Koch)	558	-103	44385	7	32/0
Debut	45	NB RIOAZ Pretty Girl (Upstairs)	483	+80	28740	1	4/1
Debut	46	JOHN LEGEND Used To Love You (Columbia)	444	+131	35335	1	31/3
48	47	BLACK EYED PEAS Let's Get It Started (A&M/Interscope)	439	-10	27336	9	14/1
-	48	LIL' EDDIE f/MARIO WINANS I Don't Think I Ever (Yellowcity/Big3)	401	-1	15544	5	31/1
50	49	BODY HEADBANGERS f/YOUNGBLOOOZ I Smoke, I Drink (Universal)	388	-5	56274	2	9/1
Debut	50	YOUNG BUCK Shorty Wanna Ride (Interscope)	384	+166	27279	1	38/4

89 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
TWISTA f/R. KELLY So Sexy Chapter II (Never Like This) (Atlantic)	33
C. MILIAN f/J. BUDDEN Whatever U Want (Island/IDJMG)	29
SNOOP DOGG Drop It Like It's Hot (Doggy Style/Geffen)	22
YUNG WUM f/DAVID BANNER Walk It, Talk It (J/RMG)	15
PLAY-N-SKILLZ Call Me (Universal)	12
N.O.R.E. f/NINA SKY & DADDY... Oye Mi Canto (Def Jam/IDJMG)	10
TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	9
CHINGY Balla Baby (DTP/Capitol)	9
FABOLOUS Breathe (Atlantic)	8

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DESTINY'S CHILD Lose My Breath (Columbia)	+1366
USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	+904
TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	+752
LL COOL J Hush (Def Jam/IDJMG)	+580
N.O.R.E. f/NINA SKY & DADDY... Oye Mi Canto (Def Jam/IDJMG)	+556
CHINGY Balla Baby (DTP/Capitol)	+422
SNOOP DOGG Drop It Like It's Hot (Doggy Style/Geffen)	+343
A. KEYS f/TONY, TONI, TONE & J. PAUL Diary (J/RMG)	+311
JDJD Baby It's You (BlackGround/Universal)	+302
NELLY My Place (Derrty/Fo' Reel/Universal)	+277

## New & Active

LLOYD Hey Young Girl (Murder Inc./Def Jam/IDJMG) Total Plays: 365, Total Stations: 28, Adds: 2
MDBB DEEP Real Gangstaz (Violator/Zomba) Total Plays: 357, Total Stations: 27, Adds: 1
LIL' WAYNE Go DJ (Cash Money/Universal) Total Plays: 355, Total Stations: 22, Adds: 7
PITBULL Dammit Man (TVT) Total Plays: 340, Total Stations: 18, Adds: 4
I-20 f/LUOACRIS Break Bread (DTP/Capitol) Total Plays: 280, Total Stations: 20, Adds: 1
MANNIE FRESH Real Big (Cash Money/Universal) Total Plays: 268, Total Stations: 20, Adds: 2
C. AGUILERA f/M. ELLIOTT Car Wash (DreamWorks/Geffen/Interscope) Total Plays: 261, Total Stations: 15, Adds: 0
TQ Right On (Hub/Lightyear) Total Plays: 250, Total Stations: 13, Adds: 2
PLAY-N-SKILLZ Call Me (Universal) Total Plays: 218, Total Stations: 22, Adds: 12
CASSIDY f/JUVENILE Make U Scream (J/RMG) Total Plays: 199, Total Stations: 19, Adds: 0

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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# In The Eye Of The Storm

## How programmers deal with natural disasters

**W**ith a number of hurricanes hitting Southeast and Gulf Coast states this season, broadcasters have been forced to review their plans and procedures related to natural disasters. How prepared are you and your staff? Do you have a plan of action that can be rolled out easily and quickly? And what about the aftermath? These are things you might want to think about now if your station serves an area where hurricanes — or tornadoes, wildfires, earthquakes or floods — are a threat.

As I write this, my TV is tuned to the Weather Channel and Hurricane Ivan is about to hit the Gulf Coast, most likely Mobile. But the storm's effects could reach as far west as New Orleans and Texas and as far east as the Florida Panhandle and Central Coast, recently devastated by Hurricane Charley. To make matters worse, there is already another hurricane, Jeanne, traveling through the Caribbean on a path that could take it up the southeast coast of the United States.

What can you expect if you're in the path of one of these hurricanes? To get some insight, I talked to PDs who are dealing with the imminent arrival of Ivan, as well as others who have recently survived their own storms.

### Preparing For The Worst

LeBron Joseph, OM of Citadel's New Orleans cluster, including Urban AC KMEZ and Gospel WPRF, was preparing for the worst when I reached him by phone the day before Ivan was set to hit the Crescent City. "New Orleans hasn't had a hurricane of this magnitude hit in many, many years," he said. "I've lived here basically all my life, and I don't recall anything this large."

"What a lot of people may not realize is that this city sits nine feet below sea level — we're basically in a bowl, with water all around us. It's quite possible that the storm surge could flood downtown New Orleans with several feet of water."

"While there is not a mandatory evacuation, the mayor has asked people to leave the city. In fact, they've made all the major highways evacuation routes so that both sides of the expressways are for exiting vehicles only. They've estimated that over half the city — half a million people — has left."

Joseph and a few key members of his staff were planning to stay on to keep information flowing over the airwaves. "We are on a higher floor here

in our office building," Joseph said. "Initially, the building management wanted to close down the entire site. Our general manager had to get the

mayor of New Orleans involved so we could continue operating live.

"We felt, as did the mayor, that it is so important to have live information on-air before, during and after the storm. If people lose their power or if they're in their vehicles leaving or returning to the city and can't get their information from the TV news, their only source of information is radio."

"Our plan is to have two people staff each station, and they will serve four hours on, four hours off. The rest of our staff have all been asked to evacuate. While we are continuing to run music now, we are running news and weather updates in every break. Once the storm hits, we may go to all news, depending on how bad it gets."

Unfortunately for the KNOU/New Orleans staff, the station was forced to evacuate because the building is in a low-lying area. PD Lamonda Williams was on the road to Houston when I reached her for this story. "We have the station on automation," she said. "Most of the staff have left the city."

"I'm driving to Houston, because we've found that hotels as far away as Baton Rouge; Shreveport, LA; and even Memphis are already sold out. When we left, Dallas and Houston hotels still had rooms, but now I understand that Dallas is booked solid."

### Procedures In Place

Kenny Smoov, PD of Cumulus' WDAI/Myrtle Beach, SC, recently weathered Hurricane Charley. "The eye went right over the station," he said. "In fact, we thought the storm was over, it was so calm. But within a few minutes the winds came back up and the rain started again."

It was frightening how fast it all changed."

Smoov said his station and the cluster have standard systems and procedures in place for hurricanes. "We go into cluster mode once the storm seems like it's coming this way," he said. "One of our sister stations is the main EAS station for the area, so we will always have the studios manned for that reason. But, generally, we have only a skeleton staff on hand — usually the PDs and a few key managers."

**"Before the storm hits we try to remind people about important things to take with them, like insurance papers and such in case their home or property is destroyed."**

Kenny Smoov

"While we try to keep music flowing, our main objective is to get the pertinent information out to the listeners. We try to have as many local officials as we can live on-air to help calm people and disperse info. When it's coming from an official, listeners seem to feel more assured. One of the big concerns around here during Charley was flooding. Before the storm hits, we try to remind people about important things to take with them, like insurance papers and such in case their home or property is destroyed."

"We have numerous traffic reports telling how to avoid flooded areas, as well as the best routes to get to emergency shelters. You have to find out all this information before the storm hits and constantly update it as the storm is happening."

"I have a book of contact names and numbers for important officials so that we can continually update that information. It's important to develop relationships with these people long before a disaster strikes. Make sure you

## Natural Disaster Checklist

Here's a list of some of the things programmers suggest you do to prepare for a disaster.

- Have generators for both your studio and transmitter site. Periodically check the generators to make sure they are running, and have enough gas on hand for several days.
- Have important contact numbers for local police and fire officials posted in the studio and your office.
- Develop relationships with emergency personnel and groups like the Red Cross so you can quickly get information to pass along to your listeners.
- Have supplies like canned food and water at your studios, along with flashlights, batteries and blankets or sleeping bags for staff who stay over.
- Pack up and bring your station's hard drives out with you if the facilities are in danger.
- Make sure you charge up cell phones so you have a means to communicate if telephone service is interrupted.
- In the worst-case scenario, have an escape route planned.

print the list up, though, because if you only have it in the computer, you could lose power and not be able to gain access to it when you need it most."

### Have A System

"I've also learned from experience that you need to make sure your generators are up and working and have enough gas," Smoov continued. "You need to do this periodically, long before the threat of a storm in your area. Even though, technically, this might be the responsibility of the engineer, I don't leave it to anyone but myself, because ultimately my station suffers and the listeners suffer if it's not done."

"Our building is in a low-lying area, so we face the threat of flooding. Another thing we do is make sure we take our hard drives out of the building if we have to evacuate."

"We also have a storage unit at our facility filled with sleeping bags, cots and supplies for this kind of event. Being on the East Coast, we've dealt with hurricanes before, so the cluster is completely prepared."

Just down the coast from Myrtle Beach at another Cumulus cluster, Sam Nelson, PD of WEAS, WJLG & WTYB/Savannah, GA, said, "We've been through hurricanes like this a few times, and we've learned from past events. The city here has really gotten its procedures together as well."

"When you tell people they have to evacuate, you'd better have a system in place to, first, get the information out and, second, have preplanned routes. If you look at what they're doing in New Orleans, they made all the highways in both directions all one direction, leaving the city."

"For our cluster, we have several contingency plans for different levels of storms. Common-sense things like having a generator are important, but what some people don't realize is that you have to have generators for both your studios and your transmitter site. Some companies may even have backup generators in place."

### After The Storm

"After a storm, part of what we do is assess the damage for listeners," Nelson continued. "They need to know about federal aid, insurance informa-

tion and where to get supplies and help. We also let them call us and express their needs."

Nelson is even thinking ahead about helping his Cumulus sister stations in Mobile. "We think we may be able to help them after the storm hits by gathering supplies and such that we can send," he said. "I've already reached out to Myronda Rueben, PD of WBLX/Mobile. We've talked to the Red Cross here, with whom we've done a lot of events and charity work, and we're already developing plans."

"I also noticed on the news that many of the Mobile-area military bases sent some of their soldiers and aircraft to the Savannah Army facilities, so I've reached out to the military base here to find out if we can somehow hook up with them to give them supplies and donations that they can take back when they return to the Mobile area."

**"Initially, the building management wanted to close down the entire site. Our general manager had to get the mayor of New Orleans involved so we could continue operating live."**

LeBron Joseph

Nelson added that his station may be facing another hurricane in a matter of days. "We're watching the Weather Channel now to see where Jeanne may be headed," he said. "It looks like it may be the southeast coast — right toward us. We will continue to track it and start to make our plans for a possible hit to Savannah. The key is to be prepared."



Sam Nelson



LeBron Joseph



Kenny Smoov

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	CIARA f/PETEY PABLO Goodies (LaFace/Zomba)	4407	+164	603589	13	72/0
2	2	TERROR SQUAD Lean Back (Universal)	3536	-145	471675	15	62/0
3	3	JADAKISS f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	3516	-14	390467	14	69/0
4	4	NELLY My Place (Derrty/Fo' Reel/Universal)	3215	+79	407177	10	72/0
5	5	ALICIA KEYS f/TONY, TONI, TONE & JERMAINE PAUL Diary (J/RMG)	3077	+118	448635	18	69/0
10	6	USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	2674	+628	354727	4	72/0
8	7	AKON f/STYLES P. Locked Up (SRC/Universal)	2464	+77	274842	12	37/2
9	8	LIL SCRAPPY No Problem (BME/Reprise)	2412	+154	237917	17	65/1
7	9	LL COOL J Headsprung (Def Jam/IDJMG)	2175	-218	257537	12	69/0
6	10	LIL' FLIP Sunshine (Sucka Free/Loud/Columbia)	2098	-441	265184	16	55/0
12	11	ANTHONY HAMILTON Charlene (So So Def/Zomba)	2089	+176	249149	11	60/0
14	12	MASE Breathe, Stretch, Shake (Bad Boy/Universal)	1790	+137	208567	6	57/0
11	13	TWISTA f/R. KELLY So Sexy (Atlantic)	1689	-261	198839	17	64/0
17	14	JUVENILE f/WACKO & SKIP Nolia Clap (Rap-A-Lot/Asylum)	1653	+174	207694	11	56/2
13	15	KANYE WEST Jesus Walks (Roc-A-Fella/IDJMG)	1629	-144	223389	25	68/0
18	16	NELLY Flap Your Wings (Derrty/Fo' Reel/Universal)	1537	+58	196476	6	64/0
29	17	LIL' WAYNE Go DJ (Cash Money/Universal)	1429	+454	141760	4	62/8
15	18	JUVENILE Slow Motion (Cash Money/Universal)	1346	-244	156975	32	23/0
16	19	T.I. Let's Get Away (Grand Hustle/Atlantic)	1298	-267	133753	17	64/0
22	20	LLOYD BANKS I'm So Fly (Interscope)	1216	+45	123939	7	64/0
21	21	GUERRILLA BLACK f/BEENIE MAN Compton (Virgin)	1211	-13	87207	9	53/1
26	22	DEM FRANCHISE B0YZ White Teez (Universal)	1175	+128	136615	8	37/0
32	23	LL COOL J Hush (Def Jam/IDJMG)	1171	+394	150387	2	63/1
20	24	YOUNG BUCK Let Me In (Interscope)	1130	-250	122729	14	62/0
24	25	CRIME MOB Knuck If You Buck (BME/Warner Bros./Reprise)	1079	-47	81391	13	41/1
Debut	26	DESTINY'S CHILD Lose My Breath (Columbia)	1060	+775	147926	1	69/3
28	27	BOOY HEADBANGERS f/YOUNGBLOODZ I Smoke, I Drink (Universal)	1031	+52	70289	2	38/2
23	28	CHRISTINA MILIAN Dip It Low (Island/IDJMG)	978	-189	128603	12	30/0
37	29	FABOLOUS Breathe (Atlantic)	975	+273	95477	3	61/1
25	30	BRANDY Who Is She 2 U (Atlantic)	953	-101	83587	8	47/0
38	31	SNOOP DOGG Drop It Like It's Hot (Doggy Style/Geffen)	896	+234	117837	2	2/1
35	32	JOHN LEGEND Used To Love You (Columbia)	869	+138	79112	3	50/0
27	33	R. KELLY U Saved Me (Jive/Zomba)	852	-143	126194	15	56/0
30	34	NEW EDITION Hot 2 Nite (Bad Boy/Universal)	814	+1	79533	11	35/0
Debut	35	CHINGY Balla Baby (DTP/Capitol)	802	+402	68752	1	56/4
33	36	MANNIE FRESH Real Big (Cash Money/Universal)	793	+41	56585	3	44/1
31	37	SHAWNNA f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	789	-17	91482	8	46/0
36	38	LLOYD Hey Young Girl (Murder Inc./Def Jam/IDJMG)	784	+67	56999	4	52/1
47	39	YOUNG BUCK Shorty Wanna Ride (Interscope)	723	+271	64305	2	53/2
Debut	40	TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	656	+314	70119	1	57/10
42	41	SHYNE f/ASHANTI Jimmy Choo (Gangland/Def Jam/IDJMG)	528	-15	38016	5	48/0
41	42	MOBB DEEP Real Gangstaz (Violator/Zomba)	497	-49	58884	4	46/2
40	43	URBAN MYSTIC Where Were You? (Sobe)	497	-56	24615	7	28/0
44	44	BEENIE MAN King Of The Dancehall (Virgin)	462	-18	106453	5	28/0
49	45	JARVIS Radio (So So Def/Zomba)	445	+19	24212	5	42/1
50	46	KEYSHIA COLE I Changed My Mind (A&M/Interscope)	436	+26	40663	2	43/0
39	47	LLOYD f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	436	-138	37548	20	49/0
48	48	O'RYAN Take It Slow (Universal)	418	-11	28059	5	32/0
45	49	D.O.D. f/KANYE WEST Higher (Legion)	405	-55	31628	9	30/0
Debut	50	HOUSTON Ain't Nothing Wrong (Capitol)	396	+84	30770	1	41/2

72 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. © 2004, Arbitron Inc. © 2004, R&R, Inc.

## Most Added\*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
R. KELLY Red Carpet (Jive/Zomba)	47
TWISTA f/R. KELLY So Sexy Chapter II (Never Like This) (Atlantic)	40
YONNIE f/YING YANG TWINS In Da Club (Universal)	28
EE-DE Let's Get To It (The Krunk Love Song) (NME)	12
TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	10
LIL' WAYNE Go DJ (Cash Money/Universal)	8
4MULA1 Gotta Roll (Sobe)	8
LIL' ROMEO f/NICK CANNON My Cinderella (New No Limit)	6
CHINGY Balla Baby (DTP/Capitol)	4
FEDERATION Go Dumb (Virgin)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DESTINY'S CHILD Lose My Breath (Columbia)	+775
USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	+628
LIL' WAYNE Go DJ (Cash Money/Universal)	+454
CHINGY Balla Baby (DTP/Capitol)	+402
LL COOL J Hush (Def Jam/IDJMG)	+394
TRICK DADDY Let's Go (Slip-N-Slide/Atlantic)	+314
FABOLOUS Breathe (Atlantic)	+273
YOUNG BUCK Shorty Wanna Ride (Interscope)	+271
SNOOP DOGG Drop It Like It's Hot (Doggy Style/Geffen)	+234
ANTHONY HAMILTON Charlene (So So Def/Zomba)	+176

## New & Active

I-20 f/LUDACRIS Break Bread (DTP/Capitol)  
Total Plays: 334, Total Stations: 29, Adds: 0

M2U Issues (Virgin)  
Total Plays: 317, Total Stations: 33, Adds: 1

RUPEE Tempted To Touch (Atlantic)  
Total Plays: 275, Total Stations: 23, Adds: 1

R. KELLY Red Carpet (Jive/Zomba)  
Total Plays: 269, Total Stations: 48, Adds: 47

213 Groupie Luv (TVT)  
Total Plays: 261, Total Stations: 26, Adds: 1

N.O.R.E. f/WINA SKY & DADDY... Oye Mi Canto (Def Jam/IDJMG)  
Total Plays: 252, Total Stations: 15, Adds: 0

J-KWON You & Me (So So Def/Zomba)  
Total Plays: 229, Total Stations: 30, Adds: 2

LIL' ROMEO f/NICK CANNON My Cinderella (New No Limit)  
Total Plays: 213, Total Stations: 31, Adds: 6

LETOYA U Got What I Need (Capitol)  
Total Plays: 212, Total Stations: 25, Adds: 3

YOUNG ROME Freaky (T.U.G./Universal)  
Total Plays: 209, Total Stations: 22, Adds: 2

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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# Tigger's blowin' up the weekends!

## Persons 12-34, AQH Share

**WWPR** – New York 22.2 to 32.7 up 47.3%

**WGCI** – Chicago 11.1 to 14.1 up 27.0%

**KMEL** – San Francisco 16.3 to 22.9 up 40.5%

**WLLD** – Tampa 3.5 to 5.3 up 51.4%

**WBTJ** – Richmond 2.2 to 5.9 up 168.2%

## Adults 18-49, AQH Share

**WWPR** – New York 19.1 to 25.1 up 31.4%

**WGCI** – Chicago 14.3 to 18.1 up 26.6%

**KMEL** – San Francisco 14.1 to 19.7 up 39.7%

**WLLD** – Tampa 2.4 to 4.5 up 87.5%

**WBTJ** – Richmond 1.9 to 6.0 up 215.8%

Source: Arbitron, WWSW, SP-01, AQH Share, MSA, SAT/SUN, Exact Time

*live in the den with*  
**big tigger**

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# R&R URBAN AC TOP 30

September 24, 2004

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	PRINCE Call My Name (Columbia)	1384	+64	142116	19	46/1
2	2	ALICIA KEYS f/TONY, TONI, TONE & JERMAINE PAUL Diary (J/RMG)	1358	+48	142705	16	43/0
3	3	ANITA BAKER You're My Everything (Blue Note/EMC)	1207	-48	137311	13	49/0
4	4	LUTHER VANDROSS Think About You (J/RMG)	1089	-1	141405	44	48/0
5	5	TEENA MARIE Still In Love (Cash Money/Universal)	984	-49	100757	31	47/0
7	6	JILL SCOTT Golden (Hidden Beach/Epic)	914	+34	101827	15	44/0
6	7	BRIAN MCKNIGHT What We Do Here (Motown)	862	-77	93348	13	46/2
8	8	R. KELLY U Saved Me (Jive/Zomba)	808	+10	80509	14	42/2
9	9	ALICIA KEYS If I Ain't Got You (J/RMG)	741	+27	79530	30	43/0
13	10	PATTI LABELLE & RONALD ISLEY Gotta Go Solo (Def Soul/IDJMG)	690	+135	74286	8	45/1
10	11	R. KELLY Happy People (Jive/Zomba)	667	-26	82308	27	21/0
11	12	KEM Love Calls (Motown/Universal)	658	+27	81554	85	37/0
12	13	BOZZ II MEN What You Won't Do For Love (MSM/Koch)	609	+32	52623	11	37/0
14	14	PATTI LABELLE New Day (Def Soul/IDJMG)	556	+5	77158	27	37/0
15	15	TAMYRA GRAY Raindrops Will Fall (19/Sobe)	510	-8	34012	9	42/0
16	16	BONEY JAMES f/BILAL Better With Time (Warner Bros.)	478	-5	34756	12	33/0
18	17	T. MARIE f/G. LEVERT A Rose By Any Other Name (Cash Money/Universal)	416	+93	35103	3	34/2
17	18	VAN HUNT Down Here In Hell (With You) (Capitol)	345	+11	23690	11	32/4
20	19	ANGIE STONE U-Haul (J/RMG)	330	+39	29987	6	31/2
22	20	NORMAN BROWN I Might (Warner Bros.)	264	+29	18593	3	26/0
26	21	NELLY My Place (Derrty/Fo' Reel/Universal)	232	+33	16598	3	7/0
24	22	LALAH HATHAWAY Forever, For Always, For Love (GRP/VMG)	228	+27	15405	3	26/3
21	23	AMEL LARRIEUX For Real (Bliss Life)	206	-42	22688	5	9/0
23	24	LASHELL GRIFFIN Free (Epic)	202	-28	11041	20	15/0
25	25	TAMIA Still (Atlantic)	201	0	13594	6	18/0
27	26	FANTASIA I Believe (J/RMG)	172	-27	13252	11	16/0
Debut	27	JOSS STONE Spoiled (S-Curve/EMC)	149	-1	8485	1	18/D
Debut	28	THEO CHEMISTRY (TWP)	141	+21	4203	1	6/0
Debut	29	INCOGNITO True To Myself (Narada)	139	-6	6464	1	13/0
Debut	30	JEFF MAJORS Pray (Music One)	137	-6	13746	1	11/0

## Most Added\*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
O'JAYS Make Up (Sanctuary/SRG)	15
VAN HUNT Down Here In Hell (With You) (Capitol)	4
LALAH HATHAWAY Forever, For Always, For Love (GRP/VMG)	3
CARLTON BLOUNT Acting Like You're Free (Magnatar)	3
QUE & MALAIKA P In The Funk (EGE)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
P. LABELLE & R. ISLEY Gotta Go Solo (Def Soul/IDJMG)	+135
T. MARIE f/G. LEVERT A Rose By... (Cash Money/Universal)	+93
MONICA U Should've Known Better (J/RMG)	+80
BEYONCÉ Work It Out (Columbia)	+78
USHER f/ALICIA KEYS My Boo (LaFace/Zomba)	+63
PRINCE Call My Name (Columbia)	+64
MARVIN GAYE Let's Get It On, Let's Step... (Independent)	+64
KINDRED Far Away (Epic)	+57
O'JAYS Make Up (Sanctuary/SRG)	+49
A. KEYS f/TONY, TONI, TONE & J. PAUL Diary (J/RMG)	+48

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MONICA U Should've Known Better (J/RMG)	470
USHER Burn (LaFace/Zomba)	406
SMOKIE NORFUL I Need You Now (EMI Gospel)	402
ANTHONY HAMILTON Charlene (So So Def/Zomba)	349
L. VANDROSS WJ BEYONCÉ The Closer I Get To You (J/RMG)	272
AVANT Don't Take Your Love Away (Geffen)	270
HEATHER HEADLEY I Wish I Wasn't (RCA/RMG)	240
MUSIQ Whoknows (Def Soul/IDJMG)	226
RUBEN STUDDARD Sorry 2004 (J/RMG)	224
KINDRED Far Away (Epic)	206

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

51 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

## New & Active

- RAPHAEL SAADIQ** Rife Love (Pookie/Navarre)  
Total Plays: 114, Total Stations: 14, Adds: 0
- URBAN MYSTIC** Where Were You? (Sobe)  
Total Plays: 104, Total Stations: 11, Adds: 2
- USHER f/ALICIA KEYS** My Boo (LaFace/Zomba)  
Total Plays: 101, Total Stations: 18, Adds: 2
- ST. GEDRGE** Let's Get Together (Unity)  
Total Plays: 75, Total Stations: 9, Adds: 0

- O'JAYS** Make Up (Sanctuary/SRG)  
Total Plays: 49, Total Stations: 15, Adds: 15
- JAMES LEE** Betta (Universal)  
Total Plays: 48, Total Stations: 7, Adds: 1
- AMERICA COMING TOGETHER (ACT)** Wake Up Everybody (Bungalow/Universal)  
Total Plays: 42, Total Stations: 7, Adds: 2
- CARLTON BLOUNT** Acting Like You're Free (Magnatar)  
Total Plays: 23, Total Stations: 10, Adds: 3

Songs ranked by total plays

## Urban AC Reporters

Stations and their adds listed alphabetically by market

<b>WQVE/Albany, GA</b> OMC: Bill Jones PD: Nicole Black No Adds	<b>WONC/Charlotte*</b> PD: Reggie D OMC: Kim Stevens MD: Kim Stevens VAN HART	<b>WRMB/Dayton, OH*</b> OMC: J.D. Karnes No Adds	<b>WJON/Jackson, MS*</b> PD: Steve Peston No Adds	<b>WHOT/Miami, FL*</b> PD: Derrick Brown AP/MD: Karen Vaughn No Adds	<b>WRKS/New York, NY*</b> OMC: John Mallon PD: Tony Beasley MD: Julie Gestlines No Adds	<b>KJLM/SL Lewis, MO*</b> OMC: Chuck Atkins No Adds	<b>WTUG/Tuscaloosa, AL</b> OMC: Greg Thomas PD/MD: Charles Anthony APD: Michelle Miller No Adds
<b>WKSP/Augusta, GA*</b> OMC: Mike Krumer PD/MD: Tim "Fatz" Smith APD: Cliff Best No Adds	<b>WSRB/Chicago, IL*</b> PD: Glenn Cosby AP/MD: Tracie Reynolds No Adds	<b>WHDZ/Detroit, MI*</b> OMC: EJ Haidley AP/MD: Jamillah Muhammad MD: Oniel Stevens MD: Shelia Little 1 O'JAYS	<b>WJWX/Jackson, MS*</b> OMC: Stan Branson No Adds	<b>WJWR/Milwaukee, WI*</b> PD: Steve Crambley No Adds	<b>WKUS/Norfolk, VA*</b> OMC: Eric Mychaels No Adds	<b>WPHR/Syracuse, NY*</b> OMC: Rich Laster PD: Rich Laster AP/MD: Kenny Dees No Adds	<b>WHUR/Washington, DC*</b> MD: Dawn Dickson MD: Trent LaTrina MD: Anita Baker 1 O'JAYS
<b>WWM/Baltimore, MO*</b> PD: Tim White AP/MD: Keith Fisher No Adds	<b>WVAZ/Chicago, IL*</b> OMC: Evoy Smith AP/MD: Armando Rivers MD: ST. GEDRGE MD: HESTER MD: VAN HART TRAYE D	<b>WJMK/Kansas City, MO*</b> PD: Jerome Jackson No Adds	<b>WSOL/Jacksonville, FL*</b> PD/MD: EJ Brooks 2 VAN HART	<b>WDLT/Mobile, AL*</b> PD: Steve Crambley MD: Kelly Barlow USHER/ALICIA KEYS LALAH HATHAWAY CARLTON BLOUNT O'JAYS	<b>WYK/Norfolk, VA*</b> OMC: Dick Leno PD/MD: Don London No Adds	<b>WHXZ/Tallahassee, FL</b> OMC: Harrison Devo APD: Victor Duncan No Adds	<b>WWMJ/Washington, DC*</b> MD: Mike Chase MD: ANITA BAKER
<b>KQXL/Baton Rouge, LA*</b> OMC: Jeff Jamison PD/MD: Mya Vernon 1 O'JAYS	<b>WZAK/Cleveland, OH*</b> OMC: Kim Johnson MD: Bobby Bush 1 VAN HART	<b>WJZZ/Ft. Pierce, FL*</b> PD: Trey Michaels MD: Yvonne Daniels BREAK MYSTIC	<b>KNEK/Lafayette, LA*</b> PD/MD: John Cowell 6 O'JAYS	<b>KJMG/Morroe, LA</b> PD: Chris Collier 11 ANGE STONE	<b>KRMP/Oklahoma City, OK*</b> PD: Terry Monday MD: Eddie Bracco 1 O'JAYS	<b>WRWK/Toledo, OH*</b> PD: Randy Love MD: Brenda Bracco MD: QUE & MALAIKA 1 O'JAYS	<b>WQCS/Wilmington, NC</b> PD: Al Payne APD: La'Tonya Russ No Adds
<b>WBLX/Columbia, SC*</b> PD: Doug Williams MD: LISA HATHAWAY MD: TERNA MARIE MD: VERNALD LEVERT 1 O'JAYS	<b>WJXC/Columbia, SC*</b> OMC: Edward Lewis PD/MD: Owen Rascheoda No Adds	<b>WCMG/Florence, SC</b> OMC: Matt Scory PD: Eric Day 5 BARRATS 5 CARLTON BLOUNT	<b>KKRX/Lawton, OK</b> APD: Terry Tate No Adds	<b>WMC/Montgomery, AL</b> OMC: Wayne Schmidt PD/MD: Derrick Corbett No Adds	<b>WCFB/Olando, FL*</b> PD: Steve Holbrook No Adds	<b>WPKS/Philadelphia, PA*</b> OMC: Theo Wilcham PD: Jim Tamborelli AP/MD: Jo Gamble No Adds	<b>*Monitored Reporters</b> <b>POWERED BY</b> <b>MEDIABASE</b> 69 Total Reporters
<b>WMLG/Charleston, SC*</b> OMC: Terry Base MD: TK James 1 O'JAYS CARLTON BLOUNT	<b>WAGH/Columbus, GA</b> OMC: Brian Waters PD/MD: Owen Rascheoda No Adds	<b>WFLM/Ft. Pierce, FL*</b> OMC: William James 1 PATTI LABELLE & RONALD ISLEY ANGE STONE	<b>KOKY/Little Rock, AR*</b> OMC: Joe Boatner PD/MD: Matt Dytan 5 QUE & MALAIKA 1 O'JAYS	<b>WQOK/Masheville, TN*</b> PD/MD: Derrick Corbett No Adds	<b>WFXC/Raleigh, NC*</b> PD: Cy Young AP/MD: Joel Berry No Adds	<b>WFLS/Richmond, VA*</b> OMC: Kevin Gardner No Adds	<b>51 Total Monitored</b>
<b>WXST/Charleston, SC*</b> OMC: John Anthony PD/MD: Michael Lee CARLTON BLOUNT O'JAYS	<b>WJXX/Columbus, MS</b> OMC: Stan Smith PD: Bobby Wonder No Adds	<b>WJMM/Louisville, KY*</b> OMC: Chris Williams PD/MD: Brian Glatton BREAK MYSTIC	<b>KJLN/Los Angeles, CA*</b> PD/MD: Andrew Russell JAMES LEE	<b>WYBC/New Haven, CT*</b> OMC: Wayne Schmidt PD: Joni Castillo APD: Angela Marston LALAH HATHAWAY	<b>WVBE/Roanoke, VA*</b> PD/MD: Walt Ford No Adds	<b>WLSR/Charlotte, NC*</b> OMC: Gary Young APD: Jewel Carter No Adds	<b>18 Total Indicator</b>
<b>WBAV/Charlotte*</b> PD/MD: Terri Avery AMERICA COMING TOGETHER (ACT)	<b>WJXX/Columbus, OH*</b> OMC: Paul Strong PD: Warren Stevens No Adds	<b>WRBV/Racon, GA</b> PD/MD: Chris Williams No Adds	<b>WJLV/Los Angeles, CA*</b> PD/MD: Steve Collier 1 O'JAYS	<b>WYLD/New Orleans, LA*</b> OMC: Chris Boatner PD: AJ Appleberry MD: R. KELLY 1 ANGE STONE LALAH HATHAWAY	<b>WVBE/Savannah, GA</b> OMC: Steve Kelly PD/MD: Gary Young APD: Jewel Carter No Adds	<b>Did Not Report, Playlist Frozen (4):</b> <b>KSSM/Killeen, TX</b> <b>Music Choice Smooth R&amp;B/Network</b> <b>WUVA/Charlottesville, VA</b> <b>XM The Flow/Network</b>	



# Crunch Time's Coming

## A look at Country's Q4 releases

Unforeseen new-artist success stories have given country music a rare lead heading into the fourth quarter. And that was before Tim McGraw, Alan Jackson and a slew of Nashville superstars launched a cash-register blitz. Here's a label-by-label look at key single and album releases expected as the clock ticks down on 2004.

### Arista/Nashville

The Arista promo team, under the able direction of Bobby Kraig, will be introducing a new single from a new album by Diamond Rio. "Red-neck Love Gone Bad" bows in October from an album due early next year.



Phil Vassar

Phil Vassar's second single from his *Shaken Not Stirred* album (in stores Sept. 28) is set to arrive in November. It's called "I'll Take That as a Yes." Single two from Brooks & Dunn's *Greatest Hits Vol. 2* should move in late November. It's titled "It's Getting Better All the Time." Street date on the hits comp is Oct. 19.

Kraig says he's really excited about the first single from Arista's newest signing, Keith Anderson. "Pickin' Wild Flowers" goes for adds later in the quarter.

And lest anyone forget, Arista just happens to have a guy who debuted with the best-selling album in the nation, Alan Jackson. The second single from his *What I Do* will be "Monday Morning Church." It will roll out on the heels of his current hit, "Too Much of a Good Thing."

### Asylum/Curb

Rob Dalton and crew have Hank Williams Jr. coming with "Devil in a Bottle" sometime in October. As for albums, LeAnn Rimes will have a Christmas album titled *What a Wonderful World* in stores Oct. 19.

### BNA

Tom Baldrice has his team primed



Tracy Byrd

for the Oct. 4 release of Tracy Byrd's "Revenge of a Middle Aged Woman," from a Byrd hits package due in February. Baldrice's also got the title cut to Rachel Proctor's *Where I Belong* debut album out, and it will remain a Q4 priority. Singles from Kenny Chesney and Lonestar are also well on their way to the top of the chart.

### Broken Bow



Craig Morgan

Jon Loba says, "The fourth quarter is all about focusing on the first single from Craig Morgan's new album. The title has yet to be determined, as we have too many to choose from. This album will become a country classic." The add date is Nov. 1.

### Capitol/Nashville

Rick Young says to look for a second single from Keith Urban's *Be Here* album sometime in the quarter, predicated on how long the current single's run lasts. Jamie O'Neal returns to the airwaves with the Sept. 27 release of "Trying to Find Atlan-



Keith Urban

tis." New music from Trace Adkins, Dierks Bentley or Chris Cagle could also make its way into the fourth quarter.

### Columbia

Newcomer Shelly Fairchild bows Sept. 27 with her first single, "You Don't Lie Here Anymore," produced by Buddy Cannon and Kenny Greenberg.



Shelly Fairchild

### Curb

Curb veep Carson James and staff have big plans for the quarter, including Amy Dalley's "Living Together," which is going for adds Oct. 4. It's the first single from an album expected in the spring. Early November brings "Mission Temple Fireworks Stand" by Sawyer Brown, featuring celebrated steel guitar



Amy Dalley

player Robert Randolph. Again, expect an album in '05.

Rodney Atkins' "Monkey in the Middle," from the *Honesty* album, is targeting a late October add date. Tim McGraw's "Back When" is on the "immediate impact" track, hoping to follow in the humongous footsteps of the 10-week chart-topper "Live Like You Were Dying."

"They're all the greatest records any record company has ever shipped," says James.

### Epic

"Expect phones to explode for Gretchen Wilson's 'When I Think About Cheatin','" raves Sony's Larry Pareigis, who goes on to point out that the song is off Wilson's "soon to be triple-platinum" debut album. Expect the single to ship after "Here for the Party" peaks.

Miranda Lambert's first single, "Me and Charlie Talking," goes for adds Oct. 4. The *Nashville Star* finalist's album is being produced by Frank Liddell.



Miranda Lambert

### DreamWorks

UMG/Nashville has a couple of blockbuster Nov. 9 album releases. Notable for DreamWorks promo veep Bruce Shindler is the *Greatest Hits 2* collection from Toby Keith. Darryl Worley has a self-titled Nov. 2 album in the pipeline as well.



Darryl Worley

At radio, look for "Paper Angels" from Jimmy Wayne's current album to hit on Oct. 11. "Sawdust on Her Halo," from Tracy Lawrence's current release, bowed Sept. 27 and remains a Q4 priority.

DreamWorks is also introducing new artist Tori Baxley with a Nov. 1 add date for "Half a Man," from a debut album due sometime next year.

### Dualtone

Lori Kampa sends in a plug for

Deryl Dodd's Oct. 5 release, *Stronger Proof*. The label will also be focusing on two late Q3 releases, Charlie Robison's *Good Times* and The Nitty Gritty Dirt Band's *Welcome to Woody Creek*, both of which bowed Sept. 21.

### Infinity

Newly minted Infinity promo honcho Joe Kelly will be directing the radio campaign for Canadian sensation Brad Johner, whose stateside single debut will impact in October. The song is called "Free" and the album is called *Free*, but, ironically, neither will be free when they hit stores Nov. 16. The label is also gearing up for a yet-to-be-determined October single from Collin Raye, with an album coming in January.

### Koch/Nashville



Restless Heart

The single focus for Jack Purcell and team is David Lee Murphy's "Inspiration." But that won't keep Koch from kicking out several noteworthy albums, including *Christmas Grass Vol. 2*, which features new recordings by Dolly Parton, Rhonda Vincent, Doyle Lawson & Quicksilver and Sonya Isaacs. John Anderson's *Ultimate* is also due. Both albums land Oct. 19. *Still Restless*, the return of Restless Heart, hits stores Nov. 9.

### Lofton Creek

Fourth-quarter singles include "Do You Ever" from Allison Paige on Lofton Creek/H2E. The song is the fourth cut from her album *The End of the World*. Lloyd Knight's "Dixie Girls" bows early in the quarter, and a remake of Roberta Flack's "First Time Ever I Saw Your Face" by Erica Dawson is also on tap. Doug Stone's tentatively titled *Something New, Something Borrowed, Something Blues* should also make its appearance this quarter.



Allison Paige

**Lyric Street**

Lyric Street's Dale Turner reports an October launch for the debut single from Kerry Harvick, "Cowgirls." The Comanche, TX native's self-titled album is being produced by Byron Gallimore. She's been out visiting radio since August.



**Rascal Flatts**

Look for a new single from Rascal Flatts' *Feels Like Today* album, which streets Sept. 28. "We'll also continue to grow the SheDaisy and Josh Gracin singles," says Turner. Aaron Tippin and Brian McComas are hard at work in the studio, and a pre-Christmas single from one of the two remains a possibility.

**MCA/Nashville**

Royce Risser is high on a new Lee Ann Womack single from a new album, though he doesn't have a title on either just yet. Look for an October add date when plans are finalized.



**Lee Ann Womack**

On the album front, MCA has the astounding collection *50 Number Ones* from George Strait hitting stores Oct. 5. And speaking of country legends, the label will be working sister Lost Highway's "Midnight Rider" single from Willie Nelson in Q4, though it officially went for adds Sept. 20.

**Mercury/Nashville**

John Ettinger thinks the world needs a drink — or, at the very least, Country radio does. Just so happens that's the title of Terri Clark's latest, going for adds Oct. 4. "The World Needs a Drink" is the first single from a yet-to-be-titled first-quarter '05 album release by Clark. Ettinger's other single release this quarter will likely come from Julie Roberts, though details regarding title and date are still up in the air.



**Sugarland**

In stores, Shania Twain's *Greatest Hits* is bound for a huge Nov. 9 open, but the Pat Green Republic/Universal album *Lucky Ones* on Oct. 19 and Sugarland's debut *Twice the Speed of Life* on Oct. 26 will beat the Swiss Miss to market.

**Music City Records**

Music City's Bob Heatherly has Charley Pride's *Twenty Classics* hitting stores, with the single "Snow Flake" bowing sometime in November. On the new-artist front, the label has Derryl Perry's debut single on tap for sometime in the quarter, but the title is yet to be determined.



**Charley Pride**

**RCA**

The second release from Andy Griggs' *This I Gotta See* will be "If Heaven" and should make its presence felt in early October. "Tonight," the next chart single from Sara Evans, will likely bow in early November. Both artists have enjoyed top five runs with their current singles.



**Andy Griggs**

Mid- to late November will bring a new single from Martina McBride, and the label's Mike Wilson is using Dec. 13, the last add date of the year, to introduce The Wrights. "We'll start setting them up in October and November," he says. "We'll visit stations and possibly do a few events on the coasts. We like

that last add date because we can work over the holidays and usually have enough to come back with a strong first week of the new year."

**Rounder**

Brad Paul says to look for "Restless" from Alison Krauss + Union Station in mid-October. The single is from an as-yet-untitled album out Nov. 23. Malibu Storm's second single, "Long Way to Fall," bows Oct. 4. It's from their self-titled album.



**Malibu Storm**

**Universal South**

On his second day in the chair, promo veep Michael Powers says he'd be hard pressed to tell you where the bathroom is. Keeping his priorities straight, however, he knows exactly what the label has on tap for the rest of the year.

George Canyon's *One Good Friend* bows Sept. 28, and Powers says the label plans to relaunch the *Nashville Star* finalist with a new single after the first of the year. Also out Sept. 28 is *A Traditional Christmas* from Mr. Tradition himself, Joe Nichols. Look for "Let It Snow" to ship as a single as the holiday approaches.



**Katrina Elam**

Katrina Elam's self-titled debut hits the racks on Oct. 5, and the single "No End in Sight" remains a focus for the quarter. On the Triple A and Alternative front, the label is tapping a musically rich bloodline for the Oct. 5 release from Holly Williams, *The Ones We Never Knew*. And last, but certainly not least, the second single from Nichols' current album will be "What's a Guy Gotta Do." Look for it in late October or early November.

**Vivalto**

Mark Chesnutt's "I'm a Saint," from his *Savin' the Honky Tonk* album, goes for adds Oct. 11.

**Warner Bros.**

"It's nice to be making a little



**GO FORWARD** Label and touring execs recently surprised Kenny Chesney during his sold-out Nashville show, presenting him with awards marking 1.2 million in ticket sales for his current tour, as well as triple-platinum certification for his current album, *When the Sun Goes Down*. Pictured here (l-r) are Chesney, RLG's Joe Galante, Chesney co-manager Dale Morris, and RLG's Eutch Waugh.



**CHIN MUSIC** Big & Rich recently performed their hit "Save a Horse (Ride a Cowboy)" on *The Tonight Show With Jay Leno*. Pictured here (l-r) are Big Kenny, Leno and John Rich.

noise again," says the bunny's David Haley. And with a little help from the roster and radio, look for the chatter to grow into a roar as '05 approaches.

Working with sister label Lava, Haley's team has "Writing It Down" from Uncle Kracker going for adds Oct. 4. And in a reprise of the successful "Three Wooden Crosses" crossover, Randy Travis' "Four Walls" is set for an Oct. 18 add date. The last time Word and Warner Bros. did this, it resulted in the first Country No. 1 in history for a Christian label.



**Mark Chesnutt**

Big & Rich's third single, "Holy Water," went to radio Sept. 20 and remains an emphasis throughout the quarter. "It's a single that shows the other side of Big & Rich," Haley says. "They're more than just a party band." The WB is gunning for a

double-platinum cert on the album by year's end, and the smart money's with them.

Haley is also high on Columbia, SC native and Belmont grad Lauren Lucas, who will have a first-quarter single debut but will preview for radio and the Row at the CRB's Fall Forum on Nov. 8. Isn't that where we all got our first look at Big & Rich?



**Big & Rich**

Dusty Drake's "I Am the Working Man," already New & Active, is a Q4 priority, as is anything the label may receive from an artist in whom they place a great deal of Faith. "She continues working on her next album," Haley says. "We don't have dates on a single or the album, but as soon as she's ready, we're raring to go."

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL(S)	TOTAL POINTS	± POINTS	TOTAL PLAYS	± PLAYS	TOT. AUD. (M)	± AUD. (M)	WEEKS ON	TOTAL ADDS
1	1	KEITH URBAN	Days Go By	(Capitol)	12874	420	4E21	+128	437777	12848	14	113/0
2	2	TIM MCGRAW	Live Like You Were Dying	(Curb)	11578	-758	4127	-224	403119	-24324	18	113/0
4	3	SARA EVANS	Suds In The Bucket	(RCA)	11286	734	4008	+247	386400	25401	22	113/0
5	4	GRETCHEN WILSON	Here For The Party	(Epic)	10617	342	3827	+141	357448	10644	16	112/0
7	5	GEORGE STRAIT	I Hate Everything	(MCA)	10062	814	3675	+306	335416	14503	12	112/0
6	6	ANDY GRIGGS	She Thinks She Needs Me	(RCA)	9993	-124	3571	-49	337228	-1862	30	113/0
8	7	A. JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)	9424	711	3516	+277	301484	8398	15	112/0
9	8	TOBY KEITH	Stays In Mexico	(DreamWorks)	8335	279	2969	+176	285913	11150	8	113/0
3	9	TERRI CLARK	Girls Lie Too	(Mercury)	8309	-2313	2997	-893	300043	-64578	24	112/0
11	10	BROOKS & DUNN	That's What It's All About	(Arista)	7857	388	2829	+175	264407	11070	13	113/1
10	11	PHIL VASSAR	In A Real Love	(Arista)	7852	286	2822	+159	275086	12765	21	112/0
12	12	RASCAL FLATTS	Feels Like Today	(Lyric Street)	7549	91	2757	+79	244831	-3920	15	113/0
13	13	JOE NICHOLS	If Nobody Believed In You	(Universal South)	6960	31	2583	+7	234791	4661	26	112/0
14	14	GARY ALLAN	Nothing On But The Radio	(MCA)	6948	684	2477	+284	224594	20838	15	111/1
15	15	LONESTAR	Mr. Mom	(BNA)	6676	952	2335	+331	217838	27324	11	109/2
16	16	TRACE ADKINS	Rough & Ready	(Capitol)	6007	403	2271	+101	191748	16408	22	107/0
18	17	DIERKS BENTLEY	How Am I Doin'	(Capitol)	5526	398	2109	+182	171231	4922	19	106/3
19	18	JIMMY WAYNE	You Are	(DreamWorks)	4987	190	1818	+70	158996	5536	23	102/1
20	19	KENNY CHESNEY	The Woman With You	(BNA)	4864	1175	1790	+480	156839	39941	4	102/9
17	20	JULIE ROBERTS	Break Down Here	(Mercury)	4569	-646	1675	-261	135167	-26549	29	103/0
21	21	SHEA ISY	Come Home Soon	(Lyric Street)	4127	458	1564	+137	129191	15605	12	99/1
23	22	BLAKE SHELTON	Some Beach	(Warner Bros.)	4031	1072	1431	+333	123652	29083	8	97/6
22	23	DARRYL WORLEY	Awful, Beautiful Life	(DreamWorks)	3801	429	1321	+188	112798	11801	12	96/5
Breaker	24	S. TWAIN W/ B. CURRINGTON	Party For Two	(Mercury)	3254	1131	1108	+437	106778	34971	3	79/16
24	25	BLUE COUNTRY	That's Cool	(Asylum/Curb)	3058	145	1196	+66	85770	2434	17	92/4
25	26	MONTGOMERY GENTRY	You Do Your Thing	(Columbia)	2824	167	1133	+64	84444	6302	10	96/4
28	27	TRICK PONY	The Bride	(Asylum/Curb)	2156	34	856	+41	55731	852	13	74/2
29	28	STEVE HOLY	Put Your Best Dress On	(Curb)	2120	59	856	+44	57136	1047	18	75/3
Breaker	29	REBA MCENTIRE	He Gets That From Me	(MCA)	1995	520	731	+202	58011	11300	5	72/7
Breaker	30	J. BUFFETT f/M. MCBRIDE	Trip Around The Sun	(RCA/Mailboat)	1992	381	583	+116	67014	9461	5	72/9
Breaker	31	LEANN RIMES	Nothin' 'Bout Love Makes Sense	(Asylum/Curb)	1972	520	723	+179	58284	15530	4	77/10
31	32	CLAY WALKER	Jesus Was A Country Boy	(RCA)	1928	116	709	+30	51271	360	11	67/0
30	33	RESTLESS HEART	Feel My Way To You	(Koch)	1914	93	720	+50	57096	2722	10	64/2
26	34	CRAIG MORGAN	Look At Us	(BBR)	1737	-508	718	-246	47598	-20014	22	78/0
38	35	P. GREEN	Don't Break My Heart Again	(Universal/Republic/Mercury)	1657	313	536	+114	51069	7678	6	48/6
37	36	T. TRITT f/J. MELLENCAMP	What Say You	(Columbia)	1651	282	600	+79	50510	7888	4	61/6
34	37	SUGARLAND	Baby Girl	(Mercury)	1633	106	631	+42	46791	4157	9	64/5
33	38	KATRINA ELAM	No End In Sight	(Universal South)	1593	37	626	+17	42044	489	10	67/2
39	39	TRENT WILLMON	Dixie Rose Deluxe's...	(Columbia)	1183	50	503	+24	23894	769	7	58/2
40	40	MARK CHESNUTT	The Lord Loves The Drinkin' Man	(Vivaton)	951	-27	364	-15	20115	-1180	11	41/0
41	41	TIM MCGRAW	Back When	(Curb)	950	65	292	+65	32270	102	4	35/21
44	42	JOSH GRACIN	Nothin' 'To Lose	(Lyric Street)	883	243	331	+111	25870	7046	3	53/16
42	43	JENKINS	Getaway Car	(Capitol)	852	85	317	+52	20246	-868	6	51/2
47	44	BRAD PAISLEY	Mud On The Tires	(Arista)	734	190	295	+119	23896	10958	2	51/23
45	45	BILLY DEAN	Let Them Be Little	(Curb)	732	103	311	+50	19998	1898	3	46/7
46	46	CATHERINE BRITT	The Upside Of Being Down	(RCA)	674	86	279	+33	14331	635	5	49/5
49	47	EMERSON DRIVE	November	(DreamWorks)	594	158	247	+35	14023	2966	3	35/4
43	48	LOS LONELY BOYS	Heaven	(Or/Epic)	534	-113	201	-41	16690	-2807	6	10/0
48	49	TRENT WILLMON	The Good Life	(Columbia)	433	-5	56	-3	15861	644	8	0/0
Debut	50	RACHEL PROCTOR	Where I Belong	(BNA)	418	107	202	+46	8573	1290	1	34/2

113 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 9/12-9/18. Bullets appear on songs gaining points and/or plays or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points and plays for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004. Arbitron Inc.). © 2004, R&R, Inc.

## Most Added\*

www.rroads.com

ARTIST	TITLE	LABEL(S)	ADDS
BIG & RICH	Holy Water	(Warner Bros.)	29
BRAD PAISLEY	Mud On The Tires	(Arista)	23
TIM MCGRAW	Back When	(Curb)	21
S. TWAIN W/ B. CURRINGTON	Party For Two	(Mercury)	16
JOSH GRACIN	Nothin' 'To Lose	(Lyric Street)	16
LEANN RIMES	Nothin' 'Bout Love Makes Sense	(Asylum/Curb)	10
KENNY CHESNEY	The Woman With You	(BNA)	9
J. BUFFETT f/M. MCBRIDE	Trip Around The Sun	(RCA/Mailboat)	9
JEFF BATES	Long, Slow Kisses	(RCA)	8

## Most Increased Points

ARTIST	TITLE	LABEL(S)	TOTAL POINT INCREASE
KENNY CHESNEY	The Woman With You	(BNA)	+1175
S. TWAIN W/ B. CURRINGTON	Party For Two	(Mercury)	+1131
BLAKE SHELTON	Some Beach	(Warner Bros.)	+1072
LONESTAR	Mr. Mom	(BNA)	+952
GEORGE STRAIT	I Hate Everything	(MCA)	+814
SARA EVANS	Suds In The Bucket	(RCA)	+734
A. JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)	+711
GARY ALLAN	Nothing On But The Radio	(MCA)	+684
LEANN RIMES	Nothin' 'Bout Love Makes Sense	(Asylum/Curb)	+520
REBA MCENTIRE	He Gets That From Me	(MCA)	+520

## Most Increased Plays

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
KENNY CHESNEY	The Woman With You	(BNA)	+480
S. TWAIN W/ B. CURRINGTON	Party For Two	(Mercury)	+437
BLAKE SHELTON	Some Beach	(Warner Bros.)	+333
LONESTAR	Mr. Mom	(BNA)	+331
GEORGE STRAIT	I Hate Everything	(MCA)	+306
GARY ALLAN	Nothing On But The Radio	(MCA)	+284
A. JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)	+277
SARA EVANS	Suds In The Bucket	(RCA)	+247
REBA MCENTIRE	He Gets That From Me	(MCA)	+202
DARRYL WORLEY	Awful, Beautiful Life	(DreamWorks)	+188

## Breakers

**SHANIA TWAIN W/ BILLY CURRINGTON**  
**Party For Two (Mercury)**  
**16 Adds • Moves 27-24**  
**REBA MCENTIRE**  
**He Gets That From Me (MCA)**  
**7 Adds • Moves 35-29**  
**JIMMY BUFFETT f/MARTINA MCBRIDE**  
**Trip Around The Sun (RCA/Mailboat)**  
**9 Adds • Moves 32-30**  
**LEANN RIMES**  
**Nothin' 'Bout Love Makes Sense (Asylum/Curb)**  
**10 Adds • Moves 36-31**

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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# COUNTRY TOP 50 INDICATOR

September 24, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	± POINTS	TOTAL PLAYS	± PLAYS	TOT. AUD. (00)	± AUD. (00)	WEEKS ON	TOTAL ADDS
1	1	KEITH URBAN Days Go By (Capitol)	5756	-66	4435	-45	136893	-2437	14	113/0
2	2	SARA EVANS Suds In The Bucket (RCA)	5431	104	4186	+95	127727	1711	22	113/0
5	3	ALAN JACKSON Too Much Of A Good Thing Is A Good Thing (Arista)	5225	148	4025	+117	124191	3842	15	112/0
7	4	GEORGE STRAIT I Hate Everything (MCA)	5159	319	3969	+244	122134	7356	12	112/0
4	5	GRETCHEN WILSON Here For The Party (Epic)	5136	54	3988	+59	121434	914	15	112/0
3	6	ANDY GRIGGS She Thinks She Needs Me (RCA)	4829	-309	3718	-276	114955	-6995	29	106/0
8	7	TOBY KEITH Stays In Mexico (DreamWorks)	4274	201	3311	+169	98523	4072	8	113/0
9	8	RASCAL FLATTS Feels Like Today (Lyric Street)	4088	118	3156	+95	95439	2556	15	113/1
10	9	BROOKS & DUNN That's What It's All About (Arista)	3966	232	3056	+165	93752	4762	13	109/0
11	10	PHIL VASSAR In A Real Love (Arista)	3823	245	2915	+177	88974	3950	22	111/1
14	11	GARY ALLAN Nothing On But The Radio (MCA)	3605	222	2803	+188	84230	4623	15	112/1
15	12	LONESTAR Mr. Mom (BNA)	3495	324	2656	+220	83801	7261	11	109/0
13	13	TRACE ADKINS Rough & Ready (Capitol)	3451	41	2630	+23	82495	833	25	108/1
12	14	JOE NICHOLS If Nobody Believed In You (Universal South)	3447	30	2752	+60	79872	23	27	102/1
16	15	DIERKS BENTLEY How Am I Doin' (Capitol)	3048	242	2376	+183	70972	4944	20	108/3
17	16	JIMMY WAYNE You Are (DreamWorks)	2730	3	2098	+16	63941	39	27	102/0
19	17	SHEDAISY Come Home Soon (Lyric Street)	2604	108	2001	+85	60967	3252	12	105/0
20	18	BLAKE SHELTON Some Beach (Warner Bros.)	2587	301	1980	+216	59621	7480	8	103/2
21	19	KENNY CHESNEY The Woman With You (BNA)	2537	414	1976	+284	58199	9725	5	105/4
22	20	DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	2314	269	1748	+151	53159	6633	12	101/2
18	21	JULIE ROBERTS Break Down Here (Mercury)	2269	-418	1712	-353	55878	-6982	30	83/0
23	22	MONTGOMERY GENTRY You Do Your Thing (Columbia)	1926	74	1498	+55	44788	1282	11	90/1
28	23	SHANIA TWAIN W/ BILLY CURRINGTON Party For Two (Mercury)	1556	578	1239	+429	33316	12795	3	85/20
24	24	BLUE COUNTRY That's Cool (Asylum/Curb)	1532	99	1208	+67	34170	2401	17	73/1
25	25	TRICK PONY The Bride (Asylum/Curb)	1281	49	1009	+35	28703	833	13	70/0
27	26	J. BUFFETT f/M. MCBRIDE Trip Around The Sun (RCA/Mailboat)	1133	109	880	+80	26957	2225	5	66/3
31	27	REBA MCENTIRE He Gets That From Me (MCA)	1082	173	879	+127	24065	3833	5	74/10
29	28	STEVE HOLY Put Your Best Dress On (Curb)	994	25	781	+24	23461	423	17	56/3
37	29	LEANN RIMES Nothin' 'Bout Love Makes Sense (Asylum/Curb)	983	311	766	+240	22507	7593	4	67/14
30	30	RESTLESS HEART Feel My Way To You (Koch)	972	49	760	+34	22141	815	11	53/0
26	31	CRAIG MORGAN Look At Us (BBR)	922	-167	728	-114	22750	-3291	23	50/0
32	32	SUGARLAND Baby Girl (Mercury)	912	53	720	+41	18753	1203	10	55/5
40	33	BRAD PAISLEY Mud On The Tires (Arista)	840	338	698	+295	16897	5748	3	55/17
35	34	PAT GREEN Don't Break My Heart Again (Universal/Republic/Mercury)	821	114	639	+83	16395	2448	5	48/4
38	35	TRAVIS TRITT f/JOHN MELLENCAMP What Say You (Columbia)	784	116	607	+96	18835	2821	3	52/7
33	36	MARK CHESNUTT The Lord Loves The Drinkin' Man (Vivaton)	782	5	636	+6	17027	-205	12	56/0
34	37	CLAY WALKER Jesus Was A Country Boy (RCA)	757	8	578	-4	16936	-106	10	46/0
39	38	KATRINA ELAM No End In Sight (Universal South)	708	77	581	+54	15093	1963	9	48/3
36	39	EMERSON DRIVE November (DreamWorks)	690	13	552	+6	16312	227	6	49/0
42	40	JOSH GRACIN Nothin' To Lose (Lyric Street)	654	211	513	+163	14433	4394	4	50/8
41	41	KEITH BRYANT Ridin' With The Legend (Lofton Creek)	463	13	388	+6	9998	542	12	25/0
45	42	JENKINS Getaway Car (Capitol)	439	48	368	+60	9829	590	6	38/3
50	43	TIM MCGRAW Back When (Curb)	432	255	373	+208	9242	5490	2	31/21
43	44	TRENT WILLMON Dixie Rose Deluxe's... (Columbia)	418	2	318	-4	10806	300	6	28/1
Debut	45	BIG & RICH Holy Water (Warner Bros.)	404	272	309	+227	9662	6487	1	33/20
44	46	CATHERINE BRITT The Upside Of Being Down (RCA)	403	3	308	+2	9265	123	6	31/2
46	47	NOTORIOUS CHERRY BOMBS It's Hard To Kiss... (Universal South)	280	-25	246	-16	6210	-613	10	12/0
47	48	JOE DIFFIE If I Could Only Bring You Back (BBR)	269	20	221	+11	6124	303	3	22/2
Debut	49	JEFF BATES Long, Slow Kisses (RCA)	230	72	188	+53	4521	1061	1	20/9
Debut	50	BILLY DEAN Let Them Be Little (Curb)	204	42	135	+23	5856	954	1	15/1

113 Country reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.  
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## Most Added\*

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
TIM MCGRAW Back When (Curb)	21
S. TWAIN W/ B. CURRINGTON Party For Two (Mercury)	20
BIG & RICH Holy Water (Warner Bros.)	20
BRAD PAISLEY Mud On The Tires (Arista)	17
LEANN RIMES Nothin' 'Bout Love Makes Sense (Asylum/Curb)	14
REBA MCENTIRE He Gets That From Me (MCA)	10
JEFF BATES Long, Slow Kisses (RCA)	9
WILLIE NELSON Midnight Rider (Lost Highway/MCA)	9
JOSH GRACIN Nothin' To Lose (Lyric Street)	8
TRAVIS TRITT f/JOHN MELLENCAMP What Say You (Columbia)	7

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
S. TWAIN W/ B. CURRINGTON Party For Two (Mercury)	+578
KENNY CHESNEY The Woman With You (BNA)	+414
BRAD PAISLEY Mud On The Tires (Arista)	+338
LONESTAR Mr. Mom (BNA)	+324
GEORGE STRAIT I Hate Everything (MCA)	+319
LEANN RIMES Nothin' 'Bout Love Makes Sense (Asylum/Curb)	+311
BLAKE SHELTON Some Beach (Warner Bros.)	+301
BIG & RICH Holy Water (Warner Bros.)	+272
DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	+269
TIM MCGRAW Back When (Curb)	+255

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
S. TWAIN W/ B. CURRINGTON Party For Two (Mercury)	+429
BRAD PAISLEY Mud On The Tires (Arista)	+295
KENNY CHESNEY The Woman With You (BNA)	+284
GEORGE STRAIT I Hate Everything (MCA)	+244
LEANN RIMES Nothin' 'Bout Love Makes Sense (Asylum/Curb)	+240
BIG & RICH Holy Water (Warner Bros.)	+227
LONESTAR Mr. Mom (BNA)	+220
BLAKE SHELTON Some Beach (Warner Bros.)	+216
TIM MCGRAW Back When (Curb)	+208
GARY ALLAN Nothing On But The Radio (MCA)	+188

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES September 24, 2004

Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of September 15-21.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
TIM MCGRAW Live Like You Were Dying (Curb)	54.8%	81.3%	8.3%	96.5%	3.5%	3.5%
ALAN JACKSON Too Much Of A Good Thing Is A Good Thing (Arista)	46.5%	78.0%	14.0%	98.8%	3.8%	3.0%
JOE NICHOLS If Nobody Believed In You (Universal South)	41.3%	71.0%	17.8%	96.3%	5.5%	2.0%
ANDY GRIGGS She Thinks She Needs Me (RCA)	40.5%	78.8%	15.3%	98.8%	3.0%	1.8%
GARY ALLAN Nothing On But The Radio (MCA)	38.3%	73.5%	19.0%	96.8%	2.8%	1.5%
SARA EVANS Suds In The Bucket (RCA)	33.0%	72.5%	15.0%	97.0%	6.3%	3.3%
GEORGE STRAIT I Hate Everything (MCA)	29.0%	71.5%	15.8%	94.8%	5.0%	2.5%
TERRI CLARK Girls Lie Too (Mercury)	28.8%	68.3%	23.0%	98.3%	3.5%	3.5%
JULIE ROBERTS Break Down Here (Mercury)	27.8%	63.3%	22.3%	95.3%	6.8%	3.0%
PHIL VASSAR In A Real Love (Arista)	27.3%	68.8%	21.0%	96.5%	4.3%	2.5%
JIMMY WAYNE You Are (DreamWorks)	26.5%	59.0%	24.3%	94.5%	7.8%	3.5%
GRETCHEN WILSON Here For The Party (Epic)	25.5%	54.5%	24.5%	96.0%	9.3%	7.8%
KEITH URBAN Days Go By (Capitol)	23.5%	66.5%	20.8%	95.3%	5.8%	2.3%
TRACE ADKINS Rough & Ready (Capitol)	22.8%	55.5%	24.8%	92.3%	9.3%	2.8%
DIERKS BENTLEY How Am I Doin' (Capitol)	22.3%	54.0%	26.5%	93.5%	8.3%	4.8%
BLAKE SHELTON Some Beach (Warner Bros.)	19.5%	55.0%	19.5%	83.5%	7.5%	1.5%
REBA MCENTIRE He Gets That From Me (MCA)	19.5%	46.3%	20.8%	81.3%	10.3%	4.0%
TOBY KEITH Stays In Mexico (DreamWorks)	19.3%	61.8%	23.8%	95.0%	4.5%	5.0%
BROOKS & DUNN That's What It's All About (Arista)	19.3%	58.0%	26.3%	91.8%	5.3%	2.3%
CLAY WALKER Jesus Was A Country Boy (RCA)	19.3%	50.0%	24.3%	81.0%	3.8%	3.0%
LONESTAR Mr. Mom (BNA)	18.0%	46.0%	26.0%	84.8%	10.3%	2.5%
SHEDAISY Come Home Soon (Lyric Street)	17.8%	47.3%	23.3%	84.0%	9.5%	4.0%
KENNY CHESNEY The Woman With You (BNA)	16.5%	52.0%	23.8%	82.8%	5.5%	1.5%
MONTGOMERY GENTRY You Do Your Thing (Columbia)	16.3%	44.5%	27.5%	87.0%	10.3%	4.8%
RASCAL FLATTS Feels Like Today (Lyric Street)	15.5%	49.3%	33.3%	93.3%	8.0%	2.8%
BLUE COUNTY That's Cool (Asylum/Curb)	15.0%	53.5%	27.5%	90.3%	5.8%	3.5%
STEVE HOLY Put Your Best Dress On (Curb)	13.3%	50.3%	23.0%	82.3%	5.5%	3.5%
KATRINA ELAM No End In Sight (Universal South)	11.8%	49.0%	26.3%	84.3%	6.8%	2.3%
JIMMY BUFFETT f/MARTINA MCBRIDE Trip Around The Sun (RCA/Mailboat)	11.5%	43.8%	27.3%	81.5%	7.8%	2.8%
LEANN RIMES Nothin' 'Bout Love Makes Sense (Asylum/Curb)	11.3%	32.0%	26.8%	71.8%	11.0%	2.0%
CRAIG MORGAN Look At Us (BBR)	10.5%	47.0%	33.5%	88.5%	5.0%	3.0%
SUGARLAND Baby Girl (Mercury)	10.0%	40.5%	29.0%	79.8%	7.3%	3.0%
DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	9.3%	42.3%	25.8%	77.5%	7.3%	2.3%
TRICK PONY The Bride (Asylum/Curb)	8.3%	35.3%	31.8%	84.8%	12.0%	5.8%
RESTLESS HEART Feel My Way To You (Koch)	6.8%	39.0%	30.5%	79.0%	6.8%	2.8%

## CALLOUT AMERICA® HOT SCORES

**P**assword of the Week: Kelly.  
Question of the Week: How do you feel about Country singers' patriotic songs dealing with the 9/11 terrorist attacks or the war on Iraq?

### Total

I like them a lot and want to hear more: 32%  
I like those kinds of songs: 29%  
Hey, it doesn't matter to me: 22%  
I'm a little tired of those songs: 12%  
I'm really, really tired of hearing them: 5%

### P1

I like them a lot and want to hear more: 32%  
I like those kinds of songs: 29%  
Hey, it doesn't matter to me: 23%  
I'm a little tired of those songs: 12%  
I'm really, really tired of hearing them: 4%

### P2

I like them a lot and want to hear more: 32%  
I like those kinds of songs: 29%  
Hey, it doesn't matter to me: 21%  
I'm a little tired of those songs: 14%  
I'm really, really tired of hearing them: 4%

### Male

I like them a lot and want to hear more: 31%  
I like those kinds of songs: 26%  
Hey, it doesn't matter to me: 23%  
I'm a little tired of those songs: 14%  
I'm really, really tired of hearing them: 6%

### Female

I like them a lot and want to hear more: 32%  
I like those kinds of songs: 32%  
Hey, it doesn't matter to me: 22%  
I'm a little tired of those songs: 11%  
I'm really, really tired of hearing them: 3%

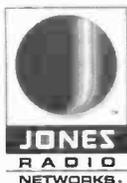
Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3<sup>rd</sup> each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC, Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. WEST: Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc..

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America's Best Testing Country Songs 12+  
For The Week Ending 9/24/04

Artist Title (Label)	TW	LW	Famil.	Burn	Per. 25-54	W 25-54	M 25-54
TIM MCGRAW Live Like You Were Dying (Curb)	4.46	4.52	100%	28%	4.49	4.62	4.41
BRAD PAISLEY (ALISON KRAUSS) Whiskey Lullaby (Arista)	4.32	4.25	99%	24%	4.40	4.42	4.39
SARA EVANS Suds In The Bucket (RCA)	4.26	4.32	98%	17%	4.29	4.22	4.33
KEITH URBAN Days Go By (Capitol)	4.21	4.21	96%	17%	4.19	4.32	4.12
BLAKE SHELTON Some Beach (Warner Bros.)	4.21	4.24	72%	7%	4.26	4.33	4.23
GARY ALLAN Nothing On But The Radio (MCA)	4.19	4.23	88%	8%	4.17	4.36	4.06
ANDY GRIGGS She Thinks She Needs Me (RCA)	4.17	4.19	94%	17%	4.19	4.25	4.16
GEORGE STRAIT I Hate Everything (MCA)	4.15	4.16	96%	19%	4.21	4.27	4.18
KENNY CHESNEY The Woman With You (BNA)	4.14	-	60%	7%	4.09	4.40	3.91
DIERKS BENTLEY How Am I Doin' (Capitol)	4.13	4.13	86%	15%	4.08	4.15	4.05
TRACE ADKINS Rough & Ready (Capitol)	4.11	4.06	92%	19%	4.14	4.15	4.13
SHEDAISY Come Home Soon (Lyric Street)	4.10	3.96	78%	11%	4.12	4.24	4.06
JOE NICHOLS If Nobody Believed In You (Universal South)	4.08	4.20	95%	22%	4.11	4.21	4.04
GRETCHEN WILSON Here For The Party (Epic)	4.06	3.89	98%	30%	4.14	4.16	4.12
TERRI CLARK Girls Lie Too (Mercury)	4.05	4.04	99%	32%	4.15	4.21	4.11
PHIL VASSAR In A Real Love (Arista)	4.05	4.02	89%	15%	4.03	4.16	3.95
LONESTAR Mr. Mom (BNA)	4.05	4.09	83%	13%	4.06	4.09	4.03
JIMMY WAYNE You Are (DreamWorks)	4.04	4.07	81%	17%	3.99	4.26	3.83
DARRYL WORLEY Awful, Beautiful Life (DreamWorks)	4.02	4.00	61%	6%	4.03	4.24	3.94
BROOKS & DUNN That's What It's All About (Arista)	4.00	4.05	91%	17%	4.01	4.18	3.90
TRICK PONY The Bride (Asylum/Curb)	3.95	3.84	66%	11%	3.90	3.92	3.89
JULIE ROBERTS Break Down Here (Mercury)	3.94	3.92	92%	24%	3.92	3.89	3.94
CRAIG MORGAN Look At Us (BBR)	3.93	3.98	71%	10%	3.87	4.00	3.81
BLUE COUNTY That's Cool (Asylum/Curb)	3.91	3.85	55%	9%	3.93	4.12	3.83
A. JACKSON Too Much Of A Good Thing Is A Good Thing (Arista)	3.90	3.94	96%	27%	4.06	4.08	4.05
RASCAL FLATTS Feels Like Today (Lyric Street)	3.90	3.96	93%	24%	3.92	4.07	3.83
MONTGOMERY GENTRY You Do Your Thing (Columbia)	3.89	3.92	74%	12%	3.95	3.94	3.95
TOBY KEITH Stays In Mexico (DreamWorks)	3.87	3.84	94%	20%	3.85	3.98	3.78
STEVE HOLY Put Your Best Dress On (Curb)	3.86	3.62	46%	8%	3.83	3.86	3.81

Total sample size is 418 respondents. Total average favorability estimates are based on a scale of 1-5, (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.com is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

## RR CANADA COUNTRY TOP 30 POWERED BY MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	KEITH URBAN Days Go By (Capitol)	621	+2	12	8/0
3	2	GRETCHEN WILSON Here For The Party (Epic)	560	+4	10	7/0
4	3	SARA EVANS Suds In The Bucket (RCA)	551	+2	14	10/0
5	4	TERRI CLARK Girls Lie Too (Mercury)	516	-11	21	10/0
2		TIM MCGRAW Live Like You Were Dying (Curb)	514	-65	16	10/0
6	6	A. JACKSON Too Much Of A Good ... (Arista)	512	+4	13	10/0
10	7	BROOKS & DUNN That's What It's All About (Arista)	457	+58	9	7/0
12	8	TOBY KEITH Stays In Mexico (DreamWorks)	429	+54	5	8/0
9	9	LONESTAR Mr. Mom (BNA)	426	+26	6	9/0
8	10	GEORGE STRAIT I Hate Everything (MCA)	400	-10	10	7/0
7	11	DOC WALKER North Dakota Boy (Open Road/Universal)	390	-25	15	8/0
11	12	GORD BAMFORD Heroes (Independent)	386	-8	13	4/0
17	13	PAUL BRANDT Convoy (Orange/Universal)	378	+63	3	6/0
15	14	RASCAL FLATTS Feels Like Today (Lyric Street)	361	+39	8	7/0
18	15	GARY ALLAN Nothing On But The Radio (MCA)	348	+37	7	6/0
-	16	DERIC RUTTAN I Saved Everything (Lyric Street)	340	-29	10	20/0
16	17	GIL GRAND Never Comin' Down (Spin)	336	+16	6	7/0
14	18	LISA BROKOP Wildflower (Asylum/Curb)	332	-8	14	8/0
20	19	SEAN HOGAN Catalina Sunrise (Barnstorm)	321	+20	4	8/0
	20	S. TWAIN W/ B. CURRINGTON Party For Two (Mercury)	311	+110	1	9/0
22	21	ANDY GRIGGS She Thinks She Needs Me (RCA)	306	+10	8	6/0
13	22	BIG & RICH Save A Horse, Ride A Cowboy (Warner Bros.)	293	-72	13	5/0
30	23	KENNY CHESNEY The Woman With You (BNA)	271	+63	2	7/0
26	24	DIERKS BENTLEY How Am I Doin' (Capitol)	266	+17	2	5/0
27	25	JULIE ROBERTS Break Down Here (Mercury)	263	+24	2	7/0
25	26	WILKINSONS Little Girl (Open Road/Universal)	255	-15	6	6/0
28	27	G. CANYON I'll Never Do Better Than You (Universal South)	253	+35	2	9/1
21	28	PHIL VASSAR In A Real Love (Arista)	245	-52	4	5/0
29	29	JOHNNY REID You Still Own Me (Independent)	219	+1	2	7/0
19	30	CAROLYN D. JOHNSON Die Of A Broken Heart (Arista)	208	-101	19	11/0

20 Canadian Cou reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. © 2004, R&R, Inc.

## C O U N T R Y FLASHBACK

- 1 YEAR AGO
  - No. 1: "What Was I Thinkin'" — Dierks Bentley
- 5 YEARS AGO
  - No. 1: "Something Like That" — Tim McGraw
- 10 YEARS AGO
  - No. 1: "Third Rock From The Sun" — Joe Diffie
- 15 YEARS AGO
  - No. 1: "High Cotton" — Alabama
- 20 YEARS AGO
  - No. 1: "I Don't Know A Thing About You" — Conway Twitty
- 25 YEARS AGO
  - No. 1: "You're My Jamaica" — Charley Pride
- 30 YEARS AGO
  - No. 1: "Please Don't Tell Me" — Ronnie Milsap

## New & Active

- DUSTY DRAKE I Am The Working Man (Warner Bros.)  
Total Plays: 188, Total Stations: 36, Adds: 6
- CAROLINA RAIN I Ain't Scared (Equity Music Group)  
Total Plays: 183, Total Stations: 29, Adds: 2
- JESSI ALEXANDER Make Me Stay Or Make Me Go (Columbia)  
Total Plays: 115, Total Stations: 15, Adds: 0
- BIG & RICH Holy Water (Warner Bros.)  
Total Plays: 112, Total Stations: 37, Adds: 29
- WARREN BROTHERS Sell-A Lot Of Beer (429)  
Total Plays: 84, Total Stations: 12, Adds: 0
- BRAD COTTER Can't Tell Me Nothin' (Epic)  
Total Plays: 72, Total Stations: 11, Adds: 0
- JEFF BATES Long, Slow Kisses (RCA)  
Total Plays: 64, Total Stations: 19, Adds: 8

## Please Send Your Photos

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:

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# Tom Prestigiacomo: 25 Years At FM 100

A radio veteran celebrates a quarter-century in afternoons

It's rare that one meets a heritage jock who, after 28 years in the industry, has a bright and refreshing outlook on this industry, which is so full of ups and downs. I recently had the privilege of speaking with WMC/Memphis afternoon host Tom Prestigiacomo about his 25-year run at FM 100 and how jocks can follow his path of stability and success.

**R&R:** Give a brief description of your radio career.

TP: You want 28 years in 50 words or less? I grew up in Louisville, hanging around WAKY (Wacky 790). Nowadays that's called interneting. Bill Bailey, "The Duke of Louisville," did mornings. I spent weekends answering the phones, going to remotes and learning how to use the production room. The afternoon guy was Gary Burbank. Listening to him made me want to be in radio. Burbank had characters and punch lines. Gary wasn't just funny, he was "Louisville funny." I learned how to localize from him. Gary is still doing afternoons, at WLW/Cincinnati, and he's still incredible.

Beginning in 1976, I went through seven jobs in 2 1/2 years, including stops in Hodgenville, KY and at WLCS/Baton Rouge and WSAC/Ft.



**REVEREND TIME** Tom Prestigiacomo (l) hangs with Jesse Jackson at a college basketball game in November 1994.

Knox, KY. Gary Guthrie hired me to do middays back at WAKY in 1978. Bailey was still doing mornings, and Coyote Calhoun did afternoons. That was the year Gary mixed separate versions of the song "You Don't Bring Me Flowers" by Barbra Streisand and Neil Diamond into a duet. It went to No. 1.

Guthrie left for Memphis in No-

vember 1978 and was replaced by Mike McVay. While Guthrie was an innovator, McVay was a promoter. He made WAKY shine, and the numbers were going up when I took an offer to do afternoons in Memphis a year later. I thought a couple of years out of my hometown would make me more valuable when I came back.

Since 1979 our PDs and OMs at FM 100 have included Gary Guthrie, Garry Wall, Robert John, Randy Lane, Smokey Rivers, Chuck Morgan, Russ Morley, Big Steve Kelley, Chris Taylor and, now, Danny Ocean. It's like a visiting professors program at a radio college. We've only had four general managers over the years, and two of them, Don Meyers and Terry Wood, knew good leaders when they saw them.

**R&R:** What is the secret to stability and longevity in this business?

TP: Creativity, desire, innovation, patience and persistence. Gary Guthrie came up with some of the most relatable promotions we ever did. Smokey Rivers taught us how to reinvent ourselves. I'm the same guy, but afternoons are always "new" or "improved." Chuck Morgan exuded patience and persistence. We rowed faster in his calmer waters. Randy Lane taught "inclusive" radio — that is, to embrace the things relevant in the time you have them.

That's why, these days, thanks to our content partner AOL for Broadband, I am online during my shift and using the Internet for contesting with those who work at a terminal and listen to FM 100 at the same time. I have 200 listeners on my IM list at [wimwithtom@aol.com](mailto:wimwithtom@aol.com) who are asking for concert information, making requests or just saying hello.

**R&R:** What are some of your career highlights?



**SO '80S** Pictured before a concert in Memphis in July 1983 are (l-r) Suzy Prestigiacomo, Rick Springfield and Tom Prestigiacomo.

TP: Riding a Ferris wheel for 100 hours and raising \$60,000 for St. Jude. Getting hugged by Rufus Thomas backstage after a New Year's Eve show we did in 1987. Listening to Liz Phair talk about life and her son when the microphones were off. Going to Al Green's church on a hot summer Sunday morning. Interviewing Boy George in his prime was a trip. The candlelight vigils for Elvis at Graceland. Getting phone calls from listeners who have moved away and come back. Memphis is such a great city, and I get to be a part of it.



**WHEEL ... OF ... FORTUNE!** Tom Prestigiacomo and Vanna White in 1985.

**R&R:** Tell us about your work outside of radio, with various charities and community organizations.

TP: As a station, we stay properly involved in Memphis. FM 100 is out front with Make-a-Wish and the Susan G. Komen Race for the Cure every year. On my own, I lean toward smaller, less celebrated causes. The people at Friends for Life and local elementary schools are just as worthy as Jerry's Kids and Walk America.

## 'Tom Is A Joy To Work With'

Several industry execs share their thoughts on Tom Prestigiacomo and why he has had such staying power at WMC/Memphis.

**Smokey Rivers**, VP/AC Programming, Infinity; PD, KVIL/Dallas: "Tom is one of the truly great *mensch*es of the world. He is one of the most caring, loving, honest and straightforward guys you'll ever meet. He's an incredible friend and father and has been a model citizen of Memphis for all these years. With Tom, what you hear is what you get. He's not trying to be superman or super cool."

**Mike McVay**, President, McVay Media: "Tom and I worked together at WAKY/Louisville in the late '70s. He was always one of the most natural talents I'd ever met. He sounded on the air like he did off the air. He also impressed me in that he puts on a show in a daypart where many talents phone it in. The man actually does show prep. Hey, maybe that's why he's been so successful at one radio station for 25 years."

**Randy Lane**, President, the Randy Lane Company: "Tom is one of my favorite guys. He's always upbeat, has high likability, obviously has great staying power and is very involved in the community. Tom is a ferocious prepper, very organized and a joy to work with. He's very responsive to coaching input, but, more important, he connects with listeners on an emotional level."

**Terry Wood**, Sr. VP/Market Manager, Infinity/Memphis: "It's not unusual to be on a station for a long period of time, but to be in one place as an air talent in the same shift — I've never heard of that before. It's just amazing."

**Danny Ocean**, PD, WMC (FM 100)/Memphis: "Tom is as much a part of the Memphis culture as FM 100 is. When you hear Tom on FM 100 and you meet Tom in person, he's the same guy — as natural and real as a redwood tree in Northern California. Certain people emote different things. He emotes genuine, natural realism. He's grounded and dedicated to doing his job to the best of his ability each day, just like he was on Sept. 3, 1979. Memphians love him, and I am proud to be working with him."

**R&R:** How can newer jocks improve their craft?

TP: The same way older jocks do: Pay attention, relate, and believe in yourself until someone else believes in you and pulls you up. It's never too late to recognize a mentor in your life. It's also never too late to become a mentor.

**R&R:** What would you tell them about their future?

TP: Stay as limber as Carly Patterson. They can't break you if you're flexible. Find your niche. No station can rotate six Howard Sterns or Ryan Seacrests. A long time ago Gary Burbank said to me, "Find what no one is doing in your city, and do it better than anyone else ever could." I've done television programs and written a weekly column for an alternative newspaper. I was the stadium announcer for every football and basketball game in Memphis from 1984 through 1997. To this day I still look for the next niche.

**R&R:** How can you quit the sports gig?

TP: My wife was diagnosed with cancer in 1994 and passed away in 1996. My children were 9 and 10 years old. I was pretty sure Katie and Joey needed me more than an arena full of people did.

**R&R:** How do you balance family and career?

TP: There is no balance. I'm Tom Prestigiacomo from 3-7pm, but I'm Dad forever. My kids are always first, but my love and loyalty to them doesn't keep me from doing my job



**BACKSTAGE IN MEMPHIS** Tom Prestigiacomo (l) and Tony Bennett at an Elvis tribute in November 1994.

and 5% more for the people I work with and the company I work for.

**R&R:** What should a jock never do?

TP: Never take what you do for granted. No matter what daypart you have, a jock should never think they're more important than the rest of the staff.

**R&R:** What should a jock always do?

TP: Get out and meet your audience without pretense. When you do it right, they'll always remember you. Love your sales staff, and respect your promotions department. They put up with twice the crap and get half the glory. And never, ever forget you're all on the same team.

**R&R:** Is Prestigiacomo your real last name?

TP: Yep, it's Sicilian. One carpool mom called to let us know her child thought my name was "Tom Just-abasketball." But once you get it, it's never forgotten.

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
4	1	LOS LONELY BOYS Heaven (Or/Epic)	1977	+307	204667	16	87/1
1	2	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	1915	-1	183872	38	108/0
2	3	MARTINA MCBRIDE This One's For The Girls (RCA)	1842	+49	152529	36	107/0
3	4	DIDO White Flag (Arista/RMG)	1830	+129	163179	50	98/0
5	5	MAROON 5 This Love (Octone/J/RMG)	1678	+58	203912	22	86/1
6	6	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1637	+31	149027	50	103/0
7	7	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	1580	+36	145624	46	100/0
8	8	KIMBERLEY LOCKE 8th World Wonder (Curb)	1562	+56	89824	25	98/0
9	9	SEAL Love's Divine (Warner Bros.)	1553	+57	151409	34	102/0
12	10	KEITH URBAN You'll Think Of Me (Capitol)	1206	+171	97410	18	95/2
10	11	MERCYME Here With Me (INO/Curb)	1132	+26	59082	23	83/0
11	12	JOSH GROBAN You Raise Me Up (143/Reprise)	1062	-28	97826	47	103/0
14	13	3 DOORS DOWN Here Without You (Republic/Universal)	976	+70	105249	39	61/0
13	14	LIONEL RICHIE Just For You (Island/IDJMG)	875	-121	71819	28	81/0
16	15	JOSH GROBAN Remember When It Rained (143/Reprise)	838	+79	74613	9	85/3
15	16	LEANN RIMES f/IRONAN KEATING Last Thing On My Mind (Curb)	834	+74	32218	15	84/1
22	17	ELTON JOHN Answer In The Sky (Universal)	679	+294	51627	3	84/11
17	18	CHERIE Older Than My Years (Lava)	619	+61	32023	10	75/1
26	19	MARTINA MCBRIDE In My Daughter's Eyes (RCA)	616	+307	79331	4	57/8
18	20	ALICIA KEYS If I Ain't Got You (J/RMG)	595	+76	71621	6	66/5
19	21	HOOBASTANK The Reason (Island/IDJMG)	566	+79	60763	14	37/4
23	22	HALL & OATES I'll Be Around (U-Watch)	526	+161	68430	3	68/12
29	23	PHIL COLLINS Don't Let Him Steal Your Heart Away (Atlantic)	478	+238	51935	2	78/15
21	24	SEALS & CROFTS Summer Breeze '04 (Warner Bros.)	383	-48	45671	15	42/0
20	25	JEFF TIMMONS Whisper That Way (SLG/Rising Phoenix)	348	-122	11610	7	52/2
24	26	CLAY AIKEN I Will Carry You (RCA/RMG)	347	0	16898	6	53/3
28	27	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	278	+27	24700	9	16/0
27	28	NEWSONG f/NATALIE GRANT When God Made You (Reunion)	265	-2	7932	4	43/0
25	29	CELINE DION You And I (Epic)	256	-91	63397	17	27/0
<b>Debut</b>	30	KELLY CLARKSON Breakaway (Hollywood)	253	+51	66906	1	20/2

117 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Songs below No. 5 are moved to recurrent after 50 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each datapoint on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

## New & Active

**SEAL** Get It Together (Warner Bros.)  
Total Plays: 218, Total Stations: 36, Adds: 0

**KATRINA CARLSON** Drive (Kataphonic)  
Total Plays: 158, Total Stations: 30, Adds: 2

**BRUCE HORNSBY** Gonna Be Some Changes Made (Columbia)  
Total Plays: 151, Total Stations: 27, Adds: 1

**CHRISTINE MCVIE** Friend (Koch)  
Total Plays: 129, Total Stations: 29, Adds: 5

**DARYL HALL** She's Gone (Rhythm & Groove/Liquid 8)  
Total Plays: 122, Total Stations: 22, Adds: 2

**TIM MCGRAW** Live Like You Were Dying (Curb)  
Total Plays: 91, Total Stations: 29, Adds: 12

**R. CHARLES f/IE. JDHN** Sorry Seems To Be The Hardest Word (Concord)  
Total Plays: 82, Total Stations: 16, Adds: 0

**ANGEL** Love Is (Midax/ADA/WMG)  
Total Plays: 54, Total Stations: 15, Adds: 2

**SERA** Dver & Dver (Azzral)  
Total Plays: 49, Total Stations: 12, Adds: 1

**SIMPLY RED** Home (Simplyred.com)  
Total Plays: 37, Total Stations: 22, Adds: 8

Songs ranked by total plays

## Most Added\*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
MICHAEL MCDONALD Reach Out, I'll Be There (Motown/Universal)	19
PHIL COLLINS Don't Let Him Steal Your Heart Away (Atlantic)	15
HALL & OATES I'll Be Around (U-Watch)	12
TIM MCGRAW Live Like You Were Dying (Curb)	12
ELTON JOHN Answer In The Sky (Universal)	11
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	8
SIMPLY RED Home (simplyred.com)	8
ANITA BAKER You're My Everything (Blue Note/EMC)	8
AMY GRANT f/KEB' MO' Come Be With Me (U/Me)	7

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LOS LONELY BOYS Heaven (Or/Epic)	+307
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+307
ELTON JOHN Answer In The Sky (Universal)	+294
PHIL COLLINS Don't Let Him Steal Your Heart Away (Atlantic)	+238
KEITH URBAN You'll Think Of Me (Capitol)	+171
HALL & OATES I'll Be Around (U-Watch)	+161
CELINE DION A New Day Has Come (Epic)	+154
TRAIN Calling All Angels (Columbia)	+143
DIDO White Flag (Arista/RMG)	+129
MATCHBOX TWENTY Unwell (Atlantic)	+87

## Recurrents

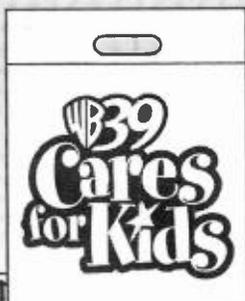
ARTIST TITLE LABEL(S)	TOTAL PLAYS
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	1190
TRAIN Calling All Angels (Columbia)	1167
MATCHBOX TWENTY Unwell (Atlantic)	1111
SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	1025
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	825
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	817
SANTANA f/M. BRANCH The Game Of Love (Arista/RMG)	812
SHERYL CROW Soak Up The Sun (A&M/Interscope)	764
LUTHER VANDROSS Dance With My Father (J/RMG)	744
CHRISTINA AGUILERA Beautiful (RCA/RMG)	737
LONESTAR I'm Already There (BNA)	686
PHIL COLLINS Can't Stop Loving You (Atlantic)	658

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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Table with columns: Artist Title (Label), TW, LW, Famil., Burn, W 25-54, W 25-34, W 35-54. Lists top AC songs like 'This Love' by Maroon 5 and 'You And I' by Celine Dion.

Total sample size is 258 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song.

Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, WEEKS ON CHART, TOTAL STATIONS. Lists Canadian AC top 30 songs like 'Los Lonely Boys' and 'Celine Dion'.

24 Canadian AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18.

Reporters

Table listing stations and their AC lists alphabetically by market. Columns include station name, city, and reporter name. Markets include Atlanta, Austin, Baltimore, Boston, Buffalo, etc.

POWERED BY MEDIABASE. Monitored Reporters 138 Total Reporters. 117 Total Monitored. 21 Total Indicator. Did Not Report, Playlist Frozen (3): WGBF/Rockford, IL, WKY/Evansville, IN, WOOF/Dothan, AL.

# ON THE RECORD

With **Ronald E. "Buzz" Brindle**  
OM/PD, WABT/Albany, NY



this particular market and deliver on our promise of "True Variety." WABT was the first station in Albany to play Scissor Sisters, and the phone response was immediate. We added Alicia Keys "If I Ain't Got You" in May, and it's still a power, while most Hot ACs are just beginning to warm up to it. We were also among the first non-Country stations to play Martina McBride's "This One's for the Girls." On the promotion front, we've just completed a big fundraising event with the Juvenile Diabetes Association. Our first fall book promotion is Get Hitched With the Buzz, in which we'll help a lucky listener with her wedding. And, no, I did not name the station after myself in a fit of hubris. Management selected the station's name several years ago, before I became involved with its programming.

WABT (104.5 "The Buzz")/Albany, NY is part of Regent Communications' Albany-Schenectady-Troy-Saratoga, NY cluster. The station transitioned from '80s oldies to its current Hot AC format in July 2003. In the spring book WABT ranked No. 7 with 25-49 women and No. 8 among women 25-54. At this point we're not being serviced by the labels, but we'd like to be. WABT is consulted by Dan Hayden, who's helped us create a music hybrid in order to adapt to the needs of

**L**os Lonely Boys' "Heaven" is AC's new No. 1, with +307 plays. Five For Fighting's "100 Years" (Aware/Columbia) is No. 2, followed by Martina McBride's "This One's for the Girls" (RCA), at No. 3 ... Kelly Clarkson's "Breakaway" (Hollywood) debuts at No. 30 ... Elton John's "Answer in the Sky" (Universal) gets Most Increased Plays and goes 22 to 17, and Phil Collins' "Don't Let Him Steal Your Heart Away" (Atlantic) jumps 29-23 with +238 ... Keith Urban's "You'll Think of Me" (Capitol) moves into the top 10 with +171 plays, and Hall & Oates' "I'll Be Around" continues to climb, with +161 plays taking it to No. 22 ... Most Added this week are Michael McDonald's "Reach Out, I'll Be There" (Motown/Universal), with 19 adds, and Collins, with 15 ... Hot AC has another Maroon 5 hit at the top of the chart: "She Will Be Loved" (Octone/J/RMG) moves to No. 1, with +260 plays ... Hoobastank's "The Reason" (Island/IDJMG) goes to No. 2, and Los Lonely Boys remain at No. 3 ... John Mayer's "Daughters" (Aware/Columbia) is Most Increased for a second week in a row, taking him 17-13 with +415 plays ... Avril Lavigne's "My Happy Ending" (Arista/RMG) goes 11 to 8 with +366, and there's a nice bump up for Bowling For Soup's "1985" (Silvertone/Jive/Zomba), 16-14 with +281 ... Lenny Kravitz's "Lady" (Virgin) makes another leap, from 34 to 26 with +247 ... Debuts at Hot AC are Switchfoot's "Dare You to Move" (Red Ink/Columbia), at 35, and Los Lonely Boys' "More Than Love," at 39 ... Most Added are The Calling's "Anything" (RCA/RMG), with 15 adds, and Switchfoot's "Dare You to Move" (Red Ink/Columbia) and Duran Duran's "(Reach Up for the) Sunrise" (Epic), with 12 each.

# AC/HOT AC ON THE RADIO

— Julie Kertes, AC/Hot AC Editor

# artist activity

ARTIST: **Frou Frou**  
LABEL: **Geffen**

By **JULIE KERTES**/AC/HOT AC EDITOR



When I first heard the music of Frou Frou's Imogen Heap, I was taken with her haunting voice and incredible vocal range. Her 1998 Almo Sounds release, *MEGAPHONE* (cleverly, an anagram for Imogen Heap) received airplay on KLLC/San Francisco and had healthy sales in the market as a result. The single "Come Here Boy" received curiosity calls whenever it was played and was a highly requested song even after the station stopped playing it.

Two years ago Heap released *Details*, a collaborative project with producer-songwriter Guy Sigsworth (Madonna, Seal, Bjork). The pair call themselves Frou Frou, and their partnership brings together Heap's vocal gift and Sigsworth's innovative production style.

Heap, whose first career aspiration was to be a contemporary classical composer, has a vocal style that is truly unique. Her voice is an instrument that touches and affects everyone who listens. She says, "My breath is an integral part of the way I sing. When you breathe in someone's ear, it makes him or her feel a certain way; when you sigh, it evokes something else. And then there's that chanting that I do — I don't know where it comes from, but I do know those tones can express what words cannot."

If you've been to the movies recently, you're certain to have heard Heap's whispered vocals on Frou Frou's single "Let Go," which is featured in the *Garden State* trailer and has prominent placement in the movie's last scene and closing credits. Since the release of the movie, record sales for *Details* have tripled nationally, and "Let Go" has been consistently in the top

15 of iTunes' top 100 most downloaded songs for a month.

The public's response to the track has prompted the folks at Geffen to re-release *Details* to retail, where it will be positioned next to the *Garden State* soundtrack (which, by the way, is selling 40,000 pieces on average per week). If you go to Amazon.com, where the soundtrack is being sold, it'll tell you that the people who bought the soundtrack also bought, you guessed it, *Details*.

*Details* is one of those CDs that creates a blissful mood to the point where you'll want it to be the soundtrack to your life. There is a reason Zach Braff — writer, director and star of *Garden State* — handpicked "Let Go" for the film. There's something about the tone of the song that screams urgency and passion. Other tracks, like "The Dumbing Down of Love" and "Psychobabble," are equally compelling and create an introspective mood. "Maddening Shroud" has a certain playfulness to it, and its familiar nursery rhyme-like melody is infectious. My favorite track is "Breathe In," which is filled with drive and inspiration. Heap's and Sigsworth's talents meld perfectly on track after track of *Details*.

Heap is currently working on a solo album. Sigsworth is also in the studio, working with Enrique Iglesias, and he has just finished a project with Britney Spears. But Geffen plans to bring the duo to the States sometime around the re-release of *Details*. "Let Go" goes for adds at Hot AC on Sept. 27.



**Amber**, one of 311's best testing records of all time, continues to resurface and raise its hand as a single that Hot AC should embrace. With 311's *Love Song* being a Top 5 hit at Hot AC and a #1 track at Alternative, it has opened the door for their next smash hit, **Amber**.

amber

## Impacting Now!

The Follow Up to Their Top 5 Hot AC Smash  
**"Love Song"**  
From 311's Greatest Hits '93-'03

"I would work 311's Amber at Hot AC for sure, that was a missed hit for the format."  
— Lisa Thomas, MD KDMX/Dallas



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	MAROON 5 She Will Be Loved (Octone/J/RMG)	3719	+260	236519	13	97/2
1	2	HOOBASTANK The Reason (Island/IDJMG)	3640	+58	250622	31	96/0
3	3	LOS LONELY BOYS Heaven (Or/Epic)	3520	+163	241524	27	93/0
5	4	FINGER ELEVEN One Thing (Wind-up)	3159	+231	196226	20	88/2
4	5	COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	3092	+58	208048	20	92/0
7	6	ASHLEE SIMPSON Pieces Of Me (Geffen)	2840	+251	187647	8	87/0
6	7	MAROON 5 This Love (Octone/J/RMG)	2812	+57	206923	37	95/0
11	8	AVRIL LAVIGNE My Happy Ending (Arista/RMG)	2387	+366	147878	9	88/2
8	9	3 DOORS DOWN Away From The Sun (Republic/Universal)	2198	-60	111198	32	74/0
9	10	GAVIN DEGRAW I Don't Want To Be (J/RMG)	2177	-61	132861	27	79/0
10	11	SWITCHFOOT Meant To Live (Red Ink/Columbia)	1973	-54	105832	25	77/0
12	12	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	1720	+23	84298	16	68/0
17	13	JOHN MAYER Daughters (Aware/Columbia)	1662	+415	104087	5	83/11
16	14	BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	1531	+281	83485	8	68/4
13	15	NICKELBACK Someday (Roadrunner/IDJMG)	1509	-51	116130	52	76/0
15	16	SARAH MCLACHLAN World On Fire (Arista/RMG)	1472	+161	76001	9	74/2
19	17	RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	1392	+238	77282	8	66/4
20	18	SEETHER f/AMY LEE Broken (Wind-up)	1299	+187	59343	10	56/3
22	19	KELLY CLARKSON Breakaway (Hollywood)	1004	+149	68736	7	49/5
18	20	TRAIN Ordinary (Columbia)	997	-184	49090	16	55/0
21	21	AVION Seven Days Without You (Columbia)	942	+25	32462	16	44/0
23	22	FIVE FOR FIGHTING The Devil In The Wishing Well (Jane Says) (Aware/Columbia)	823	+31	26716	7	52/0
28	23	DURAN DURAN (Reach Up For The) Sunrise (Epic)	812	+219	59229	3	59/12
25	24	ALANIS MORISSETTE Eight Easy Steps (Maverick/Reprise)	712	+75	25007	6	48/2
27	25	KILLERS Somebody Told Me (Island/IDJMG)	684	+89	23349	6	38/2
34	26	LENNY KRAVITZ Lady (Virgin)	656	+247	41786	3	45/7
29	27	HOWIE DAY Collide (Epic)	624	+99	27195	6	33/1
24	28	RICHARD MARX When You're Gone (Manhattan/EMC)	549	-165	28348	15	40/0
35	29	VANESSA CARLTON White Houses (A&M/Interscope)	538	+138	20320	2	40/6
38	30	DIDD Sand In My Shoes (Arista/RMG)	528	+160	15148	2	46/5
33	31	JOJO Leave (Get Out) (BlackGround/Universal)	519	+79	21373	5	12/1
36	32	LINKIN PARK Breaking The Habit (Warner Bros.)	500	+126	27490	3	22/2
32	33	MARTINA MCBRIDE This One's For The Girls (RCA)	491	+50	33477	15	20/0
30	34	DIANA ANAID Last Thing (Five Crowns Music)	455	-18	13595	7	31/1
Debut	35	SWITCHFOOT Dare You To Move (Red Ink/Columbia)	436	+117	18944	1	38/12
37	36	TEARS FOR FEARS Call Me Mellow (Universal Music Entertainment)	425	+54	13560	4	35/4
40	37	BONNIE MCKEE Somebody (Reprise)	399	+79	8012	4	28/1
31	38	SCISSOR SISTERS Take Your Mama (Universal)	398	-74	26960	14	25/0
Debut	39	LOS LONELY BOYS More Than Love (Or/Epic)	396	+115	20486	1	30/2
39	40	INGRAM HILL Will I Ever Make It Home (Hollywood)	378	+39	11189	4	27/1

98 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

**Most Added\***

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
CALLING Anything (RCA/RMG)	15
DURAN DURAN (Reach Up For The) Sunrise (Epic)	12
SWITCHFOOT Dare You To Move (Red Ink/Columbia)	12
JOHN MAYER Daughters (Aware/Columbia)	11
UNCLE KRACKER Writing It Down (Lava/Warner Bros.)	9
LENNY KRAVITZ Lady (Virgin)	7
KEANE Somewhere Only We Know (Interscope)	7
MARC BROUSSARD Where You Are (Island/IDJMG)	7
VANESSA CARLTON White Houses (A&M/Interscope)	6

**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOHN MAYER Daughters (Aware/Columbia)	+415
AVRIL LAVIGNE My Happy Ending (Arista/RMG)	+366
BOWLING FOR SOUP 1985 (Silvertone/Jive/Zomba)	+281
MAROON 5 She Will Be Loved (Octone/J/RMG)	+260
ASHLEE SIMPSON Pieces Of Me (Geffen)	+251
LENNY KRAVITZ Lady (Virgin)	+247
RYAN CABRERA On The Way Down (E.V.L.A./Atlantic)	+238
FINGER ELEVEN One Thing (Wind-up)	+231
DURAN DURAN (Reach Up For The) Sunrise (Epic)	+219
SEETHER f/AMY LEE Broken (Wind-up)	+187

**New & Active**

MERCYME Here With Me (INO/Curb)  
Total Plays: 264, Total Stations: 14, Adds: 0  
JOHN MELLENCAMP Walk Tall (Island/IDJMG)  
Total Plays: 210, Total Stations: 22, Adds: 3  
KEANE Somewhere Only We Know (Interscope)  
Total Plays: 55, Total Stations: 15, Adds: 7  
CALLING Anything (RCA/RMG)  
Total Plays: 8, Total Stations: 15, Adds: 15

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

**Scott Shannon's True Oldies Channel**

Contact Stuart McRae at 1-866-4-FORMAT

abc RADIO NETWORKS 24 Hour Formats





PART THREE OF A THREE-PART SERIES

# March, April, May: The Cruellest Months

## Sampling issues, inadequate marketing budgets converge

Over four years, from spring '99 through winter '04, Smooth Jazz numbers were among the highest and most consistent of all formats. During that time Smooth Jazz's average national 25-54 shares were 3.2-3.3-3.3-3.3-3.3, so the format's soft ratings in the spring book raised a red flag.

By no means did every Smooth Jazz station have a down book. KIFM/San Diego went to No. 1 12+, WSMJ/Baltimore gained a full share 12+, and others — such as WVMV/Detroit; WSJT/Tampa; WLVE/Miami; KYOT/Phoenix; KJZI/Minneapolis; WSSM/St. Louis; WJZA & WJZK/Columbus, OH; WJZL & WJZO/Louisville; WJZV/Richmond; WZMR/Albany, NY; and KSMJ/Bakersfield — also posted gains.

Other stations, however, dipped. One, WJZW/Washington, plummeted from third to 10th 25-54, a precipitous drop. In this conclusion of a three-part examination of the spring book, several programmers discuss what really happened. (Hint: The answer is not "alien abduction.")

### Sampling Issues

The last page of Arbitron's software for a number of markets indicates that sampling issues affected Smooth Jazz stations' performances in spring. The difference of as few as 10 diaries can drop a station six or seven positions in rank, which was the case with WJZW.

Broadcast Architecture VP/Programming Rad Messick says his investigations into the spring book suggest that, in terms of respondents' diary keeping, Smooth Jazz is getting fewer 50-99 or 100+ AQH diaries, and those diarykeepers — the super listeners — are responsible for 40% of our listening, yet are only 10% of the audience.

"This is about top-of-mind voting," Messick says. "If we don't consistently market to get those all-important super listeners' votes, we tend to experience a swing that is not in Smooth Jazz's best interest. Those diaries mean so much that, without them, our numbers will fall proportionally."

"Higher tune-in occasions equal

higher TSL. The successful stations in our study group averaged about 5 1/2 tune-ins to just under five for those in decline. The Arbitron folks have come up with a study that shows that when a person writes down in a diary that they listen to a station, they usually record about an hour's worth of listening, regardless of whether they listen that long or not.

"The more of those tune-in occasions we can drive — by marketing, compelling product and good on-air promotion — the more we increase tune-in occasions and increase TSL. The TSL for the successful stations was nearly identical to that of the declining stations. There was a two-minute difference in TSL. It's the tune-in occasions that matter.

"Then there's the rule that really rules: Workday listening drives success. The winning stations are just over a point higher in middays and exactly a point higher in afternoons than the stations that were off in the book. Those two dayparts are where the battle is waged.

"Smart programmers use Arbitron's Vital Sign to determine how their stations perform book to book. It can reveal whether there is a problem that needs further investigation or if the book is just a one-off.

"Potential problems that can drive numbers down could be diaries not showing up from a specific county that is typically one of your good counties or sampling that is weighted over a shorter period than it normally would be, such as if 25% of your diaries came back in a two-week span for the entire book. You'll want to track whether it's an ongoing situation or just a one-off."

### Flip-Flop

KSSF/Sacramento Station Manager Lee Hansen views the spring book through the lens of his station's numbers. "Wow, what a gap between our men and women," he says. "For the full week we're No. 2 in women 25-54; in men, we're tied for 13th. That's why we're seventh in adults 25-54. The four-book average puts us at No. 2 in women and tied for sixth in men, even with this ugly book. And we're fifth in the four-book 25-54.

"In middays we're No. 1 in women 25-54 and second 35-64 but tied for 15th in men 25-54 and sixth 35-64. Afternoon drive, we're tied for second in women — third 35-64 — and 17th in men, tied for seventh 35-64.

"Weekends really stink 25-54, but, strangely enough, we do better with men — tied for sixth — than with women, where we're 12th. Weekends 35-64, it's No. 3 with men, No. 5 with women.

"With samples as small as they are, losing 10% is a significant factor. This is clear to me, because the same thing happened last spring, and we suffered the same consequences. The fact remains that it is difficult to explain, from a product standpoint, the huge difference between men and women rankers. And the fact that they flip-flop on the weekend is simply baffling."

### Four-Book Bliss

"The four-book averages show how much closer together these rankers usually are," Hansen continues. "There we're second in women 25-54, sixth in men. All of this is due to very low diary return from men — half as many diaries than in the winter book from men 35-44 — exaggerated by diary placement. With such a low diary return, if the diaries had gone to our listeners, we would have seen a positive impact from low-diary returns.

"It's Arbitron. It's always been an estimate, and it's always had wobbles. The words *estimate* and *standard error* loom large for me. I remember



Rad Messick

"The Arbitron folks have come up with a study that shows that when a person writes down that they listen to a station in a diary, they usually record about an hour's worth of listening, regardless of whether they listen that long or not."

Rad Messick

a Kurt Hanson piece where he showed that the standard error was about 0.6 at the 65% confidence level, which means a four share can be somewhere between 3.4 and 4.6.

"If we have a soft book that's within the bounce range, my market manager is so philosophical, he asks, 'Does the station sound the way you want it to? If so, don't let Arbitron program your station.'

"Frankly, I like four-book averages over one book at a time. I'm always concerned that the smaller the chunk of information you look at from a statistical survey, the less stable it is, and the further back you pull, the more accurate a picture you get. It's like a Seurat painting: Up close all you see is dots; but step back, and the picture emerges."

### Got Marketing?

There is an old adage that a terrible thing happens if you don't market: Nothing! An ongoing challenge for Smooth Jazz stations is snagging their fair share of strategic marketing. There certainly appears to be direct correlation between KIFM's and WSMJ's spring success and the stations' investment in marketing.

"Getting ratings is a voting contest, and you've got to do external marketing to keep top-of-mind awareness," Messick says. "Even the best programmed AC stations are supported by external marketing campaigns. The product being on target and the marketing being on target equals a successful ratings period for the station. The money invested in marketing is more than paid off in the end results of revenues."

WJZZ/Atlanta PD Dave Kosh agrees. "You can't be a profitable station if you're not out there doing the same thing you tell your clients to do: spend money to increase your top-of-mind awareness," he says.

Driven to deliver quarterly profits, some cluster managers pull marketing dollars from their Smooth Jazz properties despite Smooth Jazz's proven ability to earn highly competitive ratings — frequently top five or better — and generate impressive revenue.

My difficulty grasping the wisdom of a business practice that kills the goose that lays the golden egg inspired me to ask a highly regard-

ed programming veteran, who spoke on condition of anonymity, about this. "All GMs have a fiscal responsibility, and if they're not making their number in sales, they have to cut costs," this person said. "They can't cut costs in capital, because that's equipment. So that leaves personnel or marketing — the two most expendable things."

### Red-Headed Stepchild

But why do cluster managers pull Smooth Jazz marketing dollars before cutting the budgets at other formats? "The thinking is that Smooth Jazz is an unduplicated format with less direct competition," the mystery PD said.

"If you have a heritage radio station in your cluster, in theory you could cut its marketing for a quarter or two with less chance of getting a wobble because of its heritage and stability. Ultimately, that's counterproductive, because money should be allocated to stations that need resources to succeed."

Similarly, Messick suggests that different clusters have different approaches to marketing stations that need more attention. "Sometimes Smooth Jazz is taken for granted, and in some cases it has fallen down the food chain, for whatever reason, and never received the kind of support that other formats get.

"The other thing we see is that not marketing expedites the growth of 45+ listening. The people who are fans of the format are still going to be there. Obviously, they've been with us for a long while. They've gotten older over the last 16 or 17 years and moved up the demo. If we don't wave the banner and tell younger people why we're cool, they'll never get the message.

"To get the massive numbers of people that we want to grow in to the format and make Smooth Jazz a more viable sell, we have to tell people about it. Marketing Smooth Jazz isn't a flash in the pan either. Stations that have done an exceptional marketing job have enjoyed the benefits — the payoff — for a year.

"It's not like they made an investment that lasted 30 or 45 days, and then the listeners were gone. Because once people discover how compelling Smooth Jazz is, they stick with us."



Lee Hansen

# R&R SMOOTH JAZZ TOP 30

September 24, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	847	-9	113756	17	39/0
2	2	BONEY JAMES Here She Comes (Warner Bros.)	842	-1	104906	15	40/1
3	3	GERALD ALBRIGHT To The Max (GRP/VMG)	831	+58	105624	19	40/1
4	4	MICHAEL LINGTON Show Me (Rendezvous)	783	+14	96663	24	39/1
5	5	MARC ANTOINE Mediterraneo (Rendezvous)	620	-92	82647	31	34/0
8	6	WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	606	+89	66870	14	35/1
6	7	DAVE KOZ All I See Is You (Capitol)	606	-22	59954	30	38/0
7	8	AMITA BAKER You're My Everything (Blue Note/EMC)	571	-3	65828	12	38/1
13	9	RICHARD ELLIOT Your Secret Love (GRP/VMG)	484	+78	76164	9	36/2
10	10	CHRIS BOTTI Back Into My Heart (Columbia)	475	+18	61889	20	39/1
12	11	SEAL Love's Divine (Warner Bros.)	451	+4	37044	19	31/1
11	12	PAUL TAYLOR Steppin' Out (Peak)	448	-5	65150	34	38/0
9	13	JOYCE COOLING Expression (Narada)	419	-54	44840	28	36/0
14	14	PAUL JACKSON, JR. Walkin' (Blue Note/EMC)	415	+11	46799	20	35/2
17	15	TIM BOWMAN Summer Groove (Liquid 8)	404	+62	50028	7	34/1
15	16	MARION MEADOWS Sweet Grapes (Heads Up)	399	+23	36711	12	32/2
16	17	NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	387	+30	39571	8	34/2
18	18	NICK COLIONNE It's Been Too Long (3 Keys Music)	338	+33	44305	13	32/3
19	19	KIM WATERS In Deep (Shanachie)	326	+35	22305	11	28/1
22	20	SOULBALLET Cream (215)	323	+89	51006	5	31/5
24	21	MINDI ABAIR Come As You Are (GRP/VMG)	308	+95	48349	4	33/7
20	22	RAMSEY LEWIS TRIO The In Crowd (Narada)	294	+17	38572	17	25/1
23	23	RENEE OLSTEAD A Love That Will Last (143/Reprise)	277	+57	20875	9	20/2
21	24	PATTI LABELLE New Day (Def Soul/IDJMG)	276	+31	23974	14	18/1
26	25	HALL & OATES Love TKO (U-Watch)	216	+51	19384	2	17/4
25	26	GLADYS KNIGHT f/DESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)	196	-7	7877	15	16/1
28	27	PETER WHITE How Does It Feel (Columbia)	188	+30	32191	4	26/10
27	28	STEVE OLIVER Chips & Salsa (Koch)	178	+16	7759	5	18/3
29	29	PIECES OF A DREAM It's Go Time (Heads Up)	165	+11	14461	3	15/1
30	30	CRAIG CHAQUICO Her Boyfriend's Wedding (Narada)	142	+13	6717	3	13/2

40 Smooth Jazz reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004. Arbitron Inc.). © 2004, R&R, Inc.

## New & Active

**PAUL BROWN** Moment By Moment (GRP/VMG)  
Total Plays: 126, Total Stations: 13, Adds: 3

**THA' HOT CLUB** I'm Gonna Love You Just A Little More Baby (Shanachie)  
Total Plays: 116, Total Stations: 11, Adds: 0

**GREG ADAMS** Firefly (215)  
Total Plays: 114, Total Stations: 11, Adds: 0

**EVERETTE HARP** Can You Hear Me (A440)  
Total Plays: 107, Total Stations: 12, Adds: 2

**DAVE KOZ** Let It Free (Capitol)  
Total Plays: 97, Total Stations: 10, Adds: 1

**NESTOR TORRES** Maybe Tonight (Heads Up)  
Total Plays: 80, Total Stations: 9, Adds: 0

**ALICIA KEYS** If I Ain't Got You (J/RMG)  
Total Plays: 77, Total Stations: 5, Adds: 0

**LUTHER VANDROSS** Think About You (J/RMG)  
Total Plays: 72, Total Stations: 5, Adds: 0

**RAFE GOMEZ** Icy (Tommy Boy)  
Total Plays: 70, Total Stations: 7, Adds: 0

**FOURPLAY** Play Around It (RCA Victor)  
Total Plays: 67, Total Stations: 6, Adds: 1

Songs ranked by total plays

## Most Added\*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
PETER WHITE How Does It Feel (Columbia)	10
MINDI ABAIR Come As You Are (GRP/VMG)	7
EUGE GROOVE XXL (Narada)	7
SOUL BALLET Cream (215)	5
HALL & OATES Love TKO (U-Watch)	4
NICK COLIONNE It's Been Too Long (3 Keys Music)	3
STEVE OLIVER Chips & Salsa (Koch)	3
PAUL BROWN Moment By Moment (GRP/VMG)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MINDI ABAIR Come As You Are (GRP/VMG)	+95
WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	+89
SOUL BALLET Cream (215)	+89
RICHARD ELLIOT Your Secret Love (GRP/VMG)	+78
TIM BOWMAN Summer Groove (Liquid 8)	+72
GERALD ALBRIGHT To The Max (GRP/VMG)	+58
DAVE KOZ Let It Free (Capitol)	+58
RENEE OLSTEAD A Love That Will Last (143/Reprise)	+57
HALL & OATES Love TKO (U-Watch)	+51
PAUL TAYLOR On The Move (Peak)	+36

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
EUGE GROOVE Livin' Large (Narada)	328
PAUL BROWN 24/7 (GRP/VMG)	320
DAN SIEGEL In Your Eyes (Native Language)	297
DIANA KRALL Temptation (GRP/VMG)	290
RICK BRAUN Daddy-O (Warner Bros.)	283
PETER WHITE Talkin' Bout Love (Columbia)	267
PRAFUL Sigh (Rendezvous)	250
RICHARD SMITH Sing A Song (A440)	238
NICK COLIONNE High Flyin' (3 Keys Music)	236
RICHARD ELLIOT Sly (GRP/VMG)	206
HIL ST. SOUL For The Love Of You (Shanachie)	200
STEVE COLE Everyday (Warner Bros.)	196
JAZZMASTERS Puerto Banus (Trippin' 'N' Rhythm)	195
KIM WATERS The Ride (Shanachie)	194
B. CULBERTSON f/N. BROWN Come On Up (Warner Bros.)	193

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).



# Euge Groove

from the album "XXL"  
LIVIN' LARGE

## #2 Most Added!

New This Week: **WJZZ KIFM KJCD KBZN**  
**WLOQ WYJZ WZMR**

Already On: **WNUA WNWV WJZN**

Contact: Sue Schrader or Dave Kunert at Narada: 630-236-6990  
or All That Jazz: 702-453-6995

# SMOOTH JAZZ TOP 30 INDICATOR

September 24, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	GEORGE BENSON Softly, As In A Morning Sunrise (GRP/VMG)	213	+9	1010	16	14/0
1	2	BONEY JAMES Here She Comes (Warner Bros.)	202	-17	1133	14	14/0
3	3	WAYMAN TISDALE Ain't No Stoppin' Us Now (Rendezvous)	192	+13	876	12	14/0
4	4	GERALD ALBRIGHT To The Max (GRP/VMG)	169	-1	541	19	13/0
6	5	ANITA BAKER You're My Everything (Blue Note/EMC)	158	-1	870	11	14/0
5	6	EVERETTE HARP Can You Hear Me (A440)	158	-6	762	15	16/0
13	7	NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	144	+21	509	8	14/3
7	8	MICHAEL LINGTON Show Me (Rendezvous)	144	-13	473	22	11/0
10	9	KIM WATERS In Deep (Shanachie)	138	-2	743	14	14/0
8	10	STEVE OLIVER Chips & Salsa (Koch)	138	-14	671	9	14/0
11	11	RICHARD ELLIOT Your Secret Love (GRP/VMG)	130	-8	600	8	11/0
19	12	SOUL BALLET Cream (215)	127	+25	399	6	12/1
12	13	TIM BOWMAN Summer Groove (Liquid 8)	125	-7	469	6	12/0
9	14	FOURPLAY Play Around It (RCA Victor)	123	-27	740	14	11/0
20	15	CHRIS BOTTI Back Into My Heart (Columbia)	112	+10	525	21	12/0
22	16	MARION MEADOWS Sweet Grapes (Heads Up)	111	+19	624	12	11/1
14	17	RAMSEY LEWIS TRIO The In Crowd (Narada)	111	-7	404	15	13/0
27	18	MINDI ABAIR Come As You Are (GRP/VMG)	110	+28	392	3	11/1
26	19	RAFE GOMEZ Icy (Tommy Boy)	104	+21	300	3	10/0
17	20	JOYCE COOLING Expression (Narada)	99	-4	448	28	11/0
24	21	GRADY NICHOLS Tuesday Morning (Compendia)	98	+9	317	2	9/0
18	22	SHADES OF SOUL f/ JEFF LORBER w/ CHRIS BOTTI Gazpacho (Narada)	97	-5	466	8	9/0
15	23	MARC ANTOINE Mediterraneo (Rendezvous)	97	-14	532	31	8/0
16	24	DAVID BENOIT / RUSS FREEMAN Palmetto Park (Peak/Concord)	91	-18	543	12	9/0
Debut	25	FOURPLAY Fields Of Gold (RCA Victor)	89	+17	308	1	9/1
28	26	PAUL BROWN Moment By Moment (GRP/VMG)	87	+6	244	2	6/0
21	27	GLADYS KNIGHT f/ EDESIO ALEJANDRO Feelin' Good (Vacilon) (Pyramid)	86	-14	727	13	9/1
25	28	ERIC MARIENTHAL Secrets (Peak)	85	-3	476	10	8/0
Debut	29	RENEE OLSTEAD A Love That Will Last (143/Reprise)	83	+19	327	1	7/1
Debut	30	POSITIVE FLOW The City Streets (Shanachie)	83	+16	401	1	8/1

17 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.

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## Most Added\*

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ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASE
EUGE GROOVE XXL (Narada)	+5
NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	+3
GEORGE COLLICHIO The Call (Kezia)	+3
FATBURGER Work To Do (Shanachie)	+2
BLAKE AARON Infatuation (215)	+2
DOC POWELL Let It Be (Heads Up)	+2
DAVID BENOIT & RUSS FREEMAN Struttin' (Peak/Concord)	+2
JAMES VARGAS Lasting Impression (Trippin' 'N' Rhythm)	+2
N. TORRES Give Me The Chair Where I Wait For You (Heads Up)	+2
NIGHTBYRD Moonlight Serenade (Dream Whisper)	+2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASE
EUGE GROOVE XXL (Narada)	+41
FATBURGER Work To Do (Shanachie)	+33
MINDI ABAIR Come As You Are (GRP/VMG)	+28
SOUL BALLET Cream (215)	+25
N. TORRES Give Me The Chair Where I Wait For You (Heads Up)	+22
NORMAN BROWN Up 'N' At 'Em (Warner Bros.)	+21
RAFE GOMEZ Icy (Tommy Boy)	+21
GEORGE COLLICHIO The Call (Kezia)	+20
NORAH JONES Those Sweet Words (Blue Note/EMC)	+20
ORANGE FACTORY Body Tight (Tommy Boy)	+20

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
PAUL BROWN 24/7 (GRP/VMG)	55
EUGE GROOVE Livin' Large (Narada)	54
PETE BELASCO Deeper (Compendia)	53
HIL ST. SOUL For The Love Of You (Shanachie)	46
GRADY NICHOLS Allright (Compendia)	34
NAJEE Eye 2 Eye (N-Coded)	33
ALKEMX Time To Lounge (Rendezvous)	32
RICHARD SMITH Sing A Song (A440)	30
NICK COLONNE High Flyin' (3 Keys Music)	29
KIM WATERS The Ride (Shanachie)	28

## Reporters

Stations and their ads listed alphabetically by market

<p><b>WZMR/Albany, NY*</b> OM/PO: Kevin Callahan MD: Jelle Felner 1 EVERETTE HARP EUGE GROOVE</p>	<p><b>WSMJ/Baltimore, MO*</b> PO/MD: Lori Lewis 2 RICK COLONNE 3 SOUL BALLET 4 GRADY NICHOLS</p>	<p><b>KEZL/Fresno, CA*</b> OM: E. Curtis Johnson PO/MD: J. Weidenheimer RICK COLONNE</p>	<p><b>KOAS/Las Vegas, NV*</b> PO/MD: Erik Fox No Ads</p>	<p><b>KRVR/Modesto, CA*</b> PO/MD: Jim Ryan No Ads</p>	<p><b>WLOQ/Oriando, FL*</b> PO/MD: Brian Morgan 1 DOD 2 NORMAN BROWN EUGE GROOVE PETER WHITE</p>	<p><b>KJZY/Santa Rosa, CA*</b> PO: Gordon Zlot APD/MD: Rob Singletan 2 PAUL BROWN</p>
<p><b>KAJZ/Albuquerque, NM*</b> DM: Jim Walton PO/MD: Paul Lavigne 20 MICHAEL LINGTON 26 GERALD ALBRIGHT 28 BONEY JAMES 29 WAYMAN TISDALE 24 CHRIS BOTTI 17 GLADYS KNIGHT f/ EDESIO ALEJANDRO 18 ANITA BAKER 16 RENEE OLSTEAD 18 PETER WHITE 15 SEAL 15 STEVE OLIVER 12 HALL &amp; GATES 14 MINDI ABAIR 14 CRAIG CHOLICO 14 JEFF BISHOP 14 RICHARD ELLIOT 14 DANIE KOLZ 14 RICK COLONNE 14 PIECES OF A DREAM 13 PAUL BROWN 13 MARION MEADOWS 13 RAMSEY LEWIS TRIO 13 EVERETTE HARP 13 ERIC DANES 13 SOUL BALLET 13 RICHARD SCALLES 12 NORMAN BROWN 12 PAUL JACKSON, JR. 11 KIM WATERS 9 PIECES OF A DREAM 9 MARC ANTOINE 9 FOURPLAY</p>	<p><b>WVSJ/Birmingham, AL</b> PO/MD: Andy Parrish EUGE GROOVE JAMES VARGAS MIGHTYFO</p>	<p><b>WVRR/Fl. Myers, FL*</b> OM: Steve Amari PO: Joe Turner 1 DOC POWELL 2 DAVID BENOIT &amp; RUSS FREEMAN 3 MINDI ABAIR PETER WHITE</p>	<p><b>KUAP/Little Rock, AR</b> PO/MD: Michael Hellams 1 NORMAN BROWN 2 DOC POWELL 3 DAVID BENOIT &amp; RUSS FREEMAN 2 VLAD 2 WENDY RUSSELL 1 CHUCK MARGIONE 1 GEORGE COLLICHIO</p>	<p><b>WVAS/Montgomery, AL</b> MD: Eugene Nicks 15 EUGE GROOVE 15 BRODERICK BROTHER 15 GEORGE COLLICHIO 15 NESTOR TORRES 14 NORMAN BROWN 14 JAMES VARGAS</p>	<p><b>WJZ/Philadelphia, PA*</b> MD: Michael Tazzi MD: Frank Chins No Ads</p>	<p><b>KWJZ/Seattle, WA*</b> PO: Carol Handley MD: Diana Rose No Ads</p>
<p><b>KNIX/Anchorage, AK</b> OM/PO: Aaron Westlander 14 PAUL TAYLOR 11 GLADYS KNIGHT f/ EDESIO ALEJANDRO 6 NORMAN BROWN 6 MINDI ABAIR</p>	<p><b>WNUA/Chicago, IL*</b> OM: Bob Koza PO: Steve Siles MD: Michael La Crosse 12 HALL &amp; GATES 9 PAUL JACKSON, JR.</p>	<p><b>WSSB/Fl. Walton Beach, FL</b> MD: Mark Edwards 5 MACHAN PETER WHITE</p>	<p><b>KSBR/Los Angeles, CA</b> OM/PO: Terry Wedel MD: Susan Koshitz 1 BLAKE AARON 1 EUGE GROOVE</p>	<p><b>WFSK/Nashville, TN</b> MD: Chris Nezhovitz 12 FATBURGER 8 GORE W MARK WHITFIELD &amp; VERNON HELLY 7 NESTOR TORRES 7 MIGHTYFO 5 EUGE GROOVE 5 CHRISTIAN MOSTERT 4 JEWETT KOSKIC 1 GEORGE COLLICHIO</p>	<p><b>KYOT/Phoenix, AZ*</b> PO: Shaun Holly APD/MD: Angie Handa No Ads</p>	<p><b>WSSM/St. Louis, MO*</b> PO: David Myers 10 RENEE OLSTEAD SOUL BALLET</p>
<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>	<p><b>WVNC/Cleveland, OH*</b> OM/PO: Bernie Krimble No Ads</p>	<p><b>KTWW/Los Angeles, CA*</b> PO: Paul Goldstein APD/MD: Samantha Pascoal No Ads</p>	<p><b>KTWV/Los Angeles, CA*</b> PO: Paul Goldstein APD/MD: Samantha Pascoal No Ads</p>	<p><b>WFSK/Nashville, TN</b> MD: Chris Nezhovitz 12 FATBURGER 8 GORE W MARK WHITFIELD &amp; VERNON HELLY 7 NESTOR TORRES 7 MIGHTYFO 5 EUGE GROOVE 5 CHRISTIAN MOSTERT 4 JEWETT KOSKIC 1 GEORGE COLLICHIO</p>	<p><b>WJZZ/Philadelphia, PA*</b> MD: Michael Tazzi MD: Frank Chins No Ads</p>	<p><b>WSJT/Tampa, FL*</b> PO: Russ Black MD: Kathy Curtis OM: Bob Koza 15 PATI LABELLE 11 SOUL BALLET 11 MINDI ABAIR 11 CRAIG CHOLICO 10 PETER WHITE 10 PAUL BROWN</p>
<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>	<p><b>WJZA/Columbus, OH*</b> PO/MD: Bill Harmon PETER WHITE MINDI ABAIR</p>	<p><b>KNJZ/Houston, TX*</b> PO: Maxine Todd APD/MD: Greg Morgan No Ads</p>	<p><b>WJZL/Louisville, KY*</b> PO/MD: Gater Glass APD: Ron Fisher PETER WHITE MINDI ABAIR</p>	<p><b>OMX Smooth Jazz/Network</b> PO/MD: Jeanne Destro 15 EUGE GROOVE 1 DAVID BENOIT &amp; RUSS FREEMAN</p>	<p><b>WJZZ/Richmond, VA*</b> PO: Reid Salder No Ads</p>	<p><b>WSJT/Tampa, FL*</b> PO: Russ Black MD: Kathy Curtis OM: Bob Koza 15 PATI LABELLE 11 SOUL BALLET 11 MINDI ABAIR 11 CRAIG CHOLICO 10 PETER WHITE 10 PAUL BROWN</p>
<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>	<p><b>WJZA/Columbus, OH*</b> PO/MD: Bill Harmon PETER WHITE MINDI ABAIR</p>	<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>	<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>	<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>	<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>	<p><b>WJZZ/Atlanta, GA*</b> PO/MD: Dave Kish 4 EUGE GROOVE</p>

POWERED BY  
MEDIABASE

\*Monitored Reporters

57 Total Reporters

40 Total Monitored

17 Total Indicator

Did Not Report, Playlist Frozen (2):  
DMX Jazz Vocal Blend/Network  
WEAA/Baltimore, MD

KEN ANTHONY

kanthony@radioandrecords.com

ROCK



# My Rock Story ... And I'm Sticking To It!

What a long, strange road trip it's been

When it was suggested that I do an introductory column on my background and my take on the state of Rock radio, I thought to myself, "Where do I begin?" There are too many places to start. I could talk about my love of music being the initial factor that led me to radio. But being on the radio wasn't my dream job growing up. It was actually very much like the movie *Almost Famous*: I wanted to write for *Rolling Stone* magazine.

I concentrated on journalism in high school, and it wasn't until I attended a junior college in the San Francisco Bay Area that I made my left turn into radio. I was one of the feature editors of my college newspaper, covering rock concerts at the old Winterland arena in San Francisco in the mid-'70s. I wrote the concert reviews and even took the photos. Peter Frampton, The Doobie Brothers, The Who, Jefferson Starship—I saw them all and wrote about it.

One day while wandering around the campus of Chabot College in Hayward, CA, I noticed they were starting a campus radio station. This sounded interesting. Not only could I write about the music I loved, but I could actually play it as well. I took a radio class and was hooked.

## The Early Years

After spending a couple of years beaming my dulcet tones into the campus cafeteria, I figured I needed to make a move out of the college-radio ranks. My first radio job was for a hybrid CHR/Hot AC station, KKIQ/Livermore, CA. I started off doing the overnight shift, playing the likes of Barry Manilow and every track from *Saturday Night Fever*. It was a good training ground for honing my craft, but I really wanted to rock!

I eventually made my way to the San Jose market, working for classic Top 40 station KLIV, which would eventually switch formats and become one of the only AM radio stations to run an AOR format back in the early '80s. They called it the "Counter Revolution of Rock Radio," but the Led Zeppelin-on-AM experiment didn't last very long. I soon found myself playing rock music in San Jose on a real FM station: KSJO.

When "Baby" Lee Roy Hansen hired me to do middays for KSJO in 1981, I knew it was the station and format I had been waiting for. I spent a glorious five years at KSJO working on the air and as MD until late 1986, when I finally gained the PD stripes I had longed for.

In early 1989 I left KSJO for greener pastures in San Antonio. I programmed the flame-throwing Rocker KISS for about six months, until KLOL/Houston came calling. KLOL was a powerhouse station with an amazing personality lineup, including Stevens & Pruett, Moby and Grego. I felt like I was managing a talent agency instead of a radio station.

The success of that station and our bold nighttime program experiment called *Outlaw Radio* laid the groundwork for what would eventually become the Active Rock format.

After two-plus years of fun and excitement in Houston, however, I yearned to get back to California. That's when a little ol' station in Southern California contacted me about a job I was eventually hired to do: program KLOS/Los Angeles.

KLOS ruled the Rock world back in 1991 with high-profile talent like Mark & Brian, Bob Coburn and Gino Michellini. It was a great experience for a relatively young programmer, and the station was highly successful.

After two years at KLOS I moved to St. Louis to launch Alternative in that market with the debut of KPNT in February 1993. A year later I was back in L.A., programming Classic Rock KLSX with Howard Stern in the morning and Jim Ladd in the evening.

## Think Tank Is Born

When KLSX switched its format to Talk back in 1995, I decided to keep the moving van in mothballs and hang up my PD hat. I had been working with a handful of stations as a consultant and enjoyed the process. After a year of setting things up, in late 1996 I began my own unique, service-oriented consulting company, Radio Think Tank.

Over the last eight years as a consultant I've had the pleasure of working with some great Rock and Alternative stations across the country: Active Rockers like KILO/Colorado Springs; WRQC/Ft. Myers; and KDOT/Reno, NV, as well as mainstream Rocker KLPX/Tucson and that amazing major-market Alternative farm club station, KFMA/Tucson. I've also worked with a handful of Classic Rock and Classic Hits stations, like KAHA/Honolulu; WARO/Ft. Myers; KYZX/Colorado Springs; and KOZZ/Reno, NV.

In addition to the frequent-flier miles, I've enjoyed occasionally writing articles about radio programming for various trade magazines. My early love for writing has always bubbled under the surface, and now that I have the opportunity to write about Rock radio and records on a weekly basis, you can say that my real passion has come full circle.

## State Of Rock Radio Today

Rock radio has come a long way since the early days when it went by the moniker AOR. From the underground progressive FM sound of the



**BOWIE SUMMIT** Look who fell to Earth! Seen here in 1992 are WXRT/Chicago's Norm Winer, KLOL/Houston Patty Martin, David Bowie, KLOS/Los Angeles PD Ken Anthony and Evergreen Media's Greg Salk.



**KEN A. MEETS STING, ADAMS** Sting and Bryan Adams hobnobbed with KSJO/San Jose sales rep Jeff Siegel and MD Ken Anthony in 1985. Seen here are (l-r) Siegel, Sting, Adams and Anthony.

early '70s to the structured "Superstar" formats of the late '70s and '80s to the emergence of the Active Rock format in the early '90s, Rock has stood the test of time and continues to weather the challenges thrown its way.

Rock may have been displaced by Rhythmic and Alternative as the hip format of the youth, but it still competes successfully for men 25-54. However, there are still many problems that concern me.

Has the advent of consolidation made some of us treat the music as something that's a little less important in our day-to-day activities? Has the emergence of satellite radio and the iPod made listeners less reliant on us when it comes to discovering the next big rock thing? Will the combination of these two factors mean less passion for new rock product at radio and with consumers?

I believe it's important that we at least think about how Rock radio got its start in the late '60s and '70s: Boredom with the repetition of AM radio's Top 40 stations led pioneers like Tom Donahue of KMPX/San Francisco to fill the need for something more adventurous on the radio by creating progressive Rock on FM.

Could we be putting ourselves in the same vulnerable position if we deliver music without passion and with too much repetition? Could more adventurous forms of music delivery fill a need that we can't or won't anymore? These are questions that will be answered by Rock's programmers in the future.

## New Ideas

As your new Rock Editor, I'll do my best to address the key issues affecting our format on a weekly basis. I also want to hear from you. Whatever music or programming topic you'd like to discuss is fair game. Call me at

310-788-1658 or e-mail me at [kanthony@radioandrecords.com](mailto:kanthony@radioandrecords.com), and let's put it on the burner.

There are several new ideas I'm working on bringing to the column that will showcase the music, programmers and personalities of the Rock format. Here are just a few:

- The R&R Rock Conference Call: Once a quarter I'd like to conduct a 75-minute conference call about a specific topic of interest with special guests. The highlights of the call will appear in a column.

- Market Snapshot: I'll pick a competitive Rock market and do an overview of the market landscape with comments from the PDs involved.

- Rock Sneak Peaks: We'll take a look at the upcoming rock releases for the new year, the spring and the fall with approximate release dates and some critiques from the labels.

- Baby-Band Bites: A look at some of the new bands making noise in the format.

- Breakthrough Artists: Over the last few years several bands have established themselves at the format (Chevelle, Jet, Three Days Grace) but remain somewhat faceless to our listeners. We need to showcase these artists so that our product knowledge and passion spread beyond the format.

- The School of Rock: I'm going to update pieces from my series of nuts-and-bolts programming articles, "The MPRs of Programming." The MPRs are music, mornings and marketing; promotions, production, positioning and personalities; and research, ratings and revenue.



**YES MEN** Members of Yes flank KLOS PD Ken Anthony (third from l) and Rockline host Bob Coburn (third from r) during a 1991 Rockline taping.

## For The Record

In last week's column, R&R inadvertently ran a photo of Mike Karolyi instead of Michael Picozzi.

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	THREE DAYS GRACE Just Like You (Jive/Zomba)	678	+7	30196	22	29/0
3	2	VELVET REVOLVER Fall To Pieces (RCA/RMG)	608	+32	26180	8	28/0
2	3	ALTER BRIDGE Open Your Eyes (Wind-up)	601	+13	23835	13	27/0
5	4	VELVET REVOLVER Slither (RCA/RMG)	494	-20	25447	23	26/0
4	5	SHINEDOWN Simple Man (Atlantic)	474	-73	19043	15	26/0
6	6	LINKIN PARK Breaking The Habit (Warner Bros.)	477	-36	18466	14	21/0
9	7	CROSSFADE Cold (Columbia)	360	+9	12062	20	22/1
10	8	BREAKING BENJAMIN So Cold (Hollywood)	358	+19	12034	16	18/0
12	9	GOOSMACK f/DROPBOX Touche (Republic/Universal)	346	+34	12669	9	25/0
15	10	PAPA ROACH Getting Away With Murder (Geffen)	340	+40	12612	10	20/1
8	11	NICKELBACK Feelin' Way Too Damn Good (Roadrunner/IDJMG)	335	-34	20798	21	22/0
16	12	KENNY WAYNE SHEPHERD Alive (Reprise)	331	+64	11023	5	21/0
7	13	JET Rollover D.J. (Atlantic)	323	-49	9844	12	21/0
17	14	SILVERTIDE Ain't Comin' Home (J/RMG)	318	+52	10132	6	26/3
14	15	GREEN DAY American Idiot (Reprise)	311	+2	12583	6	21/2
18	16	CHEVELLE Vitamin R (Leading Us Along) (Epic)	290	+34	9970	7	20/1
11	17	SALIVA Survival Of The Sickest (Island/IDJMG)	284	-30	10402	14	20/0
19	18	SLIPKNOT Duality (Roadrunner/IDJMG)	216	-25	7018	20	15/0
26	19	NICKELBACK Because Of You (Roadrunner/IDJMG)	209	+106	7292	2	21/1
23	20	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	185	+26	4830	10	16/1
24	21	A PERFECT CIRCLE Blue (Virgin)	164	+28	3912	5	10/0
21	22	TESLA Words Can't Explain (Sanctuary/SRG)	163	-10	5587	11	13/0
25	23	KORN Word Up (Epic)	138	+33	2430	3	14/3
22	24	VAN HALEN Up For Breakfast (Warner Bros.)	138	-28	4553	6	15/0
29	25	LOSTPROPHETS Wake Up (Make A Move) (Columbia)	119	+26	3179	5	8/1
27	26	DROWNING POOL Love And War (Wind-up)	119	+18	1808	2	13/0
28	27	MEGADETH Die Dead Enough (Sanctuary/SRG)	112	+15	15533	3	12/1
-	28	SWITCHFOOT Meant To Live (Red Ink/Columbia)	83	0	3204	8	3/0
-	29	PUDDLE OF MUDD Spin You Around (Geffen)	77	+6	5820	12	6/0
30	30	THORNLEY Easy Comes (Roadrunner/IDJMG)	77	-7	1461	3	14/1

30 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. © 2004, Arbitron Inc. © 2004, R&R, Inc.

## New & Active

**PILLAR** Bring Me Down (Flicker/EMI CMG/Virgin)

Total Plays: 57, Total Stations: 5, Adds: 0

**COLLECTIVE SOUL** Counting The Days (E1 Music Group)

Total Plays: 53, Total Stations: 17, Adds: 10

**DAMAGEPLAN** Pride (Elektra/Atlantic)

Total Plays: 50, Total Stations: 6, Adds: 1

**HELMET** See You Dead (Interscope)

Total Plays: 43, Total Stations: 4, Adds: 0

**MARILYN MANSON** Personal Jesus (Nothing/Interscope)

Total Plays: 41, Total Stations: 6, Adds: 0

**SPIOERBAIT** Black Betty (Independent)

Total Plays: 40, Total Stations: 4, Adds: 1

**BURDEN BROTHERS** Shadow (Kirtland)

Total Plays: 36, Total Stations: 5, Adds: 0

**BLACK LABEL SOCIETY** House Of Doom (Spitfire)

Total Plays: 31, Total Stations: 4, Adds: 0

**VAN HALEN** It's About Time (Warner Bros.)

Total Plays: 27, Total Stations: 3, Adds: 0

**INSTRUCTION** Breakdown (Geffen)

Total Plays: 26, Total Stations: 4, Adds: 0

Songs ranked by total plays

## Most Added\*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
COLLECTIVE SOUL Counting The Days (E1 Music Group)	10
SILVERTIDE Ain't Comin' Home (J/RMG)	3
KORN Word Up (Epic)	3
GREEN DAY American Idiot (Reprise)	2
SUBMERSED Hollow (Wind-up)	2
VANISHED Favorite Scar (226)	2
KILLSWITCH ENGAGE The End Of Heartache (Roadrunner/IDJMG)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NICKELBACK Because Of You (Roadrunner/IDJMG)	+106
KENNY WAYNE SHEPHERD Alive (Reprise)	+64
SILVERTIDE Ain't Comin' Home (J/RMG)	+52
PAPA ROACH Getting Away With Murder (Geffen)	+40
COLLECTIVE SOUL Counting The Days (E1 Music Group)	+37
GOOSMACK f/DROPBOX Touche (Republic/Universal)	+34
CHEVELLE Vitamin R (Leading Us Along) (Epic)	+34
KORN Word Up (Epic)	+33
VELVET REVOLVER Fall To Pieces (RCA/RMG)	+32
A PERFECT CIRCLE Blue (Virgin)	+28

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JET Cold Hard Bitch (Atlantic)	299
AUDIOSLAVE I Am The Highway (Interscope/Epic)	232
NICKELBACK Figured You Out (Roadrunner/IDJMG)	219
THREE DAYS GRACE (I Hate) Everything About You (Jive/Zomba)	196
SEETHER f/AMY LEE Broken (Wind-up)	183
TRAPT Headstrong (Warner Bros.)	177
SHINEDOWN 45 (Atlantic)	174
AUDIOSLAVE Like A Stone (Interscope/Epic)	161
LINKIN PARK Lying From You (Warner Bros.)	156
JET Are You Gonna Be My Girl (Atlantic)	147

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

## Reporters

Stations and their adds listed alphabetically by market

<b>KZRR/Albuquerque, NM*</b> OAC: Bill West PDC: Paul Heston APD: Jeff Chavira No Adds	<b>WBUF/Buffalo, NY*</b> OAC: Bill West APD: Jim Russo 1. SILVERTIDE NICKELBACK	<b>KLAD/El Paso, TX*</b> OAC: Steve Hines APD: Steve Hines SUBMERSED	<b>WDOH/Morrisstown, NJ*</b> PDC: Tommie Carr No Adds	<b>WHEB/Portsmouth, NH*</b> OAC: Steve Hines APD: Chris "Doc" Gansel 2. KORN COLLECTIVE SOUL MADONNA	<b>KBER/Salt Lake City, UT*</b> OAC: Steve Hines PDC: Billy Hammer APD: Steve Hines MEGADETH SPIDERBAIT COLLECTIVE SOUL	<b>KBRO/Waco, TX</b> OAC: Steve Hines WASHED COLLECTIVE SOUL	<b>KBZS/Wichita Falls, TX</b> OAC: Chris Walker PDC: La Pope APD: Paul West 5. PILLAR 5. SUBMERSED NICKELBACK HAMSTER
<b>WZZQ/Allentown, PA*</b> PDC: Chris Lane MID: Chris Lane 1. SILVERTIDE CROSSFADE	<b>WRQK/Canton, OH*</b> PDC: Chris Lane MID: Chris Lane 9. COLLECTIVE SOUL COMAS	<b>KFLY/Eugene, OR</b> OAC: Chris Lane MID: Chris Lane 1. NICKELBACK 1. KORN	<b>WXMM/Norfolk, VA*</b> OAC: Chris Lane PDC: Jay Miller COLLECTIVE SOUL	<b>WHJY/Providence, RI*</b> PDC: Chris Lane MID: Chris Lane No Adds	<b>KSRK/San Antonio, TX*</b> OAC: Chris Lane MID: Chris Lane KILLSWITCH ENGAGE	<b>WMZK/Wausau, WI</b> OAC: Chris Lane 9. NICKELBACK 5. COLLECTIVE SOUL 4. SUBMIT 4. HAMSTER	<b>WWFX/Worcester, MA*</b> OAC: Chris Lane PDC: Chris Lane COLLECTIVE SOUL
<b>KWHL/Anchorage, AK</b> OAC: Bill West 1. HELMET 1. MARILYN MANSON	<b>WPXC/Cape Cod, MA</b> OAC: Steve Hines PDC: Steve Hines APD: Steve Hines JAMMY EAT WORLD MARILYN MANSON	<b>WRCC/Fayetteville, NC*</b> OAC: Steve Hines PDC: Steve Hines MID: Steve Hines SUBMIT	<b>KCLB/Palm Springs, CA</b> OAC: Chris Lane PDC: Chris Lane 4. GREEN DAY 2. COLLECTIVE SOUL	<b>WBBB/Raleigh, NC*</b> OAC: Chris Lane PDC: Chris Lane COLLECTIVE SOUL	<b>KZDZ/San Luis Obispo, CA</b> OAC: Chris Lane PDC: Chris Lane 23. VELVET REVOLVER 12. VELVET REVOLVER	<b>KTUX/Shreveport, LA*</b> PDC: Chris Lane MID: Paul West DAMAGEPLAN GREEN DAY COLLECTIVE SOUL	<b>WKL/Traverse City, MI</b> OAC: Chris Lane PDC: Chris Lane 6. GREEN DAY
<b>WTOS/Augusta, ME</b> OAC: Steve Hines APD: Chris Lane No Adds	<b>WKLC/Charleston, WV</b> OAC: Chris Lane PDC: Chris Lane 1. INSTRUCTION 1. DICK DE LA PIEDRA	<b>WBZT/Greenville, SC*</b> OAC: Chris Lane PDC: Chris Lane 6. COLLECTIVE SOUL	<b>WWCT/Peoria, IL</b> No Adds	<b>KCAL/Riverside, CA*</b> PDC: Steve Hines APD: Chris Lane No Adds	<b>WROV/Roanoke, VA*</b> PDC: Steve Hines APD: Steve Hines MID: Steve Hines PAPA ROACH GREEN DAY No Adds	<b>WVMT/Peoria, IL</b> No Adds	<b>KMOD/Tulsa, OK*</b> OAC: Chris Lane PDC: Chris Lane THREE DAYS GRACE VANISHED COLLECTIVE SOUL
<b>KLBJ/Austin, TX*</b> OAC: Bill West PDC: Paul Heston MID: Paul Heston DIEZELLE	<b>WERN/Cincinnati, OH*</b> OAC: Steve Hines PDC: Steve Hines MID: Steve Hines No Adds	<b>WRVC/Huntington</b> OAC: Chris Lane PDC: Chris Lane APD: Chris Lane 5. COLLECTIVE SOUL 2. MEGADETH 2. DAVE NAVY INC.	<b>WMMR/Philadelphia, PA*</b> OAC: Chris Lane PDC: Chris Lane APD: Chris Lane MID: Steve Hines LENNY KRAVITZ PAPA ROACH COLLECTIVE SOUL	<b>WWRX/Rockford, IL</b> OAC: Chris Lane PDC: Chris Lane MID: Chris Lane SUBMERSED COLLECTIVE SOUL	<b>KRTD/Tulsa, OK*</b> OAC: Steve Hines PDC: Chris Lane APD: Chris Lane KORN	<b>WVMT/Peoria, IL</b> No Adds	<b>WMTT/Elmira, NY</b> No Adds
<b>KOOJ/Baton Rouge, LA*</b> OAC: Bill West PDC: Paul Heston MID: Paul Heston 1. KILLSWITCH ENGAGE 1. SUBMERSED SEVENFOOT JET WASHED	<b>WNMS/Cleveland, OH*</b> OAC: Steve Hines PDC: Steve Hines MID: Steve Hines LOSTPROPHETS SILVERTIDE FUTURE LEADERS OF THE WORLD GREEN DAY	<b>WRKR/Kalamazoo, MI</b> OAC: Chris Lane PDC: Chris Lane MID: Chris Lane PDC: Chris Lane No Adds	<b>KOKB/Phoenix, AZ*</b> OAC: Chris Lane PDC: Chris Lane MID: Chris Lane No Adds	<b>KRXO/Sacramento, CA*</b> OAC: Chris Lane PDC: Chris Lane MID: Chris Lane No Adds			
<b>KIDC/Beaumont, TX*</b> OAC: Bill West No Adds	<b>KNCM/Corpus Christi, TX*</b> OAC: Steve Hines PDC: Steve Hines No Adds	<b>KZZE/Medford, OR</b> PDC: Chris Lane MID: Chris Lane 1. NICKELBACK 1. CROSSFADE 5. THORNLEY	<b>KUFD/Portland, OR*</b> OAC: Chris Lane PDC: Chris Lane APD: Chris Lane 1. KORN 3. THORNLEY				

# R&R ACTIVE ROCK TOP 50

September 24, 2004

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	BREAKING BENJAMIN So Cold (Hollywood)	1875	+57	87753	22	60/0
4	2	PAPA ROACH Getting Away With Murder (Geffen)	1694	+201	84644	11	60/0
2	3	LINKIN PARK Breaking The Habit (Warner Bros.)	1670	-102	82249	15	56/0
7	4	VELVET REVOLVER Fall To Pieces (RCA/RMG)	1576	+194	77082	9	60/0
3	5	THREE DAYS GRACE Just Like You (Jive/Zomba)	1449	-62	72015	25	58/0
6	6	ALTER BRIDGE Open Your Eyes (Wind-up)	1431	+7	65693	14	59/0
8	7	CROSSFADE Cold (Columbia)	1409	+41	67823	34	58/0
5	8	SALIVA Survival Of The Sickest (Island/IDJMG)	1378	-70	65171	15	60/0
9	9	CHEVELLE Vitamin R (Leading Us Along) (Epic)	1330	+57	56643	8	60/0
11	10	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	1239	+78	47085	16	57/0
14	11	GODSMACK fDROPBOX Touche (Republic/Universal)	1209	+158	57006	10	57/1
13	12	GREEN DAY American Idiot (Reprise)	1176	+75	47843	7	57/1
10	13	SLIPKNOT Duality (Roadrunner/IDJMG)	1148	-45	55567	23	57/0
15	14	LOSTPROPHETS Wake Up (Make A Move) (Columbia)	1008	+76	33722	17	56/0
18	15	KORN Word Up (Epic)	934	+97	33789	6	54/2
16	16	VELVET REVOLVER Slither (RCA/RMG)	873	-37	52175	24	57/0
12	17	SHINEDOWN Simple Man (Atlantic)	865	-243	32375	17	49/0
17	18	A PERFECT CIRCLE Blue (Virgin)	849	+11	27655	8	57/0
19	19	SILVERTIDE Ain't Comin' Home (J/RMG)	802	+75	31916	8	55/0
20	20	NONPOINT The Truth (Lava)	749	+26	21164	14	50/0
21	21	KENNY WAYNE SHEPHERO Alive (Reprise)	637	+43	28262	5	51/5
22	22	SKINDRED Nobody (Lava)	608	+52	14532	9	49/0
34	23	NICKELBACK Because Of You (Roadrunner/IDJMG)	569	+241	18214	3	46/3
27	24	DROWNING POOL Love And War (Wind-up)	565	+86	14601	5	47/2
24	25	PILLAR Bring Me Down (Flicker/EMI CMG/Virgin)	538	+39	14053	13	40/0
29	26	MARILYN MANSON Personal Jesus (Nothing/Interscope)	519	+127	14880	4	42/7
26	27	THORNLEY Easy Comes (Roadrunner/IDJMG)	499	+17	14165	7	43/0
28	28	DAMAGEPLAN Pride (Elektra/Atlantic)	444	+50	12328	11	33/0
32	29	HELMET See You Dead (Interscope)	419	+59	10938	6	41/2
30	30	MEGADETH Die Dead Enough (Sanctuary/SRG)	400	+8	12610	8	37/3
36	31	KILLSWITCH ENGAGE The End Of Heartache (Roadrunner/IDJMG)	320	+30	7727	6	30/2
25	32	JET Rollover D.J. (Atlantic)	304	-179	13387	12	28/0
35	33	COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	298	-4	5302	12	28/0
31	34	HOOBASTANK Same Direction (Island/IDJMG)	290	-73	16094	17	29/0
38	35	12 STONES Far Away (Wind-up)	271	+21	4438	8	27/0
39	36	MUSIC Freedom Fighters (Capitol)	261	+35	3920	4	31/2
40	37	INSTRUCTION Breakdown (Geffen)	220	+11	6630	6	32/8
43	38	SUM 41 We're All To Blame (Island/IDJMG)	188	+55	2701	2	22/4
41	39	USED Take It Away (Reprise)	188	+12	2882	3	24/4
37	40	METALLICA Some Kind Of Monster (Elektra/Warner Bros.)	179	-96	9334	13	27/0
Debut	41	COLLECTIVE SOUL Counting The Days (El Music Group)	167	+127	8675	1	26/13
42	42	SPIDERBAIT Black Betty (Independent)	167	+33	5114	3	11/1
45	43	BURDEN BROTHERS Shadow (Kirtland)	140	+20	1756	3	15/0
44	44	KILLERS Somebody Told Me (Island/IDJMG)	132	+6	3811	3	4/0
46	45	DASHBOARD CONFESSIONAL Vindicated (Vagrant/Interscope)	110	-3	3862	5	2/0
47	46	TANTRIC Hero (Maverick/Reprise)	106	-4	4082	3	5/1
Debut	47	MAGNA-FI Down In It (Aezra)	102	+62	2786	1	19/6
48	48	PUDDLE OF MUDDO Spin You Around (Geffen)	98	-11	3692	17	8/0
Debut	49	FALL AS WELL Lazy Eye (Universal)	96	+9	1292	1	11/0
49	50	KILLRADIO Do You Know (Columbia)	96	-5	1049	3	12/0

60 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
COLLECTIVE SOUL Counting The Days (El Music Group)	13
INSTRUCTION Breakdown (Geffen)	8
SEVENDUST Face To Face (TVT)	8
MARILYN MANSON Personal Jesus (Nothing/Interscope)	7
MAGNA-FI Down In It (Aezra)	6
RAMMSTEIN Amerika (Republic/Universal)	6
KENNY WAYNE SHEPHERD Alive (Reprise)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NICKELBACK Because Of You (Roadrunner/IDJMG)	+241
PAPA ROACH Getting Away With Murder (Geffen)	+201
VELVET REVOLVER Fall To Pieces (RCA/RMG)	+194
GODSMACK fDROPBOX Touche (Republic/Universal)	+159
MARILYN MANSON Personal Jesus (Nothing/Interscope)	+127
COLLECTIVE SOUL Counting The Days (El Music Group)	+127
KORN Word Up (Epic)	+97
DROWNING POOL Love And War (Wind-up)	+86
FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	+78
LOSTPROPHETS Wake Up (Make A Move) (Columbia)	+76

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
EARSHOT Wait (Warner Bros.)	509
JET Cold Hard Bitch (Atlantic)	491
NICKELBACK Fugured You Out (Roadrunner/IDJMG)	470
LINKIN PARK Lying From You (Warner Bros.)	467
SEETHER fAMY LEE Broken (Wind-up)	464
THREE DAYS GRACE (I Hate) Everything About You (Jive/Zomba)	447
SHINEDOWN 45 (Atlantic)	429
GOOSMACK Re-Align (Republic/Universal)	374
TRAPT Headstrong (Warner Bros.)	367
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	363

## New & Active

SKILLET Open Wounds (Ardent/Lava)  
Total Plays: 75, Total Stations: 18, Adds: 4  
SUBMERSED Hollow (Wind-up)  
Total Plays: 70, Total Stations: 18, Adds: 4  
RAMMSTEIN Amerika (Republic/Universal)  
Total Plays: 68, Total Stations: 12, Adds: 6  
LETTER KILLS Don't Believe (Island/IDJMG)  
Total Plays: 60, Total Stations: 10, Adds: 0  
LAMB OF GOD Laid To Rest (Prosthetic/Epic)  
Total Plays: 56, Total Stations: 10, Adds: 3  
TESLA Words Can't Explain (Sanctuary/SRG)  
Total Plays: 52, Total Stations: 6, Adds: 0  
DONNAS Fall Behind Me (Lookout!/Atlantic)  
Total Plays: 37, Total Stations: 7, Adds: 1  
SEVENDUST Face To Face (TVT)  
Total Plays: 22, Total Stations: 9, Adds: 8

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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America's Best Testing Active Rock Songs 12 + For The Week Ending 9/24/04

Table with columns: Artist Title (Label), TW, LW, Famil., Burn, 18-34, 18-24, 25-34. Lists top active rock songs like Breaking Benjamin, Three Days Grace, Papa Roach, etc.

Total sample size is 380 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much)...



Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, WEEKS ON CHART, TOTAL STATIONS. Lists top 30 Canadian rock songs.

25 Canadian Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks...

Reporters

Stations and their adds listed alphabetically by market

Grid of station call letters and reporter names for various markets across the US and Canada, including KEY/Abilene, TX; WRKR/Chattanooga, TN; WZZM/Chicago, IL; etc.

POWERED BY MEDIABASE. Monitored Reporters. September 24, 2004. 88 Total Reporters. 60 Total Monitored. 28 Total Indicator. Did Not Report, Playlist Frozen (2): KRRX/Tri, WA; WZBH/Salisbury, MD.



PART TWO OF A TWO-PART SERIES

# The Principles Of Neo

## What is Neo, chopped ham?

The headline from Part One two weeks ago was a grabber, wasn't it? "Neo Is Not a Format" turned a few heads and actually caused many of you to read more than the first few lines. If you did, you were rewarded with Jacobs Media's revelation that Neo is a set of values that must be learned/absorbed/felt/grokged in order to be executed properly. This week we continue our exploration into the correct use of the "Neo force."

Our guide for all of this is Jacobs Media's Dave Beasing, the man on point for Neo. In a recent conversation I asked Beasing to focus on three areas: production, on-air delivery and music. We ended last time with a look at what the produced elements of a properly formatted Neo outlet should sound like. Sweepers, image promos, etc. Now, what about the music?



Dave Beasing

Since earlier this year, when it seemed there was news of a Neo convert almost every week, chatter about how the Neo approach would affect the kind of music that would get added and spun has been pretty intense. The knee-jerk reactors among you assumed playlists would be subject to the slash-and-burn doctrine. Not quite true.

Yes, the stations that made the transition to this approach said, "Whoa, let's slow down. We're putting in too many currents that all sound the same," but it was all part of a plan to play better currents. This means quality over quantity and, better still for the format, more diversity. This attitude is confirmed by Beasing: "One thing that Neo radio will cause you to do is look beyond

what you're being pitched by the major record labels."

A good case in point is KNRK/Portland, OR. A few months ago we would have been shocked if the station had added the band West Indian Girl. Now it's just part of the game plan. And since Neo stations are also part of the national airplay picture, when they and other tastemakers in the format decide to commit to bands like Modest Mouse, Franz Ferdinand and The Killers, suddenly we're in the business of breaking new music again, music that is very different from that of our Active Rock brethren.

Does the format still need to rock? Of course it does. You don't ignore the Linkubus, but hard rock is just one slice of the rock pie.

### More Music

Ah, the music. As Beasing insists, it starts with (gasp!) listening to the listeners. "If you listen to your audience, they'll tell you that, in this day and age when they can download so much music online, they are not in a singles mentality, and radio should not be in a singles mentality either," he says. "To sit there and play the next priority track off of

some CD that's a year old and call it new is not what the audience thinks you ought to be doing.

"The audience thinks that when the new Green Day arrives, you ought to be playing all the good songs off of it, not waiting six months for the label to signal which one to play next. The singles mentality is not of the listeners' creation, and it is so outdated. We continue it because of our own internal industry reasons, as opposed to what the audience really wants."

**"One thing that Neo radio will cause you to do is look beyond what you're being pitched by the major record labels."**

Neo, according to Beasing, fairly mandates that the radio station be more responsive to the way the audience behaves in real life. The audience wants us to go beyond the hits because they go beyond the hits with their own music collections. How do we know this? Research, of course. Plus the return of the ol' listener advisory board. Which brings up the "D" word and the "V" word: diversity and variety.

"The other thing that listeners will tell you if you listen to them in this format is that they want you to touch on a wide variety of music types," says Beasing. "That's another reason that the indie rock — or, as I just heard a listener call it, 'college rock' — stuff is working.

"They're open to such diverse sounds, but we, as an industry, weren't allowing them to hear that diversity. We were holding back for a long time and playing safe clones of the hits that had come before. But if you listen to the listeners, they want us to really branch out and play some variety."

**"Not only do listeners say they want us to broaden our spectrum of types of music that we're willing to play, they also want us to go deeper in not just new music, but in older music too."**

### Early Signs Of Salvation

Ecads! Blasphemy! Rack and ruin! Three years ago Beasing would have been burned at the stake, but not now, not when our format is looking for salvation and the early signs are that this new/old approach to Alternative could point the way. Remember, the format used to be much more diverse than it is today.

"It's getting back to being more diverse again," Beasing says. "There are always going to be limits, but it's much more diverse than it was a year ago and getting more diverse every day. Not only do listeners say they want us to broaden our spectrum of types of music that we're willing to play, they also want us to go deeper in not just new music, but in older music too.

"Better Man' and 'Daughter' are fine, but Pearl Jam put out a lot of other songs. Even though those songs may not come back in a music test, and even though you may not play them every day in a day-part like you would the big songs, you'd be surprised how many points you score playing them only occasionally so that people hear something other than the same old, same old every day."

Does this mean you don't have to run a super-tight list of 250 to 300 songs anymore? Maybe, maybe not. Depends on the market. Which is, once again, the whole point of the Neo approach.

"It depends on the situation," says Beasing. "The traditional programming thinking, that tight is right, is not wrong. You do need to play hits. When people are hitting the buttons, they are often shopping for their favorite songs, and they need to hear the hits.

"But we're finding that in some situations listeners are accepting of occasional surprises in addition to the hits. So, a nice, tight core library is still a good thing, because favorite songs are favorite songs, but surprising the listeners now and then beyond the favorite songs has value in many situations."

### Brain First, Then Mouth

What about on-air delivery? The late, great Rick Carroll, founding father of the modern, progressive, left-of-center Alternative format

that was practiced until approximately 1991, always insisted that the jocks in this format borrow more from Top 40/CHR than Rock. Rock jocks at the end of the '70s and beginning of the '80s were still in hippie, laid-back, I-just-smoked-a-joint mode. The KROQ/Los Angeles jocks of the early '80s were very high energy.

Beasing takes a crack at explaining the Neo on-air approach: "What Neo audiences tell us they want is an emphasis on music, and they want you to be real. So, rather than talking about how annoying the fast-food drive through was at lunch or who might get kicked off *Survivor* tonight, the audience says that it wants you to be very knowledgeable about the music, to talk about the music in interesting ways and to be yourself. Be real."

And when you're talking about the music, the idea is not to be too technical. As in, don't dwell on who the drummer was from track to track. Paint a bigger picture. Come up with real-life stories about real people.

Also, radio in general doesn't seem to do a good job these days of teasing. Beasing brings up Casey Kasem as an example of a master teaser. "We've lost the art of the tease," he says. "Casey Kasem is such a master at teasing ahead past the spots in a way that really hooks you and makes you want to hear what comes up after the spots.

"All this talk about the proper length of commercials and spot sets is well and good, but we should also be talking about what we're going to do — whether it's one :60 or 20 :30s — to make people stay through that set or want to come back.

"Too often jocks read a laundry list of artists coming up next. What that says to the listener, because they tell us this, is that you're following a log. If you can find one interesting thing to say about Modest Mouse or about a depth track that's coming up, that's worth so much more than a list of five artists who are coming up."

So, there you have it, a brief look at some of the principles of this thing we now call Neo. Hopefully, this has cleared up some of the misperceptions. If not, start over with the column from three weeks ago.

**"We've lost the art of the tease. Casey Kasem is such a master at teasing ahead past the spots in a way that really hooks you and makes you want to hear what comes up after the spots."**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (M)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	GREEN DAY American Idiot (Reprise)	2489	+92	179977	7	73/0
2	2	LINKIN PARK Breaking The Habit (Warner Bros.)	2268	-128	156197	16	69/0
4	3	BREAKING BENJAMIN So Cold (Hollywood)	1952	+139	116030	21	60/0
3	4	KILLERS Somebody Told Me (Island/IDJMG)	1848	+36	142005	20	61/1
5	5	THREE DAYS GRACE Just Like You (Jive/Zomba)	1797	-12	119886	25	61/0
6	6	CHEVELLE Vitamin R (Leading Us Along) (Epic)	1715	+84	102549	8	67/0
12	7	JIMMY EAT WORLD Pain (Interscope)	1612	+241	110202	4	70/2
11	8	VELVET REVOLVER Fall To Pieces (RCA/RMG)	1571	+148	109720	10	67/1
10	9	PAPA ROACH Getting Away With Murder (Geffen)	1526	+117	72516	10	61/0
9	10	LOSTPROPHETS Wake Up (Make A Move) (Columbia)	1523	+49	67167	16	61/0
7	11	SLIPKNOT Duality (Roadrunner/IDJMG)	1469	-81	82484	23	52/0
8	12	FRANZ FERDINAND Take Me Out (Domino/Epic)	1437	-130	127728	22	57/0
15	13	CROSSFADE Cold (Columbia)	1125	+65	41253	18	47/4
17	14	COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	1107	+80	57232	13	59/1
14	15	HOOBASTANK Same Direction (Island/IDJMG)	1087	-55	53588	11	62/0
13	16	BEASTIE BOYS Triple Trouble (Capitol)	1031	-163	46616	12	64/0
18	17	MODEST MOUSE Float On (Epic)	1013	-4	100401	28	54/0
20	18	TAKING BACK SUNDAY A Decade Under the Influence (Victory)	998	+51	57298	13	53/1
19	19	YELLOWCARD Only One (Capitol)	989	+3	47969	13	52/0
16	20	DASHBOARD CONFESSIONAL Vindicated (Vagrant/Interscope)	988	-94	65141	18	47/0
22	21	A PERFECT CIRCLE Blue (Virgin)	884	+42	33925	8	47/0
24	22	SNOW PATROL Run (A&M/Interscope)	854	+101	44747	9	46/2
26	23	USED Take It Away (Reprise)	805	+159	37221	4	57/2
27	24	MODEST MOUSE Ocean Breathes Salty (Epic)	774	+135	43369	6	50/1
29	25	SUM 41 We're All To Blame (Island/IDJMG)	768	+165	44049	4	57/7
25	26	KORN Word Up (Epic)	739	+99	51647	7	41/4
23	27	ALTER BRIDGE Open Your Eyes (Wind-up)	738	-58	29749	12	36/0
28	28	CAKE No Phone (Columbia)	712	+85	25920	4	48/2
30	29	SKINDRED Nobody (Lava)	643	+61	23615	8	41/1
31	30	FUTURE LEADERS OF THE WORLD Let Me Out (Epic)	558	+20	17705	11	28/0
32	31	MUSE Hysteria (EastWest/Warner Bros.)	528	+32	14884	5	41/3
33	32	GOOD CHARLOTTE Predictable (Epic)	485	+4	34432	4	28/1
38	33	SOCIAL DISTORTION Reach For The Sky (Time Bomb)	444	+102	35181	3	24/4
36	34	INTERPOL Slow Hands (Matador)	423	+45	38525	5	31/7
39	35	MARILYN MANSON Personal Jesus (Nothing/Interscope)	421	+96	30308	3	26/6
37	36	GODSMACK f!DROPBOX Touche (Republic/Universal)	361	+2	18733	10	23/0
35	37	SALIVA Survival Of The Sickest (Island/IDJMG)	343	-58	13973	14	17/0
40	38	SHINEDOWN Simple Man (Atlantic)	342	+36	12424	3	20/1
34	39	JET Rollover D.J. (Atlantic)	323	-147	18610	12	31/0
45	40	DENVER HARBOR Picture Perfect Wannabe (Universal)	263	+55	4275	4	24/2
44	41	SECRET MACHINES Nowhere Again (Reprise)	244	+24	8103	3	22/1
48	42	MUSIC Freedom Fighters (Capitol)	232	+33	7711	2	24/1
47	43	EXPLOSION Here I Am (Tarantula/Virgin)	229	+31	7360	2	26/4
49	44	CURE Alt.End (Geffen)	220	+21	9855	2	15/0
50	45	AUTHORITY ZERO Mexican Radio (Lava)	216	+23	7210	2	16/0
Debut	46	STREETS Dry Your Eyes (Atlantic)	215	+29	11360	1	13/2
42	47	NEW FOUND GLORY Failure's Not Flattering (What's Your Problem) (Geffen)	215	-67	6428	7	22/0
46	48	AMBULANCE Primitive (The Way I Treat You...) (TVT)	211	+8	5206	4	17/0
Debut	49	DONNAS Fall Behind Me (Lookout!/Atlantic)	203	+117	9036	1	29/5
41	50	STROKES The End Has No End (RCA/RMG)	202	-103	16697	7	23/0

74 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. © 2004, Arbitron Inc.). © 2004, R&R, Inc.

### Most Added\*

www.rroads.com

ARTIST TITLE LABEL(S)	ADDS
HIVES Two-Timing Touch And Broken Bones (Interscope)	15
DOGS DIE IN HOT CARS I Love You 'Cause I Have To (V2)	8
SUM 41 We're All To Blame (Island/IDJMG)	7
INTERPOL Slow Hands (Matador)	7
MARILYN MANSON Personal Jesus (Nothing/Interscope)	6
COLLECTIVE SOUL Counting The Oays (El Music Group)	6
DONNAS Fall Behind Me (Lookout!/Atlantic)	5
MY CHEMICAL ROMANCE I'm Not Okay (I Promise) (Reprise)	5
LE TIGRE TKO (Strummer/Universal)	5
GREEN DAY Boulevard Of Broken Dreams (Reprise)	5

### Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JIMMY EAT WORLD Pain (Interscope)	+241
SUM 41 We're All To Blame (Island/IDJMG)	+165
USED Take It Away (Reprise)	+159
VELVET REVOLVER Fall To Pieces (RCA/RMG)	+148
BREAKING BENJAMIN So Cold (Hollywood)	+139
MODEST MOUSE Ocean Breathes Salty (Epic)	+135
PAPA ROACH Getting Away With Murder (Geffen)	+117
DONNAS Fall Behind Me (Lookout!/Atlantic)	+117
GREEN DAY Boulevard Of Broken Dreams (Reprise)	+112
ZACK DE LA ROCHA We Want It All (Epic)	+103

### Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SEETHER f!AMY LEE Broken (Wind-up)	902
VELVET REVOLVER Slither (RCA/RMG)	847
JET Cold Hard Bitch (Atlantic)	670
LINKIN PARK Lying From You (Warner Bros.)	636
311 Love Song (Volcano/Zomba)	631
INCUBUS Talk Shows On Mute (Epic)	578
WHITE STRIPES Seven Nation Army (Third Man/V2)	526
SHINEDOWN 45 (Atlantic)	524
SWITCHFOOT Meant To Live (Red Ink/Columbia)	514

### New & Active

KEANE Somewhere Only We Know (Interscope)  
Total Plays: 195, Total Stations: 13, Adds: 4  
KILLERS Mr. Brightside (Island/IDJMG)  
Total Plays: 191, Total Stations: 9, Adds: 2  
RIDDLIN' KIDS Stop The World (Awaraz/Columbia)  
Total Plays: 189, Total Stations: 15, Adds: 0  
NICKELBACK Because Of You (Roadrunner/IDJMG)  
Total Plays: 188, Total Stations: 16, Adds: 3  
NONPOINT The Truth (Lava)  
Total Plays: 172, Total Stations: 8, Adds: 0  
MY CHEMICAL ROMANCE I'm Not Okay (I Promise) (Reprise)  
Total Plays: 137, Total Stations: 14, Adds: 5  
INSTRUCTION Breakdown (Geffen)  
Total Plays: 134, Total Stations: 10, Adds: 2  
12 STONES Far Away (Wind-up)  
Total Plays: 104, Total Stations: 9, Adds: 0  
BURDEN BROTHERS Shadow (Kirtland)  
Total Plays: 103, Total Stations: 8, Adds: 1  
DOGS DIE IN HOT CARS I Love You 'Cause I Have To (V2)  
Total Plays: 79, Total Stations: 18, Adds: 8

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

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America's Best Testing Alternative Songs 12 +  
For The Week Ending 9/24/04

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons		
					18-34	18-34	18-34
KILLERS Somebody Told Me (Island/IDJMG)	4.15	4.17	89%	19%	4.04	3.80	4.26
JIMMY EAT WORLD Pain (Interscope)	4.12	4.09	62%	4%	4.10	3.99	4.20
GREEN DAY American Idiot (Reprise)	4.09	4.09	90%	14%	4.00	4.08	3.92
TAKING BACK SUNDAY A Decade Under the... (Victory)	3.99	4.19	69%	10%	3.86	3.72	4.01
YELLOWCARD Only One (Capitol)	3.94	3.95	84%	18%	3.88	3.74	4.00
DASHBOARD... Vindicated (Vagrant/Interscope)	3.91	3.86	93%	31%	3.87	3.77	3.96
FRANZ FERDINAND Take Me Out (Domino/Epic)	3.87	3.91	93%	28%	3.92	3.90	3.94
BREAKING BENJAMIN So Cold (Hollywood)	3.86	3.92	83%	17%	3.76	3.67	3.85
PAPA ROACH Getting Away With Murder (Geffen)	3.82	3.71	76%	12%	3.73	3.62	3.86
LDSTPROPHETS Wake Up (Make A Move) (Columbia)	3.81	3.90	90%	21%	3.71	3.65	3.77
CROSSFADE Cold (Columbia)	3.76	3.83	63%	14%	3.73	3.60	3.89
HOBOASTANK Same Direction (Island/IDJMG)	3.74	3.79	87%	19%	3.65	3.64	3.66
THREE DAYS GRACE Just Like You (Jive/Zomba)	3.71	3.83	94%	34%	3.67	3.47	3.86
CHEVELLE Vitamin R (Leading Us Along) (Epic)	3.71	3.86	66%	12%	3.67	3.61	3.72
A PERFECT CIRCLE Blue (Virgin)	3.69	3.87	45%	7%	3.77	3.57	3.95
VELVET REVOLVER Fall To Pieces (RCA/RMG)	3.68	3.75	67%	13%	3.68	3.56	3.81
COHEED AND CAMBRIA A Favor House Atlantic (Columbia)	3.68	3.89	65%	15%	3.63	3.61	3.66
VELVET REVOLVER Slither (RCA/RMG)	3.66	3.66	81%	29%	3.64	3.59	3.69
LINKIN PARK Breaking The Habit (Warner Bros.)	3.65	3.66	98%	46%	3.73	3.56	3.89
CAKE No Phone (Columbia)	3.65	-	43%	8%	3.60	3.65	3.56
MODEST MOUSE Float On (Epic)	3.62	3.84	91%	36%	3.75	3.92	3.58
SEETHER I AM YEE Broken (Wind-up)	3.59	3.71	94%	40%	3.60	3.34	3.86
SNOW PATROL Run (A&M/Interscope)	3.58	-	45%	11%	3.62	3.47	3.83
ALTER BRIDGE Open Your Eyes (Wind-up)	3.54	3.57	71%	18%	3.38	3.30	3.49
MODEST MOUSE Ocean Breathes Salty (Epic)	3.54	-	50%	13%	3.67	3.78	3.57
SLIPKNOT Duality (Roadrunner/IDJMG)	3.46	3.51	78%	26%	3.57	3.66	3.46
JET Rollover D.J. (Atlantic)	3.45	3.52	85%	27%	3.36	3.24	3.49
KORN Word Up (Epic)	3.41	3.46	71%	18%	3.33	3.42	3.24

Total sample size is 403 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.



**LEGENDS OF KROQ** KROQ/Los Angeles held its fourth annual Inland Invasion on Sept. 18. The head-spinning lineup featured the hottest Alternative bands of today and yesterday. Here we have seminal L.A. punk band X posing with Rodney Bingenheimer, host of the weekly Rodney on the Rock show that has aired continuously on KROQ since the dawn of time. Left to right, it's X's John Doe, Bingenheimer and the band's Billy Zoom and Exene Cervenka.

**G**reen Day solidify their hold on No. 1. Look for them to hold every other song at bay for the next three years, only to be replaced by other Green Day songs from the same album ... Breaking Benjamin are trying mightily to rise even higher though — they go 4-3 this week ... The Killers keep their bullet, but the Green Day juggernaut holds them in place too ... Chevelle hold at No. 6 ... Jimmy Eat World have a very strong week, going 12-7, with no signs of slowing down ... Right behind them are Velvet Revolver, going 11-8 ... Papa Roach go 10-9 ... The top 10 is rounded out by Lostprophets ... Light action in the teens, with only Crossfade (15-13) and Coheed & Cambria (17-14) putting some distance between themselves and the rest of the pack ... Lower down, Taking Back Sunday are still going strong, 20-18 this week, and Yellowcard show no signs of fading ... Keep Your Eyes on the Movement: A Perfect Circle, Snow Patrol, Korn, Skindred, Muse, Social Distortion (Seriously, what the hell are you waiting for? An engraved invite?), Secret Machines, Denver Harbor and Authority Zero ... New to the Chart: The Streets, The Donnas ... Most Added: The Hives, Dogs Die in Hot Cars, Sum 41, Interpol, Marilyn Manson, Collective Soul. Most Should Be Added: Ambulance Ltd.

— Max Tolkoff, Alternative Editor



## Reporters

### Stations and their ads listed alphabetically by market

<b>WHRL/Albany, NY*</b> OM: John Cooper PD: Lisa Biello 1 ZACK DE LA ROCHA	<b>WAVF/Charleston, SC*</b> PD: Dave Rossi MD: Tony Ben 43 JIMMY EAT WORLD 1 DOGS DIE IN HOT CARS	<b>CIMX/Detroit, MI*</b> PD: Murray Brookshaw APD: Vance Casanova MD: Frankella SOCIAL DISTORTION	<b>KTRZ/Houston, TX*</b> PD: Vince Richards MD: Don Jantzen HIVES COLLECTIVE SOUL	<b>WVAD/Madison, WI*</b> OM: Miss Ferris PD: Carole Gross HIVES RAZORLIGHT MARILYN MANSON	<b>KORQ/Oakland, TX</b> PD: Michael Todd APD: Dro 17 A PERFECT CIRCLE 17 MODEST MOUSE 7 SUGARCULT 7 7 STRAYLIGHT RUN	<b>WBRU/Providence, RI*</b> PD: Seth Rester MD: Andy Yen LIT STRAIGHT RUN	<b>KCNL/San Jose, CA*</b> PD/MD: John Allers MD: Dave Hancock 5 GREEN DAY FRANZ FERDINAND	<b>W5UN/Tampa, FL*</b> OM: Paul Ciliano PD: Mark No Ads
<b>KTZO/Albuquerque, NM*</b> PD: Scott Soabradia MD: Don Kelley No Ads	<b>WEND/Charlotte*</b> OM: Bruce Logan PD/MD: Just Beater SKINDRED KILLERS GOOD CHARLOTTE	<b>KHRO/El Paso, TX*</b> OM: Mike Preston MD: Michael Young PD/MD: Jane Garcia No Ads	<b>WRXZ/Indianapolis, IN*</b> PD: Scott Janssen MD: Michael Young 2 SLAM 41 2 NICKELBACK INSTRUCTION	<b>WNFS/Memphis, TN*</b> PD: Rob Crossman MD: Sydney Hebers APD/MD: Matt Diablo 1 THE TRICE MUSE	<b>KHBS/Oklahoma City, OK*</b> OM: Bill Hurley PD: Jimmy Barreda MODEST MOUSE SUM 41	<b>KJEE/Santa Barbara, CA</b> MD: Dave Hancock SUM 41	<b>KNOO/Seattle, WA*</b> PD: Phil Manning APD: Jim Kettler No Ads	<b>KFMA/Tucson, AZ*</b> PD: Matt Jay APD/MD: Stephen Kallio CAKE
<b>WNWX/Atlanta, GA*</b> OM/MD: Leslie Fran MD: Jay Harris SUM 41 COLLECTIVE SOUL	<b>WRXQ/Chicago, IL*</b> PD: Mike Stern APD/MD: Jason Jackson 1 JET CHEMICAL ROMANCE MY CHEMICAL ROMANCE	<b>KXNA/Fayetteville, AR</b> PD/MD: Dave Jackson 12 KILLERS 9 ZACK DE LA ROCHA 1 THREE DAYS GRACE HIVES	<b>WPLA/Jacksonville, FL*</b> OM: Earl Austin APD/MD: Chad Chermley 1 CAKE SUM 41 1 SEED	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WRLY/Richmond, VA*</b> PD: Mike Murray MD: Curtis Matthews 1 CROSSFADE 1 DENVER HARBOR EXPLOSION	<b>WRXZ/Richmond, VA*</b> OM: Bill Cahill PD/MD: Casey Krahonowski MARILYN MANSON	<b>KPNT/St. Louis, MO*</b> PD: Tommy Letour MD: Jeff Preme RISE AGAINST HIVES	<b>KMYZ/Tulsa, OK*</b> PD: Lynn Burdick MD: Carole Plette 13 UPSIDE 11 CROSSFADE 8 BURDEN BROTHERS 1 DONNAS BLUE OCTOBER
<b>WUSE/Atlantic City, NJ*</b> PD: Al Pariselle APD: Scott Reilly MD: Steven Rapoport MY CHEMICAL ROMANCE LIT HIVES KORN LE TRICE	<b>WAQZ/Cincinnati, OH*</b> PD/MD: Jeff Nagel No Ads	<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WRLX/Richmond, VA*</b> OM: Bill Cahill PD/MD: Casey Krahonowski MARILYN MANSON	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WHFS/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE	
<b>KRDX/Austin, TX*</b> OM: Jeff Carroll PD: Helely Lee MD: Toby Ryan HIVES	<b>WXTM/Cleveland, OH*</b> PD: Ken Moore APD: Don Harbelle MD: Tom "Hate" THREE DAYS GRACE SEVEN MY CHEMICAL ROMANCE	<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WVDC/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE		
<b>WRAX/Birmingham, AL*</b> PD: Susan Groves MD: Heidi Lindzey 2 INTERPOL 1 DONNAS SUM 41 DOGS DIE IN HOT CARS	<b>WARD/Columbia, SC*</b> PD: Dave Stewart MD: Dave Harris 7 SOCIAL DISTORTION COLLECTIVE SOUL	<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WVDC/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE		
<b>KQVR/Boise, ID*</b> OM: Don McCully PD: Eric Kristianson MD: Jeremy Smith 1 SUBRESEED SHINEDOWN EXPLOSION	<b>WVCO/Columbus, OH*</b> OM: Randy Maloy PD: Andy Davis MD: Jack DeLorenzo DOGS DIE IN HOT CARS CAMPER VAN BEETHOVEN	<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WVDC/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE		
<b>WBCN/Winston, MA*</b> PD: Dave Bellon APD/MD: Steven Strick COHEED AND CAMBRIA COLLECTIVE SOUL	<b>KDDE/Dallas, TX*</b> PD: Deane Deberry APD/MD: Alan Ayo SUM 41	<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WVDC/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE		
<b>WEDG/Buffalo, NY*</b> PD: Lacey Diana No Ads	<b>WXEG/Dayton, OH*</b> OM: Steve Krasser MD: Benne 10 TAKING BACK SUNDAY 7 NICKELBACK 3 SILVERTIDE	<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WVDC/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE		
<b>WBZT/Burlington*</b> OM/MD: Matt Grasso APD/MD: Kevin Hays JET CROSSFADE GREEN DAY	<b>KTCJ/Denver, CO*</b> PD: Rich Jordan MD: Rich Jordan No Ads	<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WVDC/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE		
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		<b>KFRF/Fresno, CA*</b> PD: Chris Steves MD: Rosewood 1 VELVET REVOLVER JIMMY EAT WORLD	<b>WRXZ/Johnson City*</b> HIVES INTERPOL	<b>WJRM/Orlando, FL*</b> OM: Adam Cook PD: Paul Lynch APD: Neil Everett MD: Brian Dickerson 1 COLLECTIVE SOUL	<b>WPKL/Syracuse, NY*</b> PD: Scott Peilhouse APD/MD: Tim Biale 1 SEVEN DOGS DIE IN HOT CARS KORN SURFERSED	<b>WVDC/Washington, DC*</b> PD: Lisa Wardle APD: Lily Carterson MD: Pat Fontana 15 GREEN DAY 12 KILLERS KEANE MY CHEMICAL ROMANCE		
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# TIFT MERRITT TAMBOURINE

PERFORMING AT THE 2004 AMERICANA  
MUSIC CONFERENCE ON THURSDAY, SEPTEMBER 23<sup>rd</sup>  
AT THE MERCY LOUNGE AT 9PM

**7** R&R  
Americana  
Chart!

IN STORES NOW  
WITH OVER 13K  
SCANNED IN 4 WEEKS!



Have you heard what the press has been saying about TIFT MERRITT's new album *TAMBOURINE*?

"Merritt's voice is a magical combination of cool reserve and effortless warmth..." (Grade: A-) —**Entertainment Weekly**

"With her clear, controlled voice and zestful, sensual delivery, Tift Merritt deserves to move from the fringes of stardom onto the A list of country-rockers thanks to this joy of an album..."  
[3½ Stars, out of four] —**People**

"There's not a dud among the dozen tracks, a testament to Merritt's talent as both a distinctive singer and writer." —**Rolling Stone**

"Strike the posers this month, reality music returns... Producer George Drakoulias brings Tift Merritt's fantastic voice up front in the sparkling *Tambourine*." —**Vanity Fair**

"...Stax-style R&B tunes complete with slinky horns and sultry background singers. If you're picturing Dusty Springfield fronting Creedence Clearwater Revival, you're right..." —**Esquire**

"Her new guitar-tinged soul songs sound as if they came right out of the Stax Records catalog." —**NY Daily News**

"It's sort of a *Dusty In Memphis* for the steroids era, a heart-palpitating blast of classic soul sound repeats with whirling organs, blazing horn sections and impassioned backup chairs." ★★★★★ —**LA Daily News**

"...tips the balance toward country soul with groove-rich arrangements that suit her steamy alto and her languid phrasing..." —**Tracks Magazine**

"... *Tambourine* (Lost Highway) comes close to realizing Merritt's musical ideal: the melodic longing of Carole King, the honest ache of Dusty Springfield, and the lived-in dynamics of Delaney & Bonnie & Friends." —**Harp Magazine**

"*Tambourine* strikes a gripping balance between intimacy and pop immediacy, sans gimmicks or clichés... Vivid, distinctly southern vignettes..." —**No Depression**

LOST HIGHWAY

# THE AMERICANA MUSIC ASSOCIATION

## A Changing Of The Guard

Leadership shifts at the Americana Music Association

By Jeff Green

After two years as President of the Americana Music Association, Brad Paul is passing the baton to incoming President Mark Montgomery. In interviews with Paul and Montgomery, Jeff Green discusses the association's accomplishments to date and what the future holds for it. By the way, AMA Exec. Director J.D. May, who wrote the sidebar for this column, is also moving on to a new job after the Americana Conference is over, and Green will be assuming the role of Exec. Director for the AMA.

Rounder Records VP/National Promotion Brad Paul is wrapping up his term as President of the Americana Music Association. A 21-year Rounder veteran and one of the architects of the AMA, Paul shares his perspectives on the growth of the AMA and the increasing interest in Americana music.



Brad Paul

**R&R:** How would you measure the progress of the Association in the past year?

**BP:** My gosh, look at what we've done: We're having our fifth annual convention, and every year it has grown exponentially. We're only in the third year of the awards show, and we have an agreement for a national cable telecast of it on Great American Country. We've succeeded on the retail side with the first-ever NARM-sanctioned Americana sampler, which debuted on *Billboard's* Top Country Albums sales chart. The momentum, the enthusiasm for what's going on here in terms of the conference, the retail marketing — it's all been very positive.

**R&R:** At a time when there have been a lot of cutbacks in the music industry and at many trade organizations, the AMA has achieved several additional milestones: a 50-company exhibit hall at the conference, which has grown from a hotel to the Nashville Convention Center; a consumer website ([www.thisisamericana.com](http://www.thisisamericana.com)); many new members; and new stations in Denver and South Bend, IN. What's driven this growth?

**BP:** There's a large and growing community of people in this business who got into it because they were passionate about music, and they see this genre as perhaps one of the last bastions of the music that still has that passion, that still puts the music first, and that still has a quality and a craft to it that strikes an inner and emotional chord in people, which, frankly, a lot of commercial music just isn't doing anymore.

**R&R:** Are there any objectives you wish the organization had made more progress toward?

**BP:** I wish we had more time to put into convincing more radio stations to take up this format. It's been a matter of the Radio Committee having the time to put together a convincing presentation. We don't want to go out with one until it's absolutely the best it can be.

**R&R:** How confident are you that the association can make a winning argument to radio about programming Americana music?

**BP:** There are commercial programmers out there who are intrigued by it. There are some who have put an Americana specialty show on the weekends. We've seen quite a number of these be very successful. We need to keep the dialogue going and emphasize the success stories. We're close to having all the elements in place to start making that pitch.

**R&R:** What is the biggest hurdle to getting more Americana airplay?

**BP:** It's the nature of this format. It's not a simple plug-and-play, and a lot of people are confused by it. To do Americana right takes personnel who understand the music and know how to present it. Quite frankly, there aren't that many people out there who do.

There are certainly several examples of successful noncommercial stations that have had an impact in their markets with Americana. However, there's much more opportunity for growth on the commercial end of the dial. To convince more corporate commercial stations to try this music, we need to put together a small consortium of professionals who have been doing it successfully for years so that there's a support system in place for owners to plug into when they decide to try the format. We already have some very talented people willing to sign up to consult, including Laura Hopper at KPIG/Monterey and Bruce Kidder at KHYI/Dallas.

**R&R:** Can the association speak with confidence when telling broadcasters, "If you build it, we will come," and then support them with the promotions, liners, artist visits, interviews and record service that help make a format fly?

**BP:** Absolutely. There's no question about that. The labels that are members of this

### The 2004 Americana Conference At A Glance

By J.D. May

J.D. May, Exec. Director of the Americana Music Association, put together this at-a-glance piece for your use at this year's Americana Music Conference.

The fifth annual Americana Music Conference, held at the Nashville Convention Center, is being regarded as a milestone in the short history of the Americana Music Association, with attendance, sponsorship and the number of performers reaching all-time highs.

Bringing together the Americana industry from across the globe, the conference features performances and panels and seminars on timely industry topics, as well as plenty of networking opportunities. There are the popular nightly showcases, plus several new features: the first Americana trade show, demo-listening sessions, peer-group sessions and a cyber cafe.

The pinnacle of the weekend is the Americana Honors & Awards Show, which will be held Sept. 25 at the Nashville Convention Center and hosted once again by Mr. Americana, Jim Lauderdale. The awards show was created three years ago to honor merit and achievement within the Americana music genre and help us celebrate the many great artists and influences that continue to shape our music.

We're pleased to announce that the 2004 awards show will be broadcast live on XM Satellite Radio's Cross Country channel and taped by Jones Media Networks for multiple telecasts on its Great American Country Channel.

#### Learning Experiences

In addition, the 2004 Americana Conference presents some of the best industry panels available anywhere. Below are a few of the highlights.

- **"Americana — The International Mainstream":** Bob Harris (the BBC), concert promoter Paul Fenn (Asgard), Richard Wootton (RW Publicity), Paul Sexton (*London Times/Billboard U.K.*), Iain Snodgrass (Universal International), Ken Levitan (Vector Management) and Frank Callari (FCC Management) explore and discuss the reasons certain Americana artists receive higher levels of radio and press exposure in the U.K. and parts of Europe than they do in the U.S.

- **"Independent Distribution — New Opportunities in a Changing Climate":** Dout Wiley (RED Distribution), David Macias (Emergent Music), Bill McNally (Burnside Distribution), John Timmons (Ear X-tacy) and Kerry Fly (Handleman) will look at the challenges of successfully distributing music independently.

- **"Breaking an Americana Artist — Behind the Marketing Plan of Mindy Smith":** Smith, who performed at the 2003 Americana Conference before her album release, has enjoyed success at several radio formats. Explaining the creation and execution of her marketing plan are members of Smith's team of label executives and management, along with early press and radio supporters: Lellie Capwell (Vanguard), Casey Verbeck (Partners in Music), Michael McCall and Keith Coes (WRLT/Nashville).

- **"The Americana Brand — Lifestyle, Business Model or Format?":** Find out what approaches professionals use to sell Americana not only within their own companies, but also to the consumer and advertiser. Panelists include Ed Monroe (KPIG/Monterey), Mattson Rainer (KNBT/New Braunfels, TX), John Hayes (KCUV/Denver), Tony Lawson (WDVX/Knoxville), Jim Murphy (Jones Media Networks) and moderator Jeff Green, the incoming Exec. Director of the Americana Music Association.

- **"Record Label Roundtable":** Participants include Pete Anderson (Little Dog Records), Scott Robinson (Dualtone Music Group), John Grady (Sony Music Nashville) and Jay Woods (New West Records). Moderator David Ross (Music Row Publications) will go through a series of pertinent issues that labels face to help determine what the future really holds for record labels big and small.

- **"Compelling Radio in a Competitive World":** Regardless of format, there are universal truths to what makes great radio. Sharing their knowledge are moderator Brad Paul (Rounder Records), Scott Lindy (Sirius Satellite Radio), Laura Hopper (KPIG/Monterey) and veteran programmer Lee Logan.

- **"Technology and the Future of Digital Music":** This tech-savvy panel will cover how to create, distribute and market music more efficiently, thereby helping artists and labels avoid costs and obstacles normally accompanying the traditional music-business model. Panelists include Jon Kertzer (MSN), Gregg Ogorzelec (Napster), Steve Day (Skaggs Family Records), Ray Benson (Asleep At The Wheel), Mark Montgomery (Echomusic) and Ralph Cavallaro (Universal Music Group).

- **"The Music Meeting":** Sean Coakley and Leslie Rouffe of Songlines will play tracks from some of Americana's best Q4 releases for a roomful of radio decisionmakers. What will they like? What will they add to their playlists, and why? Gain serious insight on why some records make it to radio and others don't.

Continued on Page 86

# AMERICANA ASSOCIATION

Continued from Page 65

association are all committed to seeing this work and are all committed to helping Americana stations, both the existing ones and any potential new ones.

**R&R:** *In addition to more radio airplay, what areas of growth excite you most?*

**BP:** Internationally, this music has huge potential. Traditionally, the European market has always embraced traditional country or the roots country side of the spectrum much more than it has commercial, mainstream country. We have such a deep well of talent that there's a lot we can do to expand that horizon. And there's a lot more we can do to expand our services to our constituents here as well.

We've got good ideas for further developing the business and consumer websites and the member services that we can provide through them. The airplay chart has been a good tool, but we are looking at ways of making that better and possibly having more information available, whether it's a breakout of emphasis tracks or a singles tracks subchart. There's certainly no end in sight to the list of the things that we want to do. It's a rare mix of talent and enthusiasm that has gotten us this far.

**"There are certainly several examples of successful noncommercial radio stations that have had an impact in their markets with Americana. However, there's much more opportunity for growth on the commercial end of the dial."**

**Brad Paul**

**R&R:** *What are the criteria for getting involved as a board, committee or task-force member of the AMA?*

**BP:** First of all, join the organization. Then participate online with ideas and recommendations and attend our annual conference and do some networking there. Get yourself and your talents known by the existing board. There are going to be slots opening up every year, and the more broad the talent pool we have to draw from, the healthier and stronger this organization is going to be.

**R&R:** *How does the AMA decide on which projects and priorities to pursue?*

**BP:** All the initiatives are born out of an annual board-member retreat. For 2 1/2 days every December we get around a conference table and generate a steady stream of new ideas and a vision of where we want to be in five or 10 years. We discuss our goals and how we'll achieve them. The room is filled with flow charts and all these great ideas, and we then hone it down to what we can actually do this year, next year and in years three and four.

What you've seen accomplished so far in 2004 is exactly what was on the

list of what we were going to do this year. We've done this for three straight years, and I think it's one of the main reasons we've been so successful. It's kind of the backbone of the organization. It sets our agenda for the year and keeps us focused, which enables us to achieve our goals.

**R&R:** *How would you assess J.D. May's accomplishments as the AMA's first Exec. Director?*

**BP:** J.D.'s done a fantastic job. I've been very impressed with his ability to stay focused on the agenda items while taking input from everyone about all the wonderful ideas they want us to implement.

J.D. has worked real hard, he's helped the subcommittees to stay focused and to produce the results we've set out to achieve. And he's a great guy too. We've worked very well together. We stayed in close communication for the two years I have been President. It's been a really good partnership. He's been a real pleasure to work with.

**R&R:** *Where do you see the association five years from now?*

**BP:** I would hope that we've doubled the number of full-time radio stations by delivering success stories in a couple of strong markets. With international and domestic growth, the membership can easily double. We could be looking at 2,000-3,000 members.

I'd like to see the AMA cross that bridge where we are taken seriously and considered part of the overall mainstream landscape, where Music Row, Manhattan and Los Angeles look upon us as a great success story and as having the same amount of respect and clout that the CMA has today.

Americana Music Association President-elect Mark Montgomery has chaired the AMA Retail Committee, which developed the new *This Is Americana* CD sampler. He's also served as Treasurer and advised the organization on new technology and e-commerce. In his day job, Montgomery is President of Echomusic, a Nashville-based creative-services company for recording artists and labels.

**R&R:** *What got you interested in Americana music?*

**MM:** When I first moved to Nashville, 14 years ago, I wasn't into country music at all. The first guy who hooked me in was Lyle Lovett. To me, Lyle has always kind of sat on the outside of what country music is, and he was sort of my segue into a lot of other music, such as Walter Hyatt, Guy Clark, New Grass Revival and The Dead Reckoners. It was sort of a trail into the woods where I discovered so much great music that doesn't fit into a pocket.

**R&R:** *The organization seems to embrace those differences.*

**MM:** What's happened is that we've kind of taken it upon ourselves to create our own pocket. I think the AMA has been successful largely because, even though the naysayers have said, "This won't work," and, "You can't do that," we've gone ahead and done it anyway.

**R&R:** *How would you characterize Brad Paul's role as your predecessor?*

**MM:** Brad is a really solid, no-nonsense guy. He has a very good internal compass, and his role in guiding the organization has provided a strong sounding board for J.D. and the board. I really like that about him. Brad deserves credit for devoting a lot of en-

ergy to moving the radio piece forward, and that's going to be an ongoing issue.

**R&R:** *As Brad passes the torch to you, what thoughts come to mind?*

**MM:** As the board has empowered the executive director to move the organization forward, the role of the president has changed. We're heading into an era with a lot of newer board members. As the founding council moves back more into the private sector, we have to be sure to keep one foot in tradition while also looking at what the organization needs to do to move it forward.

**R&R:** *What is that tradition?*

**MM:** To me, that tradition is about honoring the music as it is, to preserve and protect its integrity. It's a fairly wide spectrum, and that's why it's important to protect it and not narrow it to the point where we focus-group it into a format that may not have a lot of heart and soul.

**R&R:** *How does your company interface with Americana's more grass-roots artistry?*

**MM:** Echo's goal is to connect artist and fans as closely as possible with very few filters, as well as to provide support services that meet the needs of our clients. Our core competencies involve visual identity, creating product that will compete in the marketplace next to any other, managing product into the distribution system — digital or physical — and creating a complete online strategy. This strategy not only includes a website, but also a site that actually throws off valuable data that is then analyzed and used. It's safe to say that music is moving more toward the Internet space, and we feel that traditional retail needs to be approached differently than it has been in the past. We are small and nimble enough to explore a variety of business models.

**R&R:** *What is the biggest challenge facing Americana?*

**MM:** I'm sure in the formation of other music trade organizations people asked, "Why are you doing this? This isn't necessary." There are still those questions about Americana. You could argue that every genre either has an identity crisis or has gone through one at some point. Look at how the CMA struggled with its "Admit it you love it" slogan.

All we can do as an organization is to continue to put it out there. It's hard to argue against how the AMA has grown every year. The board has set the course, and its role is to continue to monitor it and adjust accordingly. The executive director's role is to create those opportunities in a fair and even-handed way, and that's what J.D. May has done — in a lot of ways out of sheer will.

**R&R:** *Would you agree that the emergence of streaming audio is opening new opportunities for exposing Americana music and artists?*

**MM:** I would. The only challenge is that we have to find where those people are on the web. The ability to deliver the content in a more direct manner is going to work in our favor, and we have a lot of people who understand that and who are willing to take the risks to push into that space.

**R&R:** *What indications do you see that radio could capitalize on programming Americana?*

**MM:** Focus groups that radio stations conduct tend to show that what they're programming is what people want to hear. I've never sat in a room and been programmed to that way, but I can tell you that what those focus groups bear out aren't my listening habits, and, frankly, they're not the listening habits

of a lot of people I know. Does that mean that we, as a collective organization, are exceptional as listeners, or is it that focus groups need to be refocused to address the variety of customers out there?

At the NARM convention recently, [BMG North America Chairman/CEO] Clive Davis mentioned Ear X-tacy in Louisville in his keynote. That is a great store. When you look at what's happening with music in general, there are two worlds. The kind of stores that sell the music in this genre are growing. The stores that don't sell it are selling refrigerators. This brand can grow to a point where, even as a niche, it's going to be great.

Will it ever be mass-market Wal-Mart? I don't know. But one of Americana's strengths is that it grows to its own size. It doesn't take enormous or stupid risks trying to hit a grand slam and then have to lay off lots of people. It looks as if the companies involved in Americana are holding their own. Some are flourishing. People have scaled their businesses in a sensible way.

**R&R:** *There's no reason why being medium in size can't be beautiful, right?*

**MM:** Right. Who among us wouldn't like to have a Steve Earle or Alison Krauss on their roster? The music business got to the point where the expectations were out of whack with the reality of what consumers were doing. The way I see it, if you can invest \$10 million to make \$30 million over five years, that's great. I don't know a lot of people who can play at that table, but there are a lot of people who can work at selling 50,000-150,000 records and make a very nice living for themselves and their artists. The independents who couldn't get arrested five years ago are now the celebrated grass-roots segment of the music industry.

**R&R:** *How will you shape your presidency?*

**MM:** One issue we have to address is how to nurture the newer artists who will become spokespeople for the format — the next Wilco, Alison Krauss, Steve Earle or whomever. Another objective is to better understand who Americana fans are and to make them aware of the music. The *This Is Americana* sampler is the first logical step toward that, and we're very pleased with the way that's gone so far. We've scanned close to 15,000 units in only the first few weeks. Over a year that will expose tens of thousands of people to this music.

We need to continue to find ways to build directly to consumers. We're going to do another sampler, and we have enough great music submitted to do Volume 2 and even Volume 3. We have to continue to build the AMA infrastructure. The organization is almost paperless, and it can be even more so, in the sense that we need to fully integrate the back-end, day-to-day staff needs, managing the membership, radio-chart software and our new consumer website. We're getting physical and digital bounce-back cards from the fans, and it's up to us to nurture that relationship with the people who are saying "I want more information" in a way that honors those consumers.

I look around and see only opportunity. The talent that's within the organization, the artists who call Americana their home, the people on the professional side who have great ideas and passion — all those things combined are going to help the AMA take the next step forward.



Mark Montgomery

# I WANT YOU!

To play these fine **NEW WEST** artists.....  
Not to do so would be downright **UN-AMERICANA!**



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BUDDY MILLER

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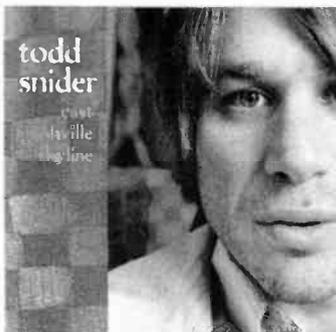
# Americana Music: Autumn Harvest

## RECENT RELEASES

### Todd Snider

#### *East Nashville Skyline* (Oh Boy)

Todd Snider has been delivering easy-going lo-fi songs that ruminate on politics, death, life, places he has been and inter-



esting people he has met for some time now. Blending folk, country, rock and blues, Snider makes music that's gentle on the ear but, at the same time, forces one to stop and think.

More than on any of his previous five studio efforts, the songs on *East Nashville Skyline* come across as autobiographical. It's no secret that Snider has battled a variety of addictions over the years, but one can't help but feel that he may be coming through to the other side, as many of the songs reveal a newfound insight that might help him come to grips with his demons.

### Various Artists

#### *Por Vida: A Tribute To The Songs Of Alejandro Escovedo* (Or Music)

There isn't one artist in the Americana and roots rock scene who doesn't point to Alejandro Escovedo as a major influence. Sadly, Escovedo fell ill from the effects of hepatitis C in April of 2003 and has been struggling with the disease ever since. Now many of his friends and admirers have come together to honor him with a double CD — *Por Vida: A Tribute to the Songs of Alejandro Escovedo* — covering many of the songs he has written over the years. The proceeds from the project will go to support Escovedo and his family.

### Kieran Kane & Kevin Welch

#### *You Can't Save Everybody* (Dead Reckoning/Compass)

Kevin Welch and Kieran Kane record individually for their own label cooperative, Dead Reckoning, but they have also guested now and again on each other's projects. Now they officially join forces on *You Can't Save Everybody*, which features songs written by both artists and boasts the accompaniment of multi-instrumentalist Fats Kaplin and special guest vocalist



Claudia Scott. The boys keep things simple here, letting the songs and harmonies — spiced up with some great pickin' — get the point across.

### Various Artists

#### *Beautiful Dreamer: The Songs Of Stephen Foster* (American Roots)

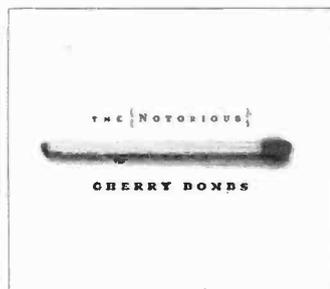
When you talk Americana music, you need to go back to one of its true fathers. Although America's first great songwriter, Stephen Foster, died over 140 years ago, his influence is still being felt. As a testament to how powerful his songs were, all you have to do is remember that even though there was no recorded music back then, no radio and no television, you could hear his songs being played by local musicians across the country.

Now the folks at American Roots Publishing have brought together a diverse collection of artists who offer their renditions of these classic songs on a CD called *Beautiful Dreamer: The Songs of Stephen Foster*.

### Notorious Cherry Bombs

#### *The Notorious Cherry Bombs* (Universal South)

Vince Gill, Tony Brown, Richard Bennett, Hank Devito, Emory Gordy and Larry Londin were known as The Cherry Bombs back in the 1970s, when they served as Rodney Crowell's kick-ass band. They toured incessantly for two years, and folks are still talking about how incredible they were live. In 2003, Crowell, Gill, Brown, Bennett and Devito grabbed Eddie Bayers, Johnny Hobbs and Michael Rhodes and recorded an album of new material called *The Notorious Cherry Bombs*.



The disc contains 12 new songs that will restore your faith in great, timeless country music.

### Various Artists

#### *The Unbroken Circle: The Musical Heritage Of The Carter Family* (Dualtone)

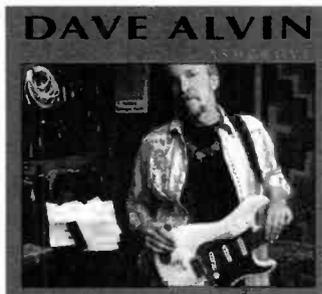
Few artists, let alone families, have had as lasting an effect on a genre of music as The Carter Family did on country. They switched the emphasis from hillbilly instrumentals to vocals, made many of their songs an integral part of the country music canon and introduced a unique style of guitar playing.

Now there's a tribute to The Carter Family called *The Unbroken Circle: The Musical Heritage of The Carter Family*, which was produced by grandson John Carter Cash. It was The Carter Family who made the song "Will the Circle Be Unbroken" popular in the first place, and their influence remains strong.

### Dave Alvin

#### *Ashgrove* (Yep Roc)

Dave Alvin had a lot to do with the American roots scene in the early '80s with his band The Blasters. Since he has been a solo artist, his dedication has blossomed and matured, and he has become



an important voice for the Americana music movement.

Alvin released his first solo effort in 1987 and over the years has put together eight projects, some more electrically oriented and others stripped down to acoustic basics. In 2000 he won a Grammy for Best Traditional Folk Album for his collection of cover tunes, *Public Domain*. Alvin returns with *Ashgrove*, his first album of new material in six years.

### Big Roc Collective

#### *A Tribute To The Dave Matthews Band* (Compendia)

It is no small task to put together a tribute project to the intricate music of The Dave Matthews Band, and doing it in a bluegrass style is even more mind-boggling. But that is exactly what producer Bill Van Dork did. Calling the style "JamGrass," he gathered some of the best bluegrass players in the business and put

together a one-time tribute band to tackle the job. The result is 12 killer takes on DMB classics, including vocals. *A Tribute to The Dave Matthews Band* is the second in the JamGrass series on Compendia. The first was a tribute to Phish.

### Jim Lauderdale

#### *Headed For The Hills* (Dualtone)

Jim Lauderdale has been intimately involved with the development of the Americana music scene since its very beginning. He has toured as a solo artist and also accompanied such greats as Dwight



Yoakam, Lucinda Williams and Merle Haggard. In addition, a number of impressive artists have recorded his songs, including George Strait, Patty Loveless, Vince Gill and Kathy Mattea.

Over the course of 12 albums between 1991 and 2003, Lauderdale has explored the many sides of roots music, ranging from straight country to more commercial projects. His latest offering, *Headed for the Hills*, features 13 brand-new songs that Lauderdale co-wrote with famous lyricist Robert Hunter.

### Various Artists

#### *Touch My Heart: A Tribute To Johnny Paycheck* (Sugar Hill)

It's amazing to me how certain country artists who were in the mainstream at the peaks of their careers are now considered roots artists who represent the purer values of country and Americana music. The late Johnny Paycheck certainly fits into that category.

Produced by Robbie Fulks, *Touch My Heart: A Tribute to Johnny Paycheck* gives us a taste of most of the great songs this honky-tonk legend performed over his career. Adding alt country cred to the project are renditions by such diverse artists as Neko Case, Mavis Staples, Dave Alvin and George Jones.

### Burrito Deluxe

#### *The Whole Enchilada* (Luna Chica)

Burrito Deluxe return with their sophomore effort, *The Whole Enchilada*. Comprising living legend and former Band member Garth Hudson, renowned

Continued on Page 90

He's arguably the greatest combination of musician, producer, songwriter, publisher, performer, engineer, executive, entrepreneur, cockeyed visionary and certified raconteur in modern music history. He's worked with everyone from Johnny Cash to T2 and now he brings us his FIRST ALBUM IN 25 YEARS!

# COWBOY JACK CLEMENT

**GUESS THINGS HAPPEN THAT WAY**

"I've got a bunch of people who say I'm a genius. That don't make me a genius, but you've got to be pretty smart to get all them people to say "bat on cue."  
- Cowboy Jack Clement



**WELCOME TO WOODY CREEK**  
the new studio album from the Grammy award-winning

# NITTY GRITTY DIRT BAND

features "It's A New Day," "Walkin' In The Sunshine" and a cover of Gram Parson's classic "She"



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THE MUSICAL HERITAGE OF THE CARTER FAMILY

featuring:  
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Emmylou Harris with the Peasall Sisters  
Johnny Cash • Jemette and Joe Carter  
Norman and Nancy Blake with  
Tim O'Brien • John Prine • Willie Nelson  
Shawn Colvin with Randy and Earl Scruggs  
The Whites with Ricky Skaggs  
Rosanne Cash • The Del McCrary Band  
June Carter Cash • Nitty Gritty Dirt Band  
with Kris Kristofferson • Marty Stuart

"WHEN FROM THE CARTER FAMILY ASKED THE QUESTION 'WILL THE 'BIG BLUE STROKES?' UNDEPART, THE ANSWER IS 'NO.'  
John Carter Cash



# CHARLIE ROBISON

## GOOD TIMES

THE NEW ALBUM FEATURING  
NEW YEAR'S BAY  
EL CERRITO PLACE  
AND BIG CITY BLUES

"Nashville is terrified of his skill, intelligence, charisma and attitude."  
- Village Voice

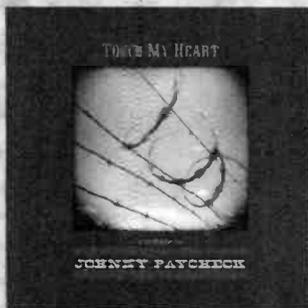


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# AMERICANA PURVEYORS



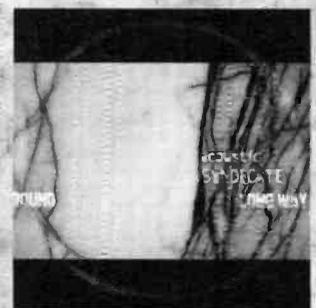
**SINCE 1978**



(SUG-1081)

**VARIOUS ARTISTS**  
TOUCH MY HEART: A TRIBUTE TO JOHNNY PAYCHECK

**ACOUSTIC SYNDICATE**  
LONG WAY ROUND



(SUG-3993)

UPCOMING IN 2005:  
THE DUHKS, RECKLESS KELLY, GREG TROOPER,  
SONNY LANDRETH, NICKEL CREEK, TIM O'BRIEN



SUGARHILLRECORDS.COM

# Americana Music: Autumn Harvest

Continued from Page 88

## RECENT RELEASES

Flying Burrito Brothers pedal-steel player Sneaky Pete Kleinow, vocalist Carlton Moody (son of Dwight Moody, from Bill



Monroe's band) and the steadfast rhythm section of Jeff "Stick" Davis and Rick Lonow, the band delivers a sweet blend of countrified songs, both originals and choice covers.

Burrito Deluxe finished a sold-out tour of Ireland and the U.K. and are currently in the midst of a series of dates in the U.S.

## Nashville Bluegrass Band *Twenty Year Blues* (Sugar Hill)

This certainly has been the year for bluegrass music and tribute albums, hasn't it? Well, I've got another one for you. This time around it's The Nashville Bluegrass Band. It has been six years since we've heard from the boys, and it took the Grammy-winning quintet almost half that time to complete this project just in time for their 20th anniversary as a group.

According to bandmember Alan O'Bryant, the key to getting this project done was the relaxed way the band approached it. After trying several studios, they decided to pack their gear into a house and record it at home. The result is probably the best album NNB have ever recorded.

## Jon Dee Graham

### *The Great Battle* (New West)

Jon Dee Graham is best known for his stints with The True Believers and Alejandro Escovedo, but he was also a fixture in the early alt country movement, playing with such artists as John Doe and Michelle Shocked. In 1997 he released his



first solo effort, *Escape From Monster Island*, and beginning in 1999 he started recording for New West. *The Great Battle* is his third effort for the label. The project was produced by Charlie Sexton, who also plays on the album, and it features vocals by Patty Griffin on a couple of tracks.

## Mutual Admiration Society *Mutual Admiration Society* (Sugar Hill)

The Mutual Admiration Society is exactly what its name implies. Singer-songwriter Glen Phillips heard that the members of Nickel Creek were big fans of his music. They eventually met and did a few dates together. One thing led to another, and Sara Watkins, Sean Watkins and Chris Thile entered the studio with Phillips to record a number of songs he had written. This album was actually recorded a couple of years ago under the guidance of producer Ethan Johns and put on hold until the members could get out on the road together in support of the project.

## The Silos

### *When The Telephone Rings* (Dualtone)

The Silos are credited with being one of the early bands on the alt country scene, way back in 1985. Even though the lineup has evolved over the years, the constant has been vocalist, songwriter and band-leader Walter Salas-Humara. The Silos



have been an on-again, off-again proposition, yet they continue to feel the need to get into a studio and record. *When the Telephone Rings* is their 10th studio effort. Still bending genres and taking risks, The Silos remain a vital creative force in the Americana music scene.

## The Meat Purveyors

### *Pain By Numbers* (Bloodshot)

When you think of Bloodshot Records, a certain type of artist comes to mind, and The Meat Purveyors fit the label's MO perfectly. This Austin-based outfit's live shows are notorious, and they can pick their instruments with the best of 'em, but it's their sense of irreverence that makes them so endearing. You could call them a neo-bluegrass band, but that would be selling them short. They take the foundation of that genre and build a musical structure that sometimes sprawls outward and at other

times reaches up to the clouds. Amazingly, *Pain by Numbers* is TMP's fourth album.

## Junior Brown

### *Down Home Chrome* (Telarc)

Other than a recent label switch, not much has changed about Junior Brown. This one-of-a-kind performer remains true to his honky-tonk, rockabilly and Bakersfield country roots with his sixth outing, *Down Home Chrome*. He's still standing behind that custom-made "guit-steel" of his, and his baritone voice is as full as ever. Even though Brown has al-



ways taken the music he plays very seriously, he approaches his lyrics with his tongue firmly in his cheek, and that remains true on this record. Junior Brown can make you pine and smile all at the same time.

## Billy Joe Shaver

### *Billy And The Kid* (Compadre)

Billy Joe Shaver has been kicking around the business for many years. In the '70s he penned several country hits, and over the decades he's had a number of record deals. A number of years back he found a new sense of inspiration when he and his son Eddy began to play music together. The two toured regularly and recorded several albums.

However, it was no secret that Eddy had a problem with drugs, and, sadly, about three years ago he succumbed to their effects. After a period of mourning and soul-searching, Billy Joe decided to revisit the tapes of the album he and his son had been working on at the time of Eddy's death. With a little help from his friends and some painful dedication, Shaver completed the project.

## Charlie Robison

### *Good Times* (Dualtone)

Many successful and influential singer-songwriters from around the country have migrated to the musical mecca of Austin and helped define the sound of that community, but there are certain qualities that only a born-and-bred Texas artist has. Charlie Robison is a prime example. Born in Houston and raised on a ranch on Bandera, he absorbed local honky-tonk, as well as the blues, Tex-Mex and other locally popular genres.

But his influences do not stop there:



He's also a fan of artists ranging from Black Sabbath to Gram Parsons to Bruce Springsteen. After contributing to albums by Alejandro Escovedo and Kelly Willis, Robison decided to step out on his own. After a handful of studio albums and a couple of live outings, he returns with *Good Times*.

## Various Artists

### *This Is Americana* (AMA/Ryko)

As the Americana Music Association continues its efforts to brand the name *Americana*, the board members worked out a cooperative association with the NARM. To produce a compilation that would help the general public gain a better understanding of Americana music and the artists who fit into the genre.

A sampler was produced and made available for sale at music retailers large and small across the country. It features such diverse new and established artists as BR549, Tift Merritt, Alison Krauss And Union Station, Jay Farrar, Shelby Lynne, Lucinda Williams, Willie Nelson & Ray Price, Lori McKenna, Slaid Cleaves, Rosanne Cash featuring Johnny Cash and many others. Net proceeds from the sale of the compilation are going to support the NARM Scholarship Fund.

## NEW RELEASES

## Jason Ringenberg

### *Empire Builders* (Yep Roc)

We all know Jason Ringenberg as Jason & The Scorchers. Well, in 1999 that band "semi-retired," as Ringenberg



Continued on Page 92

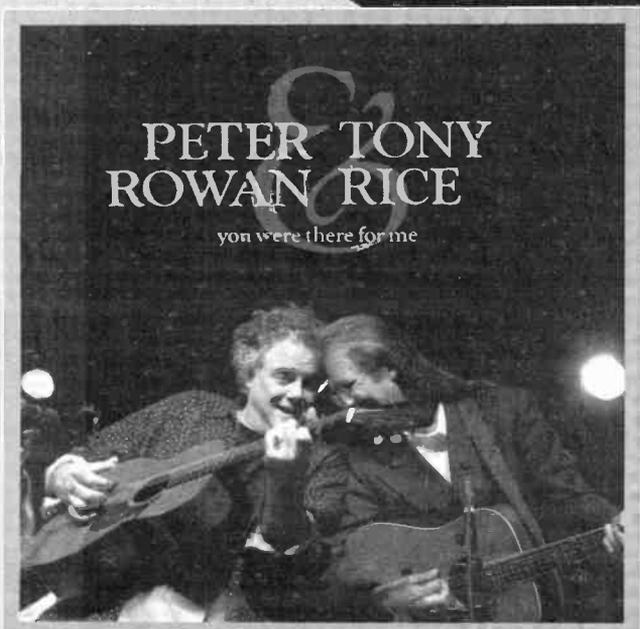
# PETER ROWAN & TONY RICE

## you were there for me

*You Were There For Me* is the first full-fledged recording collaboration between Peter Rowan and Tony Rice, two of acoustic music's most innovative and respected artists.

*You Were There For Me* is graceful, challenging, authentic and beautiful.

### GOING FOR ADDS SEPT. 27TH!



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# Burrito Deluxe



# The Whole Enchilada

Enhanced CD featuring  
exclusive documentary film footage!

Performing live at BB King's  
in Nashville during the AMA conference  
on Saturday, Sept 25th.

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- Fugh Foley, KUSH KRSC

"Burrito Deluxe 'The Whole Enchilada' gives the fans a mix of solid traditional country/rock. This CD will keep longtime fans hoppin' AND make new fans want more."

- R. W. Sharry, TwangCast.com

"Burrito Deluxe - What a band, what an album, it's more than a sound, it's a way of life!!!"

- Rick Star, Texas Rebel Radio "The Fan"



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

# Americana Music: Autumn Harvest

Continued from Page 90

## NEW RELEASES

likes to say, and he embarked on a solo journey. He released *A Pocketful of Soul* and *All Over Creation* as we moved into the new millennium, and now he returns with what may well be his most diverse and satisfying effort yet, *Empire Builders*. Politically charged and philosophically informed, the 11 songs connect what we've known Ringenberg to do in the past with some new musical surprises to keep us on our toes.

### Various Artists

#### *Hard-Headed Woman: A Celebration Of Wanda Jackson (Bloodshot)*

Considered both the Queen of Rockabilly and one of the top women of country music, Wanda Jackson began her career in 1951. With the help of fellow Oklahoman Hank Thompson, she signed a deal with Decca before graduating from high school. Not long after, she and Elvis Presley became friends, and he is credited with encouraging her to explore the then-emerging rockabilly sound. A deal with Capitol in 1956 led to a string of hits over the next decade.

Jackson returned with *Heart Trouble*, her first studio album in 15 years, in 2003. Now the folks at Bloodshot have put together a tribute album to Ms. Jackson featuring such diverse artists as Nora O'Connor, The Asylum Street Spankers, Neko Case, Robbie Fulks, Wayne Hancock and Trailer Bride.

### Nitty Gritty Dirt Band

#### *Welcome To Woody Creek (Dualtone)*

The Nitty Gritty Dirt Band's career spans five decades, and they were one of the early purveyors of country rock in the '60s. They have released over 30 albums, scored several hit songs, won countless awards and collaborated with an amazingly diverse collection of artists from many musical walks of life.

*Welcome to Woody Creek* is the band's first album of all-new material since 1998, and in many ways it harks back to the free-wheelin', genre-breakin' sound that set their career in motion. These multitalented



multi-instrumentalists sound as fresh and inspired as ever.

### David Holt

#### *Perpetual Motion (Blue Corn)*

Most of us know David Holt as the Texas guitar-slinger who lent his talents and energy to such acts as Storyville and The Mavericks, but after many years of encouragement from friends and colleagues, he has decided to step out on his own. With a blend of Texas-style roots rocks, blues and country, Holt takes us through the paces with such impressive players as bassist Mark Andes, drummer Tommy Taylor and keyboardist Spooner Oldham. Joining them in a guest capacity are Will Sexton and Kacy Crowley on vocals, Tommy Spurlock on pedal steel and Bill Carter on mandolin.

### Tift Merritt

#### *Tambourine (Lost Highway)*

Texas-born and North Carolina-based Tift Merritt made some considerable inroads in 2002 with her debut solo album, *Bramble Rose*. Not only did it introduce us



to a new and exciting voice, it also gave us a glimpse of an artist who is actively distilling a variety of musical styles into her own sound.

Merritt wasn't new to the roots music scene, however. She was an active member of The Two Dollar Pistols in the late '90s and had her own band, The Carlines. In addition, she won the Chris Austin Songwriting Contest at the 2000 Merlefest Music Festival. For her sophomore effort, *Tambourine*, Merritt enlisted the help of veteran producer George Drakoulias, as well as an impressive list of guest musicians.

### Ricky Skaggs & Kentucky Thunder

#### *Brand New Strings (Skaggs Family)*

When it comes to the vanguard of traditional music, you can't get much more in the forefront than Ricky Skaggs. He began his illustrious career at the ripe old age of 5, when he played onstage with Bill Monroe, and he has pretty much never looked back. In the late '90s he rededicated himself to the roots of bluegrass and country, and he and his renowned band have

played their style of music for fans all over the world. Skaggs and Kentucky Thunder return with *Brand New Strings*, a mix of new, old and in-the-tradition bluegrass, folk and country music done as only masters can.

### Buddy Miller

#### *Universal United House Of Prayer (New West)*

Buddy Miller has been an integral part of the inner sanctum of the Americana music scene for quite some time now. Whether



he's adding his guitar or songwriting skills to another's project, acting as producer for one of his pet projects, recording with his partner in life, Julie Miller, or doing an album of his own, Miller has always been at the forefront of creativity. With *Universal United House of Prayer* he once again pushes the limits by adding a touch of gospel to his well-informed American roots canon.

### Kate Campbell

#### *The Portable Kate Campbell & Sing Me Out (Compadre)*

The daughter of a Baptist preacher, Kate Campbell took to music and social causes at an early age. After many years of higher education, she finally decided to get serious about her music. In the '90s she released four critically acclaimed albums on Compass Records, and she has now decided to revisit many of those songs on two simultaneously released albums for Compadre. *The Portable Kate Campbell* features her more serious and substantive songs, while *Sing Me Out* gives us a broader taste of her songwriting.

### Drive-By Truckers

#### *The Dirty South (New West)*

Taking their musical cues from the



glory days of Southern rock and updating them with the somber realities of the modern world, The Drive-By Truckers can rock you and make you stop and think all at the same time. With five albums and a ton of touring under their belts, these seasoned players know what they want to say and how to get it across. *The Dirty South* could be considered their best outing to date, but that is not to say that this quintet haven't been focused and "driven" for quite some time now.

### Chris Thile

#### *Deceiver (Sugar Hill)*

To use the term *virtuoso* when referring to Chris Thile's musical talents would still be an understatement. Primarily known as one of the members of Nickel Creek, Thile has turned heads for years as one of the best mandolin players in the world — in spite of the fact that he just recently turned 23!

Thile has also been known to step out on his own from time to time, and *Deceiver* marks his fifth solo outing. What makes this project so intriguing is the fact that he is the sole musician, vocalist and songwriter on the album. Here Thile spreads his creative wings as he dramatically and confidently steps back and forth among a number of musical styles.

### Kasey Chambers

#### *Wayward Angel (Warner Bros.)*

By now, most of us are well aware of Kasey Chambers' musical history and the fact that her family — from parents to siblings — have all made music their livelihoods. After fronting her family's band, The Dead Ringers, throughout the '90s, Chambers stepped out on her own with



the release *The Captain* in 1999. It went on to be very successful in her native Australia and garnered her several awards there.

It wasn't long before word of her spread around the world. In 2002 Chambers followed with *Barricades and Brick Walls*, further establishing her ability to be accepted by both the country and rock worlds. After a period of time set aside to have a baby and enjoy a much-needed rest after touring constantly for three years, Chambers returns with *Wayward Angel*. The disc, once again produced by her brother, Nash, displays creative growth and maturation.



**KEVIN KINNEY'S**  
**Sun Tangled Angel Revival**  
 The former Drivin' 'N Cryin' front-man fronts a fresh new band featuring Gibb Droll, Bryan Howard and Dave V. Johnson. Kinney leads us through a musical Journey via well-crafted acoustic folk, southern psychedilia, bent gospel and elegiac country tunes.



**JULIE LEE**  
**Stillhouse Road**  
 "Julie's beautiful voice and beautiful heart make for an extraordinary combination of lyrics and melody that has the ability to touch each and every one of us. She's a fantastic talent." — **Alison Krauss**. Featuring appearances by **Alison Krauss** and **Vince Gill**.



**BILLY JOE SHAVER**  
**Billy and the Kid**  
 Billy Joe added vocals and lyrics to the previously unreleased tracks performed by Eddy Shaver, making this album his final collaboration with his son, who passed away in 2000.



**KATE CAMPBELL**  
**Sing Me Out**  
 "Her literate songs artfully skirt the border between country and rock with a few blues twists...a major talent...simplicity, sincerity, and sophistication run rampant here." — **Boston Globe**  
 Kate Campbell recorded new and improved versions of many of her most popular songs for two new albums featuring the talents of **Rodney Crowell**, **Nanci Griffith**, **Jeff Black**, **Jonell Mosser**, and **Kim Richey**. Also Available: Digitally re-mastered reissue of Kate's first album, **Songs From the Levee**. Features five previously unreleased tracks.



**The Portable Kate Campbell**



**Defining Roots Music.**

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# Americana Reporters

The folks who report each week to the Americana airplay chart

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KBCS/Belleuve, WA	Christine Linde	425-564-6194	clinde@bcc.ctc.edu	TH 12:30-4:30pm
KBSO/Corpus Christi, TX	Manuel Davila	361-289-0999	n/a	T 1-3pm
KCUV/Denver	G. Brown	303-575-4684	gbrown@nrcbroadcasting.com	M-F 9am-noon
KDHX/St. Louis	Nico Leone	314-364-3955	musicdepartment@kdhx.org	M 1-6pm
KDNK/Carbondale, CO	Luke Nester	970-963-0139	luke@kdnk.org	TH noon-5pm
KEXP/Seattle	Don Yates	206-520-5833	info@kexp.org	MW 10am-noon
KFAN/Fredericksburg, TX	Rick Star	830-997-1793	rickstar_9@hotmail.com	W 2-3pm
KFJC/San Jose	Mike Miyake	650-949-7260	singjai108@yahoo.com	W 2-6pm
KGLT/Bozeman, MT	Rik James	406-586-4123	d28rik@msn.com	TH 9am-noon
KGSR/Austin	Jody Denberg	512-832-4000	jdenberg@kgsr.com	TH 10am-1pm
KHYI/The Colony, TX	Bruce Kidder	469-287-2409	brucekidder@comcast.net	MTH 2-5pm
KNBT/New Braunfels, TX	Mattson Rainer	830-625-7311	mattson@knbtfm.com	MTW 11am-1pm
KOPN/Columbia, MO	Steve Jerrett	n/a	sjerrett@coin.org	e-mail only
KPFA/Berkeley, CA	Luis Medina	n/a	music@kpfa.org	e-mail only
KPIG/Monterey	Laura Hopper	831-722-9000	laura@kpig.com	MTW 8:30-10am
KRCB/Santa Rosa, CA	Bill Frater	n/a	frater@sonic.net	e-mail only
KRCL/Ogden, UT	Doug Young	801-572-7891	iceman@xmission.com	T 2-5pm
KRFC/Ft. Collins, CO	Bob Terrill	970-221-5075	inez@frie.com	TTH 8:30-10:30am
KRXS/Phoenix	Stu Baker	480-752-8937	stubbaker@jukeboxcantina.com	THF 2-4pm
KSUT/Ignacio, CO	Stasia Lanier	970-563-0255	stasia@ksut.org	F 9am-noon
KSYM/San Antonio	David Ludwig/Jim Beal	210-250-3435	dldwig@ev1.net	F noon-1pm
KTXN/Victoria, TX	Jeremy Halliburton	361-573-2121	halliburton73@hotmail.com	M-F 9am-5pm
KUSH/Cushing, OK	Hugh Foley	n/a	hfoley@rsu.edu	e-mail only
KUT/Austin	Jeff McCord	512-471-6395	jmccord@mail.utexas.edu	TH 1-3:30pm
KUWR/Laramie, WY	Don Woods	307-736-6624	dwoods@uwyo.edu	W 1:30-4pm
KVMR/Nevada City, CA	Alice MacAllister	530-265-5531	alicebmusic@netscape.net	MT 10am-1pm
KVNF/Paonia, CO	Candy Pannetta	970-527-4866	sugar@kvnf.org	T 10am-2pm
KWMR/Point Reyes Station, CA	Kay Clements	415-663-8068	kay@kwmr.org	TTHF 3-5pm
KXCI/Tucson	Duncan Hudson	520-623-1000	kxcimd@kxci.org	W 1-5pm
KZSU/Stanford, CA	Bruce Ross	n/a	bross@kzsu.org	e-mail only
WCBE/Columbus, OH	Maggie Brennan	614-365-5555	mbrennan@wcbe.org	MT 9am-5pm
WCBN/Ann Arbor, MI	Chad Williams	734-763-3501	chad@monkey.org	TH 4-6pm
WDBM/East Lansing, MI	Doug Neal	n/a	nealdoug@msu.edu	e-mail only
WDVR/Sergeantsville, NJ	"Big Kev" Ploghoft	201-507-7098	wpaplugs@comcast.net	M 5-11pm
WDVX/Knoxville	Tony Lawson	865-424-2020	mail@wdvx.com	M-F 9am-5pm
WERU/East Orland, ME	Joel Mann	207-469-3088	radioboy@weru.org	T 11-2pm
WETS/Johnson City, TN	Dan Hirschi	423-439-6442	hirshi@etsu.edu	M 9am-5pm
WEVL/Memphis	Brian Craig	901-528-0560	prmmgr@wevl.org	T 1-5pm
WFDU/Teaneck, NJ	Lynn Crystal	201-519-0165	carnivalofsong@yahoo.com	F 2:30-4:30pm
WFHB/Bloomington, IN	Jim Manion	812-323-1200	ionman@wthb.org	W 1-3pm
WFPK/Louisville	Michael Young	n/a	myoung@wfpk.org	e-mail only
WGCS/Goshen, IN	Jason Samuel	574-535-7688	jasonks@goshen.edu	M-F 9am-5pm
WHAY/Whitley City, KY	Adam Phillips	606-376-2218	whayradio@highland.net	M-F 2-3pm
WHEE/Martinsville, VA	Bill Wyatt	276-632-9811	bwyatt@whee.net	M-W 1-3pm
WJJC/Commerce, GA	Keith Parnell	706-333-3155	wjic@alltel.net	M 9am-12
WJMQ/Clintonville, WI	Doug Rogers	715-823-5128	drvj@dotnet.com	T-F 11am-1pm
WMKY/Morehead, KY	Paul Hitchcock	606-783-2334	p.hitchcock@morehead-st.edu	M 12-3pm
WMMT/Whitesburg, KY	Jim Webb	606-633-0108	jwebb@appaishop.org	THF 1-4pm
WMNF/Tampa	Randy Wynne	813-238-8001	rrwynne@wmnf.org	MT 1-3pm
WNCW/Spindale, NC	Martin Anderson	828-287-8000	martin@wncw.org	M 11-1pm
WNRN/Charlottesville, VA	Anne Williams	434-971-4096	annew@ric.net	F 10am-noon
WOUB/Athens, OH	Rusty Smith	740-593-4947	rusty_smith@woub.pbs.org	M-F 1-3:30pm
WQBR/McElhattan, PA	Dave Stratton	570-769-2327	bear@ub.kcnnet.org	M-F 1-5pm
WRFL/Lexington	Joe Takacs	n/a	shadygrove@prodigy.net	e-mail only
WRIU/Wakefield, RI	Chuck Wentworth	401-874-4949	chukwent@cox.net	M 4-6pm
WSGE/Dallas, NC	Jeff Powell	704-922-6552	jpowell@gaston.cc.nc.us	M-W 10am-3pm
WSYC/Shippensburg, PA	Trevor Stottlemeyer	n/a	panamablades@comcast.net	e-mail only
WUIN/Wilmington, NC	Mark Keefe	910-795-4051	mark@carolinapenguin.com	T 2-4pm
WUMB/Boston	Marilyn Beyer	617-287-6907	marilyn.beyer@umb.edu	WTH 8-10am
WVLS/Monterey, VA	Keith Scott	540-495-2276	musicdir@htcnet.org	T 9am-noon
WWUH/West Hartford, CT	Ed McKeon	860-768-4703	emckeon@aol.com	TH 4-6pm
WYSO/Yellow Springs, OH	Niki Dakota	937-769-1380	niki@wyso.org	M-F 9am-5pm
XM Satellite Radio (Cross Country)	Jessie Scott	202-380-4469	jessie.scott@xmradio.com	M-F 9am-5pm
Twangcast.com	R.W. Shamy	540-661-1245	rw@twangcast.com	MT 9am-5pm
Folkscene	Roz Larman	818-346-4112	folkscene@folkscene.com	TW 10-11am
Countrybear.com	Stan Edwards	863-531-0102	sbc48@hotmail.com	W 4-6pm
Acoustic Café	Rob Reinhart	734-761-2043	rob@acafe.com	WTH 9am-noon
Americana Live	Mike Columbo	573-256-5108	mike@americanalive.net	M-F 9am-5pm
Western Beat	Billy Block	615-242-5026	billy@westernbeat.com	M-F 9am-5pm

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+/- PLAYS	CUMULATIVE PLAYS
1	1	STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	647	+41	3894
2	2	VARIOUS ARTISTS Por Vida: A Tribute To The Songs... (Or)	527	+1	4430
3	3	VARIOUS ARTISTS Touch My Heart - A Tribute... (Sugar Hill)	502	+5	3197
6	4	NOTORIOUS CHERRY BOMBS The Notorious... (Universal South)	469	+14	5863
4	5	K. KANE & K. WELCH You Can't... (Compass/Dead Reckoning)	468	-14	5709
7	6	TODD SNIDER East Nashville Skyline (Oh Boy)	451	-2	5168
8	7	TIFF MERRITT Tambourine (Last Highway)	449	+50	2166
5	8	JUNIOR BROWN Down Home Chrome (Telarc)	444	-32	1994
9	9	VARIOUS ARTISTS The Unbroken Circle (Dualtone)	382	+19	2092
20	10	CHARLIE ROBISON Good Times (Dualtone)	355	+100	885
11	11	VARIOUS ARTISTS Beautiful Dreamer... (American Roots)	345	+20	1990
29	12	KASEY CHAMBERS Wayward Angel (Warner Bros.)	344	+163	541
12	13	CRICKETS & THEIR BUDDIES The Crickets... (Sovereign Artists)	319	+3	2954
13	14	BILLY JOE SHAVER Billy And The Kid (Compadre)	313	+5	2249
10	15	DAVE ALVIN Ashgrove (Yep Roc)	311	-23	6767
15	16	ELEVEN HUNDRED SPRINGS Bandwagon (Palo Duro)	293	+5	1723
14	17	NITTY GRITTY DIRT BAND Welcome To Woody Creek (Dualtone)	285	-7	1241
21	18	MAVIS STAPLES Have A Little Faith (Alligator)	284	+35	1492
23	19	DRIVE BY TRUCKERS The Dirty South (New West)	261	+17	1236
16	20	DALE WATSON Dreamland (Koch)	259	-18	6917
18	21	PAUL THORN Are You With Me? (Back Porch/Virgin)	258	-11	2214
17	22	DWIGHT YOAKAM Dwight's Used Records (Koch)	238	-32	5236
19	23	OLD 97S Drag It Up (New West)	237	-30	3318
24	24	OTIS GIBBS One Day Our Whispers (Benchmark)	230	+11	2276
26	25	BURRITO DELUXE The Whole Enchilada (Luna Chical)	219	+23	896
Debut	26	MARK JUNGERS One For The Crow (American Rural)	209	+42	845
25	27	KATE CAMPBELL The Portable Kate Campbell (Compadre)	206	+7	1254
22	28	LORETTA LYNN Van Lear Rose (Interscope)	205	-42	12053
Debut	29	MELONIE CANNON Melonie Cannon (Skaggs Family)	199	+28	804
Debut	30	MAGGIE BROWN Maggie Brown (Riverwide)	190	+34	719

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts. For more information please visit [www.americanamusic.org](http://www.americanamusic.org). © 2004 Americana Music Association.

## Americana Spotlight

by John Schoenberger

Artist: Dolly Parton

Label: Sugar Hill



Dolly Parton has always been a woman who does things her own way, and following her own instincts has proven to be a good idea over her lengthy career. She has enjoyed countless hits, written several songs that are considered classics, served as an inspiration and mentor to many younger performers and even has an amusement park named after her! After a 10-year hiatus from touring, Parton and her backing band, The Bluniques, took to the road in 2002 in support of her *Halos and Horns* album. Parton now returns with a double live CD and companion DVD of a concert from that tour, which was recorded at the Dollywood Theater. The collection covers all the musical bases for Parton, from the rural, acoustic-based sound she started out with to the more commercial style that later launched her into superstardom. They're all here — from "Orange Blossom Special," "Little Sparrow" and "Jolene" to "9 to 5," "I Will Always Love You" and even her take on Led Zeppelin's "Stairway to Heaven." In conjunction with this release, Parton will begin an arena tour on Oct. 14 that lasts until mid-December.

## Americana News

A changing of the guard: Former R&R Executive Editor Jeff Green joins the AMA as its new Executive Director, replacing J.D. May. In other AMA news, two-year President Brad Paul is turning the reins over to Mark Montgomery ... Universal South has tapped Michael Powers as Sr. VP/Promotion, succeeding Bryan Switzer, who recently exited the label ... The 2002 PBS *All-Star Bluegrass* special will be released on CD and DVD on Nov. 9. Hosted by Ricky Skaggs, the show featured Vince Gill, Alison Krauss + Union Station, Patty Loveless, The Del McCoury Band, Earl Scruggs, Ralph Stanley, Nickel Creek, Bruce Hornsby and Travis Tritt ... The *CMT Outlaws* concert was taped on Sept. 7. Four hours of free-spirited music rocked Nashville's Gaylord Entertainment Center, with performances by Hank Williams Jr., Kid Rock, Gretchen Wilson, Montgomery Gentry, Big & Rich, Tanya Tucker, Jessi Colter, Shooter Jennings, Metallica's James Hetfield and members of Lynyrd Skynyrd. The *CMT Outlaws* event will premiere Oct. 29 as part of an exclusive two-part special on CMT ... Kenny Chesney, Reba McEntire and Norah Jones are among the artists paying tribute to the late Ray Charles during an Oct. 8 concert at Staples Center in Los Angeles. The show will be hosted by comic and actor Jamie Foxx, who portrays Charles in the upcoming film biography *Ray*. The concert, billed as *Genius: A Night for Ray Charles*, will also feature Mary J. Blige, Al Green, Elton John, B.B. King, David "Fathead" Newman, Billy Preston, Usher and Stevie Wonder. The event is being taped for a CBS-TV special.

Note: If you have Americana news, please forward it to [jschoenberger@radioandrecords.com](mailto:jschoenberger@radioandrecords.com).

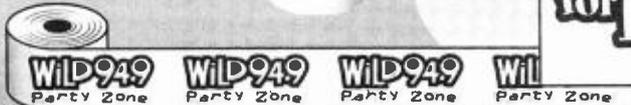
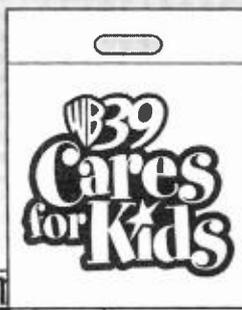
## Most Added\*

ARTIST TITLE LABEL(S)	ADDS
BUDDY MILLER Universal United House Of Prayer (New West)	28
PO' GIRL Vagabond Lullabies (Nettwerk)	18
KASEY CHAMBERS Wayward Angel (Warner Bros.)	14
NATHAN Jimson Weed (Nettwerk)	11
RICKY SKAGGS & KENTUCKY THUNDER Brand New Strings (Skaggs Family)	8

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	R.E.M. Leaving New York (Warner Bros.)	563	+23	28987	5	25/0
2	2	BRUCE HORNSBY Gonna Be Some Changes Made (Columbia)	445	+12	20572	11	22/0
3	3	JOHN MELLENCAMP Walk Tall (Island/DJMG)	396	+9	23003	5	18/0
6	4	JAMIE CULLUM All At Sea (Verve/Universal)	313	+36	10844	16	19/0
4	5	FINGER ELEVEN One Thing (Wind-up)	297	-23	17247	13	12/0
10	6	JOHN FOGERTY Deja Vu (All Over Again) (DreamWorks/Geffen)	272	+12	14820	7	18/0
5	7	RACHAEL YAMAGATA Worn Me Down (RCA Victor)	266	-32	10649	14	20/0
11	8	CARBON LEAF Life Less Ordinary (Vanguard)	263	+16	11458	6	16/0
8	9	SCISSOR SISTERS Take Your Mama (Universal)	261	-1	11313	12	14/0
9	10	NORAH JONES What Am I To You? (Blue Note/EMC)	244	-18	13669	19	20/0
16	11	CROSBY & NASH Lay Me Down (Sanctuary/SRG)	243	+17	12991	9	17/1
7	12	FINN BROTHERS Won't Give In (Nettwerk)	237	-26	11329	10	20/0
13	13	MINDY SMITH Come To Jesus (Vanguard)	228	-5	12970	27	21/0
30	14	MARK KNOPFLER Boom, Like That (Warner Bros.)	225	+101	13032	2	18/0
18	15	OZOMATLI (Who Discovered) America? (Concord)	223	+14	11256	11	16/0
19	16	SNOW PATROL Run (A&M/Interscope)	211	+21	10374	3	16/0
15	17	BODEANS If It Makes You (Zoe/Rounder)	206	-24	9146	17	18/0
12	18	MAROON 5 She Will Be Loved (Octone/LJ/RMG)	206	-27	7569	6	8/0
20	19	KEANE Somewhere Only We Know (Interscope)	205	+20	6779	4	17/0
21	20	CAKE No Phone (Columbia)	182	+6	9954	3	12/0
23	21	THRILLS Not For All The Love In The World (Virgin)	181	+17	4574	5	15/0
17	22	MODEST MOUSE Float On (Epic)	181	-42	8160	14	12/0
22	23	CHRISTINE MCIVIE Friend (Koch)	168	-3	5628	6	13/0
Debut	24	ELVIS COSTELLO Monkey To Man (Lost Highway)	155	+44	7781	1	12/0
26	25	SARAH MCLACHLAN World On Fire (Arista/RMG)	154	+12	6424	3	9/0
Debut	26	STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	146	+22	6950	1	11/1
24	27	311 Love Song (Volcano/Zomba)	145	-6	7243	18	7/0
29	28	CHARLIE MARS Gather The Horses (V2)	139	+10	3739	2	11/0
Debut	29	RAY LAMONTAGNE Trouble (RCA/RMG)	138	+39	8316	1	13/0
Debut	30	K.D. LANG Helpless (Nonesuch)	131	+13	4484	1	14/0

25 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

## New & Active

**LOW MILLIONS** Eleanor (Manhattan/EMC)  
Total Plays: 127, Total Stations: 14, Adds: 0

**NEVILLE BROTHERS** Ball Of Confusion (Back Porch/Narada)  
Total Plays: 116, Total Stations: 11, Adds: 0

**WILCO** I'm A Wheel (Nonesuch)  
Total Plays: 112, Total Stations: 10, Adds: 0

**HOWIE DAY** Collide (Epic)  
Total Plays: 106, Total Stations: 7, Adds: 2

**FRANZ FERDINAND** Take Me Out (Domino/Epic)  
Total Plays: 104, Total Stations: 5, Adds: 1

**JOHN MAYER** Come Back To 3rd (Awara/Columbia)  
Total Plays: 94, Total Stations: 7, Adds: 0

**KILLERS** Somebody Told Me (Island/DJMG)  
Total Plays: 94, Total Stations: 4, Adds: 0

**TROOTS AND THE MAYTALS w/ ERIC CLAPTON** Pressure Drop (V2)  
Total Plays: 83, Total Stations: 5, Adds: 0

**GAVIN DEGRAW** I Don't Want To Be (LJ/RMG)  
Total Plays: 80, Total Stations: 4, Adds: 0

**KENNY WAYNE SHEPHERD** Hey, What Do You Say (Reprise)  
Total Plays: 74, Total Stations: 8, Adds: 0

Songs ranked by total plays

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
ROBBIE ROBERTSON Shine Your Light (Hollywood)	4
HOWIE DAY Collide (Epic)	2
JOSEPH ARTHUR Can't Exist (Vector)	2
MINDY SMITH Fighting For It All (Vanguard)	2
CAMPER VAN BEETHOVEN 51-7 (Pitch-A-Tent/Vanguard)	2
MICK FLEETWOOD BAND Something Big (Sanctuary/SRG)	2
VIRGINIA COALITION Pick Your Poison (Bluhammock/Red Ink)	2
JOHN MAYER Daughters (Awara/Columbia)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MARK KNOPFLER Boom, Like That (Warner Bros.)	+101
ELVIS COSTELLO Monkey To Man (Lost Highway)	+44
RAY LAMONTAGNE Trouble (RCA/RMG)	+39
JAMIE CULLUM All At Sea (Verve/Universal)	+36
LOW MILLIONS Eleanor (Manhattan/EMC)	+26
R.E.M. Leaving New York (Warner Bros.)	+23
PETER CINCOTTI St. Louis Blues (Concord)	+23
STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	+22
SNOW PATROL Run (A&M/Interscope)	+21
NORAH JONES Those Sweet Words (Blue Note/EMC)	+21

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
COUNTING CROWS Accidentally In Love (DreamWorks/Geffen)	213
LOS LONELY BOYS Heaven (OrEpic)	199
DAVE MATTHEWS Oh (RCA/RMG)	166
D. FRANKENREITER (J. JOHNSON) Free (Brushfire/Universal)	153
NORAH JONES Sunrise (Blue Note/EMC)	136
JET Are You Gonna Be My Girl (Atlantic)	129
LENNY KRAVITZ Where Are We Runnin'? (Virgin)	112
COLDPLAY Clocks (Capitol)	95
SARAH MCLACHLAN Fallen (Arista/RMG)	94
WHEAT I Met A Girl (Awara/Columbia)	93

Detailed station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).



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September 24, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	R.E.M. Leaving New York (Warner Bros.)	532	+19	5407	4	33/0
2	2	FINN BROTHERS Won't Give In (Nettwerk)	474	+12	5603	9	27/0
4	3	JOHN MELLENCAMP Walk Tall (Island/IDJMG)	433	+35	3268	5	23/0
3	4	BRUCE HORNSBY Gonna Be Some Changes Made (Columbia)	429	-16	5131	11	25/0
10	5	CROSBY & NASH Lay Me Down (Sanctuary/SRG)	358	+6	3961	10	29/0
6	6	STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	332	+37	5377	5	28/0
6	7	JOHN FOGERTY Deja Vu (All Over Again) (DreamWorks/Geffen)	328	-6	3909	8	23/0
9	8	CHRISTINE MCVIE Friend (Koch)	313	+10	2330	7	22/0
7	9	OLO 97'S New Kid (New West)	307	-12	3130	13	23/0
13	10	KEANE Somewhere Only We Know (Interscope)	304	+20	4096	10	23/0
26	11	MARK KNOPFLER Boom, Like That (Warner Bros.)	299	+130	4292	2	31/1
23	12	ELVIS COSTELLO Monkey To Man (Lost Highway)	297	+107	4472	2	29/2
8	13	RACHAEL YAMAGATA Worn Me Down (RCA Victor)	296	-21	2117	14	18/0
11	14	GOMEZ Nothing Is Wrong (Hut/Virgin)	293	+1	2233	11	22/0
12	15	JAMIE CULLUM All At Sea (Verve/Universal)	277	-13	1922	20	15/0
14	16	K.D. LANG Helpless (Nonesuch)	239	-32	2381	8	24/0
16	17	OZOMATLI (Who Discovered) America? (Concord)	220	-20	1963	16	16/0
15	18	BODEANS If It Makes You (Zoe/Rounder)	217	-34	1008	16	14/0
19	19	MODEST MOUSE Float On (Epic)	202	-9	727	9	10/0
20	20	DONAVON FRANKENREITER It Don't Matter (Brushfire/Universal)	200	+1	1183	5	14/0
22	21	RAY LAMONTAGNE Trouble (RCA/RMG)	194	+2	3381	2	24/1
21	22	SCISSOR SISTERS Take Your Mama (Universal)	192	-1	1825	10	11/0
17	23	PHISH The Connection (Atlantic)	189	-40	1139	17	14/0
30	24	NEVILLE BROTHERS Ball Of Confusion (Back Porch/Narada)	178	+35	2267	2	18/2
24	25	THRILLS Not For All The Love In The World (Virgin)	178	-4	3257	5	17/1
25	26	MADELEINE PEYROUX Don't Wait Too Long (Rounder)	177	0	4224	2	22/1
18	27	CARBON LEAF Life Less Ordinary (Vanguard)	171	-55	897	9	17/3
Debut	28	BEN HARPER & BLIND BOYS OF ALABAMA Wicked Man (Virgin)	157	+20	3334	1	18/1
28	29	LOW MILLIONS Eleanor (Manhattan/EMC)	154	+5	1333	3	14/0
-	30	KENNY WAYNE SHEPHERD Hey, What Do You Say (Reprise)	147	+5	784	2	12/0

35 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.  
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## Most Added\*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
TOM WAITS Make It Rain (Anti/Epitaph)	8
ROBBIE ROBERTSON Shine Your Light (Hollywood)	8
CAMPER VAN BEETHOVEN 51-7 (Pitch-A-Tent/Vanguard)	6
KASEY CHAMBERS Stronger (Warner Bros.)	5
MICK FLEETWOOD BAND Something Big (Sanctuary/SRG)	5
JOSEPH ARTHUR Can't Exist (Vector)	4
PAUL WESTERBERG As Far As I Know (Vagrant)	4
CARBON LEAF Life Less Ordinary (Vanguard)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MARK KNOPFLER Boom, Like That (Warner Bros.)	+130
ELVIS COSTELLO Monkey To Man (Lost Highway)	+107
PAUL WESTERBERG As Far As I Know (Vagrant)	+41
JOSEPH ARTHUR Can't Exist (Vector)	+38
STEVE EARLE The Revolution Starts Now (E-Squared/Artemis)	+37
JOHN MELLENCAMP Walk Tall (Island/IDJMG)	+35
NEVILLE BROTHERS Ball Of Confusion (Back Porch/Narada)	+35
KASEY CHAMBERS Stronger (Warner Bros.)	+34

## Syndicated Programming

Added This Week

### World Cafe - Erica Zito 215-898-6677

AVETT BROTHERS At The Beach  
BLACK KEYS 10 A.M. Automatic  
JOSEPH ARTHUR Even The  
MADELEINE PEYROUX Step Into The Light  
MARK KNOPFLER Boom, Like That  
RILO KILEY Portions For Foxes  
TOM WAITS Make It Rain

### Acoustic Cafe - Rob Reinhart 734-761-2043

BUDDY MILLER This Old World  
ELVIS COSTELLO The Scarlet Tide  
IAN MODRE Kangaroo Lake  
JEFF BUCKLEY Mama You've Been

## Reporters

### Stations and their adds listed alphabetically by market

<p><b>WAPS/Akron, OH</b> PD: Bill Gruber 1 RAY LAMONTAGNE 2 PAUL WESTERBERG 3 MICK FLEETWOOD BAND 4 ROBBIE ROBERTSON 5 BLACK KEYS</p>	<p><b>WVVV/Cape Cod, MA</b> PD: Barbara O'neary 1 KASEY CHAMBERS 2 BEN HARPER &amp; BLIND BOYS OF ALABAMA</p>	<p><b>WTSJ/Indianapolis, IN*</b> PD: Brad Hertz 1 Laura Desosa 2 RAY CHARLES 'SWAN MORRISON'</p>	<p><b>WJPM/Monmouth, NJ</b> PD: Bruce Brennan 1 Rich Robinson 2 Leo Zaccari 3 Joe Raposo 4 KASEY CHAMBERS 5 JOSEPH ARTHUR 6 TOM WAITS 7 BILL JOHNSON</p>	<p><b>WKPM/Philadelphia, PA</b> DM: Don Rice 1 Bruce Brennan 2 Rich Robinson 3 Leo Zaccari 4 Joe Raposo 5 KASEY CHAMBERS 6 JOSEPH ARTHUR 7 TOM WAITS 8 BILL JOHNSON</p>	<p><b>KENZ/Salt Lake City, UT*</b> DM: Bruce Jones 1 Kari Bushman No Adds</p>	<p><b>WVVV/Savannah, GA</b> DM: Bob Heumann 1 Gene Merrill 2 JIMMYE BAYLOR 3 KASEY CHAMBERS 4 MICK FLEETWOOD BAND</p>
<p><b>KARQ/Albuquerque, NM</b> DM: Bill Harty 1 Paul Mahoney 2 Scott Warrumb No Adds</p>	<p><b>WDDO/Chattanooga, TN*</b> DM: Danny Howard No Adds</p>	<p><b>KMTN/Jackson, WY</b> DM: Scott Anderson 1 JOSEPH ARTHUR 2 CAMPER VAN BEETHOVEN</p>	<p><b>WYEP/Pittsburgh, PA</b> DM: Necessary Welsh 1 MICK FLEETWOOD BAND 2 JIMMYE BAYLOR 3 JIMMYE BAYLOR 4 MICK FLEETWOOD BAND 5 ROBBIE ROBERTSON</p>	<p><b>KPRI/San Diego, CA*</b> DM: Dana Shalek No Adds</p>	<p><b>KMTT/Seattle, WA*</b> DM: Chris Myers 1 Steve Stewart 2 STEVE EARLE 3 MICK FLEETWOOD BAND</p>	<p><b>WRNX/Springfield, MA*</b> PD: Tom Davis 1 Donnie Moorehouse 2 Less Withness 3 JIMMYE BAYLOR 4 MICK FLEETWOOD BAND 5 ROBBIE ROBERTSON</p>
<p><b>KSPN/Aspen, CO</b> PD: Sam Schell 1 MICK FLEETWOOD BAND 2 PAUL WESTERBERG 3 CAMPER VAN BEETHOVEN 4 MICK FLEETWOOD BAND</p>	<p><b>WXRT/Chicago, IL*</b> PD: Norm Winer 1 John Farnham 2 ROBBIE ROBERTSON 3 ROBBIE ROBERTSON</p>	<p><b>KTGB/Kansas City, MO</b> PD: Don Johnson 1 TOM WAITS</p>	<p><b>WRLT/Nashville, TN*</b> DM: David Hall 1 David Hall 2 Keith Coes 3 JUMP</p>	<p><b>WCLZ/Portland, ME</b> PD: Herb Jay 1 ROBBIE ROBERTSON 2 ELVIS COSTELLO</p>	<p><b>KFOG/San Francisco, CA*</b> PD: David Benson 1 Naley Jones No Adds</p>	<p><b>KBAC/Santa Fe, NM</b> PD: Jay Gordon 1 ROBBIE ROBERTSON 2 CAMPER VAN BEETHOVEN 3 MICK FLEETWOOD BAND 4 ROBBIE ROBERTSON</p>
<p><b>KGSR/Austin, TX*</b> DM: Jeff Carroll 1 Jody Denberg 2 Jody Denberg 3 Jody Denberg 4 BEN HARPER &amp; BLIND BOYS OF ALABAMA 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MADELEINE PEYROUX 8 ROBBIE ROBERTSON 9 ROBBIE ROBERTSON 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	<p><b>WCBE/Columbus, OH</b> DM: Tammy Allen 1 Don Washburn 2 Micky Brown 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	<p><b>WOKI/Knoxville, TN*</b> PD: Jim Ziegler 1 PAUL WESTERBERG 2 C. LOVE 3 JOHN MARY 4 HOWE DAY</p>	<p><b>WEHM/Nassau, NY</b> PD: Brian Casper 1 MICK FLEETWOOD BAND 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND</p>	<p><b>KINK/Portland, OR*</b> DM: Dennis Constantine 1 MICK FLEETWOOD BAND 2 JIMMYE BAYLOR 3 JIMMYE BAYLOR 4 JIMMYE BAYLOR 5 JIMMYE BAYLOR</p>	<p><b>KTAD/Santa Fe, NM</b> DM: Mitch Miller 1 Paul Mahoney 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	
<p><b>WRMR/Baltimore, MD</b> DM: Bob Waugh 1 Alex Corrigat 2 LINDSEY 3 C. LOVE 4 CAMPER VAN BEETHOVEN 5 SNOW PATROL</p>	<p><b>KBCO/Denver, CO*</b> PD: Scott Arbogast 1 Kestler No Adds</p>	<p><b>WFPK/Louisville, KY</b> DM: Brian Case 1 Stacy Dues 2 MICHAEL FRATEY 'SPAINHEAD' 3 JOHN FOGERTY 4 CHUCK PROPHET</p>	<p><b>DMX Folk Rock/Network</b> DM: Louise Flusk 1 Dave Steag 2 CARBON LEAF 3 PATI SCALFA</p>	<p><b>WKR/Portsmouth, NH*</b> DM: Dennis Marshall No Adds</p>	<p><b>WDMT/Poughkeepsie, NY</b> DM: Roger Meneff 1 JIMMYE BAYLOR 2 JOSEPH ARTHUR 3 JOSEPH ARTHUR</p>	<p><b>KWMT/Jackson, AZ*</b> DM: Tim Richards 1 Blake Rogers 1 HOWE DAY</p>
<p><b>WTMO/Baltimore, MD</b> DM: Mike Vasilopoulos 1 MICK FLEETWOOD BAND 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	<p><b>WDET/Detroit, MI</b> DM: John Adams 1 Martin Banleyke 2 TOM WAITS 3 CONWAY JAMES 4 PETER CASE</p>	<p><b>WMMM/Madison, WI*</b> PD: Tom Taylor 1 MICK FLEETWOOD BAND 2 CAMPER VAN BEETHOVEN 3 CAMPER VAN BEETHOVEN 4 CAMPER VAN BEETHOVEN 5 CAMPER VAN BEETHOVEN 6 CAMPER VAN BEETHOVEN 7 CAMPER VAN BEETHOVEN 8 CAMPER VAN BEETHOVEN 9 CAMPER VAN BEETHOVEN 10 CAMPER VAN BEETHOVEN 11 CAMPER VAN BEETHOVEN 12 CAMPER VAN BEETHOVEN 13 CAMPER VAN BEETHOVEN 14 CAMPER VAN BEETHOVEN 15 CAMPER VAN BEETHOVEN 16 CAMPER VAN BEETHOVEN 17 CAMPER VAN BEETHOVEN 18 CAMPER VAN BEETHOVEN 19 CAMPER VAN BEETHOVEN 20 CAMPER VAN BEETHOVEN 21 CAMPER VAN BEETHOVEN 22 CAMPER VAN BEETHOVEN 23 CAMPER VAN BEETHOVEN 24 CAMPER VAN BEETHOVEN 25 CAMPER VAN BEETHOVEN 26 CAMPER VAN BEETHOVEN 27 CAMPER VAN BEETHOVEN 28 CAMPER VAN BEETHOVEN 29 CAMPER VAN BEETHOVEN 30 CAMPER VAN BEETHOVEN</p>	<p><b>Sirius Spectrum/Network</b> PD: Gary Schwenker 1 DRIVE-BY TRUCKERS 2 DRIVE-BY TRUCKERS 3 DRIVE-BY TRUCKERS 4 DRIVE-BY TRUCKERS 5 DRIVE-BY TRUCKERS 6 DRIVE-BY TRUCKERS 7 DRIVE-BY TRUCKERS 8 DRIVE-BY TRUCKERS 9 DRIVE-BY TRUCKERS 10 DRIVE-BY TRUCKERS 11 DRIVE-BY TRUCKERS 12 DRIVE-BY TRUCKERS 13 DRIVE-BY TRUCKERS 14 DRIVE-BY TRUCKERS 15 DRIVE-BY TRUCKERS 16 DRIVE-BY TRUCKERS 17 DRIVE-BY TRUCKERS 18 DRIVE-BY TRUCKERS 19 DRIVE-BY TRUCKERS 20 DRIVE-BY TRUCKERS 21 DRIVE-BY TRUCKERS 22 DRIVE-BY TRUCKERS 23 DRIVE-BY TRUCKERS 24 DRIVE-BY TRUCKERS 25 DRIVE-BY TRUCKERS 26 DRIVE-BY TRUCKERS 27 DRIVE-BY TRUCKERS 28 DRIVE-BY TRUCKERS 29 DRIVE-BY TRUCKERS 30 DRIVE-BY TRUCKERS</p>	<p><b>WDSI/Santa Rosa, CA*</b> DM: Dan Kahan 1 MICK FLEETWOOD BAND 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	<p><b>WUIN/Wilmington, NC</b> DM: Mark Keefe 1 Barry Conrad 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	
<p><b>KRWB/Boise, ID*</b> DM: Dan McCally No Adds</p>	<p><b>WVVO/Elizabeth City, NC</b> PD: Ted Cooper 1 MICK FLEETWOOD BAND 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	<p><b>KTCZ/Minneapolis, MN*</b> No Adds</p>	<p><b>XM Cafe/Network</b> PD: Bill Evans 1 Bruce Chamberlain 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	<p><b>KTHX/Reno, NV*</b> DM: Rob Brooks 1 MICK FLEETWOOD BAND 2 MICK FLEETWOOD BAND 3 MICK FLEETWOOD BAND 4 MICK FLEETWOOD BAND 5 MICK FLEETWOOD BAND 6 MICK FLEETWOOD BAND 7 MICK FLEETWOOD BAND 8 MICK FLEETWOOD BAND 9 MICK FLEETWOOD BAND 10 MICK FLEETWOOD BAND 11 MICK FLEETWOOD BAND 12 MICK FLEETWOOD BAND 13 MICK FLEETWOOD BAND 14 MICK FLEETWOOD BAND 15 MICK FLEETWOOD BAND 16 MICK FLEETWOOD BAND 17 MICK FLEETWOOD BAND 18 MICK FLEETWOOD BAND 19 MICK FLEETWOOD BAND 20 MICK FLEETWOOD BAND 21 MICK FLEETWOOD BAND 22 MICK FLEETWOOD BAND 23 MICK FLEETWOOD BAND 24 MICK FLEETWOOD BAND 25 MICK FLEETWOOD BAND 26 MICK FLEETWOOD BAND 27 MICK FLEETWOOD BAND 28 MICK FLEETWOOD BAND 29 MICK FLEETWOOD BAND 30 MICK FLEETWOOD BAND</p>	<p><b>WOCM/Salisbury, MD</b> DM: Johna Chendel 1 Darius Lee 2 JOHN FOGERTY 3 JOHN FOGERTY 4 JOHN FOGERTY 5 JOHN FOGERTY 6 JOHN FOGERTY 7 JOHN FOGERTY 8 JOHN FOGERTY 9 JOHN FOGERTY 10 JOHN FOGERTY 11 JOHN FOGERTY 12 JOHN FOGERTY 13 JOHN FOGERTY 14 JOHN FOGERTY 15 JOHN FOGERTY 16 JOHN FOGERTY 17 JOHN FOGERTY 18 JOHN FOGERTY 19 JOHN FOGERTY 20 JOHN FOGERTY 21 JOHN FOGERTY 22 JOHN FOGERTY 23 JOHN FOGERTY 24 JOHN FOGERTY 25 JOHN FOGERTY 26 JOHN FOGERTY 27 JOHN FOGERTY 28 JOHN FOGERTY 29 JOHN FOGERTY 30 JOHN FOGERTY</p>	

**POWERED BY MEDIABASE**

\*Monitored Reporters  
60 Total Reporters  
25 Total Monitored  
35 Total Indicator

Did Not Report, Playlist Frozen (2):  
KLRR/Bend, OR  
KMMS/Bozeman, MT

**ON THE RECORD**

With **Harry Reynolds**  
PD, KTHX/Reno, NV



In my opinion, this November's election will be the most important one in the history of these United States. In the brilliant liner notes for his new CD, *The Revolution Starts ... Now*, Steve Earle doesn't go that far, but he does throw down the gauntlet regarding how important participation in our political process is, insisting that we've all got to get more involved. Earle is definitely doing his part, and I found the album to be one of the most inspirational I've ever heard. It's clearly a front-runner for my Album of the Year list. ● *The Revolution Starts ... Now* offers the amazing title track that puts into words what many Americans have been feeling over the last few years. Earle presents the idea that we can start the revolution with our deeds and our votes. It's certainly a better idea than to stay the course and eventually have the revolution in the streets. ● While there are many people who will disagree with Steve's sentiments lyrically, the CD as a whole may be his most accessible musically. Not only did he come up with some of the most timely and engaging lyrics I've ever heard, he put them together with great melodies and flawless playing. ● Steve Earle continues to show impressive career courage in the face of an administration bent on smothering any and all dissent. My advice is to keep the tour bus in good working condition, Steve. Those no-fly lists are getting pretty long, and after your CD sinks into the American consciousness, you'll definitely be on one — if you're not already.

**R.E.M.** continue their dominance on the monitored chart, **Hornsby** holds solid at 2\*, **John Mellencamp** remains tough at 3\*, and **Jamie Cullum** advances to 4\* ... **John Fogerty** and **Carbon Leaf** (who jumped to 11\*-8\*) round out the bulleted top 10 ... Other gainers include **Crosby & Nash** (16\*-11\*), **Mark Knopfler** (30\*-14\*), **Ozomatli** (18\*-15\*) and **Snow Patrol** (19\*-16\*) ... **Elvis Costello**, **Steve Earle**, **Ray LaMontagne** and **k.d. lang** debut ... R.E.M. are also 1\* on the Indicator chart, with **The Finn Brothers** not far behind at 2\* ... Other highlights in the top 10 include Earle, **Christine McVie** and **Keane**, with Knopfler and Costello knocking on the door at 11\* and 12\*, respectively ... Other gainers include **Gomez**, **Donavon Frankenreiter**, **The Neville Brothers**, **Madeleine Peyroux** and **Low Millions** ... Keep an eye on **Cake**, **The Thrills**, **Sarah McLachlan**, **Charlie Mars**, **Howie Day** and **Kenny Wayne Shepherd** ... In spite of the fact that several stations did not have any new adds this week, we saw some pretty good action in the Most Added Category. **The Robbie Robertson** song from the movie *Ladder 49* grabs 12 total adds, **Tom Waits** pulls in nine before-the-box nods, **Camper Van Beethoven** get eight first-week adds, **The Mick Fleetwood Band** pull in seven total adds and **Joseph Arthur** enjoys six early adds ... Also having a good first week are **Virginia Coalition** and **Tony Furtado** ... **Drive-By Truckers**, **Paul Westerberg**, **Kasey Chambers**, **G. Love**, **Ben Harper** and **The Blind Boys of Alabama**, **John Mayer** and **Mindy Smith** close some important holes.

**Triple A**  
**ON THE RADIO**

— John Schoenberger, Triple A Editor

**AAA ARTIST**  
**OF THE WEEK**

ARTIST: **Steve Earle**

LABEL: **E-Squared/Artemis**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



It happened to be VP/Album Promotion at MCA Records in the mid-'80s, when Steve Earle's debut album, *Guitar Town*, was released. This provocative and thoughtful artist was already defying the rules. In his early days he had some success at Country radio, but Earle was really more about the roots that informed rock and country music, and because of that he eventually saw some real success on the Rock radio side of the fence, beginning with *Copperhead Road*.

As Earle's career continued to take several sharp turns to the left or right of center, his personal life took a decided turn for the worse. He had problems with his several ex-wives, which were compounded by his abuse of alcohol, cocaine and heroin. Luckily, he hit bottom before it was too late, and after spending a handful of years recovering and regrouping, he came back stronger than ever in the early '90s with such masterpieces as *Train a Comin'*, *I Feel Alright* and *El Corazon*.

It was at this time that Earle formed his own label, E-Squared, with creative partner Ray Kennedy. The singer boldly moved forward musically with *The Mountain and Transcendental Blues*. Around this time Earle became active in several social causes, including opposition to the death penalty, through involvement with Amnesty International, the Vietnam Veteran's Campaign for a Landmine Free World and the Kensington Welfare Rights Union.

Then came Sept. 11, 2001, and, as they did for so many of us, the events of that day added fuel to Earle's political fire. The result was 2002's *Jerusalem*, which cata-

pulted Earle to a whole new level of awareness, both on the artistic and political sides. He followed that album with a highly controversial tour called *Just an American Boy*, which was later released as a live album and DVD.

Earle now returns with *The Revolution Starts ... Now*, which, in many ways, can be considered the sequel to *Jerusalem*. While the earlier album dealt specifically with the fear, paranoia and jingoism that immediately followed Sept. 11, this new album comes to grips with the events that have happened in this country since then, including the war in Iraq, the curtailing of civil liberties, the overblown attempt at censorship by the FCC and the general philosophical stance of George W. Bush's administration.

Produced by The Twangtrust — Earle and the late Kennedy — the album has a call-to-arms vibe that was achieved with the help of Eric "Roscoe" Ambel on guitar, Kelly Looney on bass, Will Rigby on drums and Patrick Earle on percussion. In addition, there are several guests, including Emmylou Harris, and a string quartet arranged and conducted by Chris Carmichael.

Hear your call to action in such numbers as the title track, "Home to Houston," "Condi, Condi," "F the CC" and "Rich Man's War." There is also a more tender side to this album that shouldn't be overlooked, including the songs "I Thought You Should Know" and "The Gringo's Tale."



**Judith Owen**

featuring "Smoke On The Water" from January 2005 new album and "Christmas With The Devil" featuring Harry Shearer from "Christmas In July" Ep available Oct. 5th

**Already Spinning at:**

- WMFO WUMB
- WBCG WQNR
- WQUB KAXE
- KUMD KPFT
- KZRC KFAN
- KZMU KRVM
- WQLV

- ACOUSTIC CAFE
- MAINE PUBLIC RADIO
- MOREHEAD STATE PUBLIC RADIO

**Touring in Richard Thompson's "1000 Years of Popular Music"**

- |            |                  |         |                   |
|------------|------------------|---------|-------------------|
| Oct. 6     | Irvine, CA       | Oct. 7  | San Francisco, CA |
| Oct. 9     | Boulder, CO      | Oct. 11 | Lawrence, KS      |
| Oct. 12    | Lincoln, NE      | Oct. 13 | St. Paul, MN      |
| Oct. 15    | Madison, WI      | Oct. 16 | Glen Ellyn, IL    |
| Oct. 18    | Ann Arbor, MI    | Oct. 19 | Harrisburg, PA    |
| Oct. 20    | Philadelphia, PA | Oct. 21 | Albany, NY        |
| Oct. 22    | Tarrytown, NY    | Oct. 23 | Montclair, NJ     |
| Oct. 25/26 | Alexandria, VA   | Oct. 28 | Boston, MA        |
| Oct. 29    | Camden, ME       | Oct. 30 | Lebanon, NH       |
| Nov. 1     | Northampton, MA  | Nov. 3  | Princeton, NJ     |

RADIO PROMOTION: Lenny Bronstein 310-450-6224  
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PR: Judie Doppelt 323-852-9444  
MANAGEMENT: Bambi Moe 818-516-2825



# Spring Surprise!

Christian formats show slight ratings surge

**A**s I dove into the spring Arbitron ratings for the Christian CHR, Rock and Inspo formats, one obvious eye-catcher was the steady growth of these stations in their markets. Take a close look at the numbers here to get a clear picture of where these formats are and the positive development they continue to experience.

There are many stations in Christian CHR and the Inspirational formats that are having an impact in their coverage areas. A few of them may be surprising to some, as they have only recently begun to surge in cume and ratings.

At CHR, the new ratings champ, KLFF/San Luis Obispo, CA, is the first station I know of that has ever cracked the 10-share barrier in the format's target demo, women 18-34. Not only does the station have a 10.3 there, it also now owns a piece of the top 10 in the market with a 4.7 12+.

GM Jon Fugler, PD Noonie Fugler and their staff are going after the mainstream population — and winning.

Kudos are also due for WLYV/Knoxville (3.2 12+, 6.0 women 18-34); WQFL/Rockford, IL (2.5, 6.5); WORQ/Green Bay, WI (1.4, 8.3); KAFC/Anchorage, AK (3.0, 5.3); and KNMI/Farmington, NM (4.4 12+), which all placed

in the top 10 12+ ratings or top five in the target demo. Way to go, guys!

At Inspo radio, KTIS/Minneapolis is again pushing toward being No. 1 women 25-54. It earns a 7.1 share in that demo, good for third place. Not to be outdone, new R&R reporter WAYR/Brunswick, GA comes to the table with some punch, as it snatches a 9.1 share of women 25-54 and ends up tied for third in that demo.

Other Inspo stations that had solid results in spring include WAFR/Tupelo, MS (4.2 12+, 5.6 women 25-54); WCIK/Elmira, NY (2.1, 6.4); WCSG/Grand Rapids (4.9, 6.7); WMIT/Asheville, NC (5.1, 5.7); and WUGN/Saginaw, MI (3.8, 5.3).

Some new panel members that have just started making an impact are Rock outlet KCXR/Tulsa, CHR frequencies KXWA/Denver and WNAZ/Nashville and Inspo station WJLZ/Norfolk. Welcome!

## A Message From Rick

Friends at radio, my time at R&R has come to a close. I just wanted to take a moment to thank all of you for your support over the past three-plus years and for the unbelievable number of encouraging e-mails, notes and phone calls that have come my way following the announcement of my exit. Truly, many of you are touched by the services R&R offers you on a daily and weekly basis. I am humbled by your passion for Christian music, and it has been an honor to be your representative to the music industry.

As I re-enter the radio arena as a consultant, please know that I am not going away, but standing alongside many of you to help you in your quest to raise the bar at Christian radio. We still have much to accomplish, and many radio listeners to win.

As I make this step of faith, please know that my passion to grow the number of people exposed to Christian artists' music is deep. I believe that God is aligning many people and resources around the perimeter to make this happen in a big way in the months to come.

Again, thanks for the opportunity to serve you over the past few years. Please keep me in your prayers as I begin a new portion of my earthly journey. May we all be amazed at what God has in store for His people and His music in the days to come!

—Rick Welke  
[radiorick2@comcast.net](mailto:radiorick2@comcast.net)

### CHR & Rock

Market No.	Calls/City	Spring '04 12+ AQH Share (Rank)	W18-34 AQH Share (Rank)
21	WBVM/Tampa	1.1 (24t)	1.0 (18t)
22	KXWA/Denver	0.5 (35t)	1.2 (19t)
35	WUFM/Columbus, OH	0.8 (27)	1.1 (16t)
45	WAYM/Nashville	0.9 (22)	2.0 (14)
45	WNAZ/Nashville	0.3 (36t)	n/a
53	KOKF/Oklahoma City	0.6 (26t)	0.6 (18t)
65	KCXR/Tulsa	0.3 (28t)	0.8 (19t)
71	KLTY/Albuquerque	0.7 (30t)	1.6 (14t)
72	WYLV/Knoxville	3.2 (10)	6.0 (5t)
82	WYSZ/Toledo	1.0 (20)	1.0 (13t)
92	KZZQ/Des Moines	1.2 (19t)	2.3 (13t)
94	KTSL/Spokane	3.6 (14)	5.4 (8t)
104	KDUV/Visalia, CA	2.9 (12)	2.0 (15t)
110	WSCF/Ft. Pierce, FL	0.9 (23)	n/a
122	WLGH/Lansing, MI	1.0 (18t)	1.2 (14t)
130	WPRJ/Saginaw, MI	1.1 (17t)	3.1 (10t)
146	KADI/Springfield, MO	1.0 (21)	1.9 (12t)
152	WQFL/Rockford, IL	2.5 (13t)	6.5 (5t)
168	WCLQ/Wausau, WI	0.9 (19t)	n/a
170	KLFF/San Luis Obispo, CA	4.7 (7t)	10.3 (4)
173	KAFC/Anchorage, AL	3.0 (16)	5.3 (4t)
183	WAYK/Kalamazoo, MI	1.9 (14t)	4.3 (6t)
187	WORQ/Green Bay, WI	1.4 (17)	8.3 (4t)
207	KWOF/Cedar Rapids, IA	0.8 (19t)	n/a
213	WHMX/Bangor, ME	0.9 (19t)	3.7 (8t)

### CHR & Rock

Market No.	Calls/City	Spring '04 12+ AQH Share (Rank)	W18-34 AQH Share (Rank)
C	KNMI/Farmington, NM	4.4 (8)	n/a
3	WONU/Chicago	0.1 (57t)	0.2 (44t)
4	KSFB/San Francisco	0.3 (49t)	0.5 (42t)
5	KTPW/Dallas	0.5 (42t)	0.3 (39t)

### Inspo

Market No.	Calls/City	Spring '04 12+ AQH Share (Rank)	W18-34 AQH Share (Rank)
5	KCBI/Dallas	1.1 (29t)	1.7 (20)
16	KTIS/Minneapolis	4.0 (12)	7.1 (3)
40	WJLZ/Norfolk	0.1 (46t)	0.2 (33t)
58	WCDR/Dayton	0.6 (28t)	0.7 (22t)
61	KFLT-AM/Tucson	1.2 (22t)	1.1 (19t)
66	WCSG/Grand Rapids	4.9 (6)	6.7 (4)
74	KGBI/Omaha	2.5 (19)	4.8 (7t)
87	KYCC/Stockton	1.2 (23)	2.1 (12t)
130	WUGN/Saginaw, MI	3.8 (9t)	5.3 (7t)
160	WMIT/Asheville, NC	5.1 (7t)	5.7 (4t)
168	WGNV/Wausau, WI	2.6 (13t)	5.1 (7)
185	WAFR/Tupelo, MS	4.2 (7t)	5.6 (8)
214	WCIK/Elmira, NY	2.1 (13t)	6.4 (5t)
220	KCFB/St. Cloud, MN	0.5 (26t)	2.0 (12t)
273	KCRN/San Angelo, TX	3.7 (11t)	3.4 (10t)
286	WAYR/Brunswick, GA	2.6 (11t)	9.1 (3t)

Ties are noted with a (t). A "C" denotes a custom survey area. Numbers in bold represent top 10 market rank in the 12+ demographic or a top five ranking for the target demographic listed. © Arbitron. May not be quoted or reproduced without prior written permission from Arbitron. All data is Monday-Sunday, 6am-mid.

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September 24, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	JEREMY CAMP Walk By Faith (BEC)	1001	-19	19	36/0
2	2	MERCYME Here With Me (INO/Curb)	861	-42	26	38/0
3	3	THIRD DAY I Believe (Essential/PLG)	831	-69	20	36/0
5	4	TREE63 Blessed Be Your Name (Inpop)	820	-7	33	36/0
6	5	BETHANY DILLON All I Need (Sparrow/EMI CMG)	817	-3	9	31/0
4	6	STEVEN CURTIS CHAPMAN All Things New (Sparrow/EMI CMG)	780	-58	15	34/0
7	7	CASTING CROWNS Who Am I (Beach Street/Reunion/PLG)	688	-51	29	36/0
9	8	CHRIS TOMLIN Indescribable (Sixsteps/Sparrow/EMI CMG)	679	+28	7	27/3
8	9	SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	655	-16	12	29/0
10	10	MICHAEL W. SMITH Healing Rain (Reunion/PLG)	638	+54	5	31/1
11	11	BY THE TREE Beautiful One (Fervent)	582	+20	7	23/3
12	12	BUILDING 429 Glory Defined (Word/Curb/Warner Bros.)	540	-20	31	35/0
13	13	SELAH You Raise Me Up (Curb)	537	-15	24	32/0
14	14	KUTLESS Sea Of Faces (BEC)	518	-25	22	31/0
15	15	DAVID CROWDER BAND Open Skies (Sixsteps/Sparrow/EMI CMG)	491	-41	22	26/0
17	16	WATERMARK The Glory Of Your Name (Rocketown)	485	+3	7	23/0
19	17	MATTHEW WEST The End (Sparrow/EMI CMG)	483	+17	16	23/1
16	18	TELECAST The Beauty Of Simplicity (BEC)	483	-14	8	19/0
18	19	RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	446	-21	9	21/0
21	20	BARLOWGIRL Never Alone (Fervent)	405	-2	10	17/0
26	21	FFH Still The Cross (Essential/PLG)	401	+50	3	17/1
23	22	BEBO NORMAN Disappear (Essential/PLG)	375	+12	4	18/3
22	23	TREVOR MORGAN Fall Down (BHT)	364	-1	7	15/0
24	24	JEFF DEYO As I Lift You Up (Gotee)	344	-14	10	13/0
20	25	ANTHONY EVANS Here's My Life (INO)	336	-81	12	21/0
30	26	BUILDING 429 The Space In Between Us (Word/Curb/Warner Bros.)	331	+72	2	19/5
27	27	NEWSBOYS Presence (My Heart's Desire) (Sparrow/EMI CMG)	327	+22	3	17/3
25	28	DELIRIOUS? Majesty (Here I Am) (Sparrow/EMI CMG)	323	-29	13	13/0
29	29	SWIFT Alive In Love (Flicker)	300	+31	4	12/0
28	30	AVALON You Were There (Sparrow/EMI CMG)	271	-18	17	17/0

38 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/12-9/18. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Perscns used herein with permission from Arbitron Inc. (© 2004, Arbitron Inc.). © 2004, R&R, Inc.

## New & Active

### TREE63 King (Inpop)

Total Plays: 259, Total Stations: 11, Adds: 0

### PHILLIPS, CRAIG & DEAN You Are God Alone (INO)

Total Plays: 222, Total Stations: 15, Adds: 6

### POINT OF GRACE I Choose You (Word/Curb/Warner Bros.)

Total Plays: 203, Total Stations: 17, Adds: 4

### STARFIELD Filled With Your Glory (Sparrow/EMI CMG)

Total Plays: 172, Total Stations: 11, Adds: 0

### ERIN O'DONNELL And So I Am (Inpop)

Total Plays: 118, Total Stations: 8, Adds: 1

### SARAH KELLY Living Hallelujah (Gotee)

Total Plays: 110, Total Stations: 6, Adds: 0

### GINNY OWENS New Song (Rocketown)

Total Plays: 107, Total Stations: 7, Adds: 1

### NICOLE C. MULLEN Everyday People (Word/Curb/Warner Bros.)

Total Plays: 107, Total Stations: 5, Adds: 0

### NATALIE GRANT Live For Today (Curb)

Total Plays: 103, Total Stations: 6, Adds: 1

### AUDIO ADRENALINE Miracle (ForeFront/EMI CMG)

Total Plays: 101, Total Stations: 4, Adds: 0

Songs ranked by total plays

## Most Added\*

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ARTIST TITLE LABEL(S)	ADDS
PHILLIPS, CRAIG & DEAN You Are God Alone (INO)	6
CASTING CROWNS Voice Of Truth (Beach Street/Reunion/PLG)	6
BUILDING 429 The Space In Between Us (Word/Curb/Warner Bros.)	5
POINT OF GRACE I Choose You (Word/Curb/Warner Bros.)	4
CHRIS TOMLIN Indescribable (Sixsteps/Sparrow/EMI CMG)	3
BY THE TREE Beautiful One (Fervent)	3
BEBO NORMAN Disappear (Essential/PLG)	3
NEWSBOYS Presence (My Heart's Desire) (Sparrow/EMI CMG)	3
D. CROWDER BAND Revolutionary Love (Sixsteps/Sparrow/EMI CMG)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BUILDING 429 The Space In Between Us (Word/Curb/Warner Bros.)	+72
MICHAEL W. SMITH Healing Rain (Reunion/PLG)	+54
POINT OF GRACE I Choose You (Word/Curb/Warner Bros.)	+52
FFH Still The Cross (Essential/PLG)	+50
THIRD DAY You Are Mine (Essential/PLG)	+36
TREE63 King (Inpop)	+32
SWIFT Alive In Love (Flicker)	+31
CHRIS TOMLIN Indescribable (Sixsteps/Sparrow/EMI CMG)	+28
NEWSBOYS Presence (My Heart's Desire) (Sparrow/EMI CMG)	+22
JENNIFER KNAPP/IMAC POWELL Sing Alleluia (Essential)	+21

## Christian Activity

### Storms Cut Down Airplay

Overall plays are down at the format, likely due to increased hurricane coverage by radio, which left less room for current airplay. Things could bounce back next week, so we'll keep an eye out for that. Nevertheless, Jeremy Camp's "Walk By Faith" stays at No. 1 on the chart for a sixth consecutive week. With 19 weeks on the chart so far, this one looks like it will be here for the long run.

Speaking of chart life, Tree63's "Blessed Be Your Name" and Building 429's "Glory Defined" have appeared for 33 and 31 weeks, respectively. Casting Crowns' "Who Am I" is in there with 29 weeks, followed by MercyMe's "Here With Me," at 26 weeks, and Selah's "You Raise Me Up," at 24 weeks.

Here's an interesting tidbit: While the chart is ranked by the total number of plays, things come out a little differently when viewed by total audience. This week, the top five songs by Total Audience are Tree63's "Blessed Be Your Name," Jeremy Camp's "Walk By Faith," MercyMe's "Here With Me," Third Day's "I Believe" and By The Tree's "Beautiful One."

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**CHR TOP 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	SANCTUS REAL Everything... (Sparrow/EMI CMG)	977	-46	16	26/0
1	2	BARLOWGIRL Never Alone (Fervent)	967	-162	24	23/0
3	3	SHAWN MCDONALD Gravity (Sparrow/EMI CMG)	936	+54	10	24/1
5	4	PAUL WRIGHT You're Beautiful (Gotee)	810	+15	12	23/0
4	5	MERCYME Here With Me (INO/Curb)	803	-11	26	21/0
7	6	BY THE TREE Beautiful One (Fervent)	800	+38	11	26/1
11	7	TOBYMAC Gone (ForeFront/EMI CMG)	764	+80	5	28/1
6	8	JEREMY CAMP Stay (BEC)	749	-37	17	21/0
10	9	OUT OF EDEN Soldiers (Gotee)	744	+12	10	20/0
12	10	BETHANY DILLON All I Need (Sparrow/EMI CMG)	739	+75	8	22/0
9	11	KUTLESS Sea Of Faces (BEC)	678	-67	28	18/0
8	12	D.CROWDERBAND Open Skies (Sixsteps/Sparrow/EMI CMG)	646	-102	16	18/0
17	13	RACHAEL LAMPA When I Fall (Word/Curb/Warner Bros.)	577	+32	7	21/0
16	14	JADON LAVIK Following You (BEC)	572	+6	15	15/0
14	15	AUDIO ADRENALINE Miracle (ForeFront/EMI CMG)	554	-35	8	20/0
13	16	MATTHEW WEST The End (Sparrow/EMI CMG)	477	-131	14	16/1
18	17	PLUMB Taken (Curb)	468	-51	13	16/0
19	18	STARFIELD Filled With Your Glory (Sparrow/EMI CMG)	464	-48	20	12/0
21	19	TREE63 King (Inpop)	458	+47	3	19/1
20	20	SWITCHFOOT Meant To Live (Red Ink/Columbia)	443	-44	11	9/0
27	21	BIG DISMAL Rainy Day (Lost Keyword)	395	+100	2	16/2
28	22	DAY OF FIRE Cornerstone (Essential/PLG)	387	+102	2	21/5
22	23	HAWK NELSON Every Little Thing (Tooth & Nail)	384	-16	9	13/0
23	24	STEVEN C. CHAPMAN All Things New (Sparrow/EMI CMG)	368	+3	13	13/0
26	25	BUILDING429 The Space In Between Us (Word/Curb/Warner Bros.)	366	+71	2	17/3
25	26	JEREMY CAMP Walk By Faith (BEC)	337	+16	6	8/0
30	27	TODD AGNEW Reached Down (Ardent)	334	+58	2	14/2
Debut	28	NEWSBOYS Presence (My Heart's Desire) (Sparrow/EMI CMG)	314	+94	1	14/3
24	29	WARREN BARFIELD Seek It Up (Creative Trust Workshop)	311	-33	17	9/0
29	30	IAN ESKELIN Shout (Inpop)	297	+18	2	14/0

31 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.  
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**New & Active**

**EVERLIFE** Evidence (Tovah/SHELTER)  
Total Plays: 289, Total Stations: 12, Adds: 0  
**FM STATIC** Definitely Maybe (Tooth & Nail)  
Total Plays: 216, Total Stations: 8, Adds: 0  
**ANTHONY EVANS** You Know My Name (INO)  
Total Plays: 211, Total Stations: 7, Adds: 0  
**OVERFLOW** Better Place (Essential/PLG)  
Total Plays: 209, Total Stations: 9, Adds: 1  
**BEBO NORMAN** Disappear (Essential/PLG)  
Total Plays: 208, Total Stations: 8, Adds: 2

**TELECAST** The Beauty Of Simplicity (BEC)  
Total Plays: 204, Total Stations: 6, Adds: 1  
**PILLAR** Rewind (Flicker/EMI CMG)  
Total Plays: 176, Total Stations: 10, Adds: 0  
**BIG DADDY WEAVE** Set Me Free (Fervent)  
Total Plays: 174, Total Stations: 5, Adds: 0  
**STACIE ORRICO** I Could Be The One (ForeFront)  
Total Plays: 157, Total Stations: 6, Adds: 1  
**KIERRA SHEARD** You Don't Know (EMI Gospel)  
Total Plays: 156, Total Stations: 6, Adds: 1

**ROCK TOP 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
3	1	KUTLESS Not What You See (BEC)	358	+45	13	26/2
2	2	THOUSAND FOOT... Faith, Love And... (Tooth & Nail/EMC)	349	+11	10	29/1
6	3	MOURNING SEPTEMBER Glorietta (Floodgate)	326	+43	10	21/2
1	4	JEREMY CAMP Stay (BEC)	294	-91	17	22/1
7	5	SANCTUS REAL Everything About You (Sparrow/EMI CMG)	282	+14	19	24/1
9	6	TOBYMAC Gone (ForeFront/EMI CMG)	279	+40	4	25/2
4	7	FALLING UP Bittersweet (Tooth & Nail)	254	-56	18	24/0
8	8	TAIT Reconnecting (ForeFront/EMI CMG)	234	-33	11	25/0
14	9	KIDS IN THE WAY Phoenix (Flicker)	227	+15	7	24/1
16	10	SKILLET Open Wounds (Ardent/Lava)	225	+20	5	27/2
17	11	DAY OF FIRE Cornerstone (Essential/PLG)	221	+42	4	29/4
5	12	HAWK NELSON Every Little Thing (Tooth & Nail)	220	-67	20	22/1
12	13	NUMBER ONE GUN You Fall Sometimes (Savage/Floodgate)	212	-6	10	15/1
10	14	EVERYDAY SUNDAY What Love Is (Flicker)	205	-30	19	23/0
15	15	12 STONES Far Away (Wind-up)	203	-7	8	27/0
23	16	FM STATIC Definitely Maybe (Tooth & Nail)	202	+50	4	16/3
11	17	LAST TUESDAY Beat Dependent (DUG)	192	-33	11	20/0
19	18	TODD SMITH Alive (Curb)	188	+26	8	22/0
20	19	NATE SALLIE Without You (Curb)	186	+27	6	18/2
25	20	POOR MAN'S RICHES Energy (Word Of Mouth)	183	+35	4	18/2
24	21	FURTHER SEEMS FOREVER Hide Nothing (Tooth & Nail)	166	+17	2	16/4
21	22	KINGSDOWN Dearest Nameless (Independent)	147	-10	13	20/3
18	23	EDWYN Take Me Away (Independent)	144	-23	13	20/1
26	24	MENDING POINT Embers (Word Of Mouth)	137	-2	7	10/1
22	25	PROJECT 86 Safe Haven (Tooth & Nail)	137	-16	8	19/0
Debut	26	GRETCHEN Fading (Independent)	134	+40	1	15/3
28	27	UNDEROATH Reinventing Your Exit (Independent)	125	+2	5	6/1
Debut	28	APDLOGETIX Downer Of A Sister (Parodies)	118	+16	1	13/0
Debut	29	FALLOUT Somewhere In Between (Be3)	113	+16	1	11/1
Debut	30	EVER STAYS RED I'll Tell The World (Wrinkle Free)	106	+1	1	13/0

37 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.  
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**New & Active**

**TREE63** King (Inpop)  
Total Plays: 105, Total Stations: 14, Adds: 0  
**IAN ESKELIN** Shout (Inpop)  
Total Plays: 98, Total Stations: 12, Adds: 0  
**MUTEMATH** Control (Word/Curb/Warner Bros.)  
Total Plays: 97, Total Stations: 13, Adds: 8  
**STAPLE** Pop (Flicker)  
Total Plays: 95, Total Stations: 11, Adds: 1  
**TODD AGNEW** Reached Down (Ardent)  
Total Plays: 84, Total Stations: 5, Adds: 0

**JADED THORNS** Lie Awake (Word Of Mouth)  
Total Plays: 82, Total Stations: 7, Adds: 0  
**SEVENGLORY** Really Free (7Spin)  
Total Plays: 70, Total Stations: 5, Adds: 0  
**DROWNING JONAH** Compromise (Independent)  
Total Plays: 68, Total Stations: 5, Adds: 0  
**OVERFLOW** Better Place (Essential/PLG)  
Total Plays: 64, Total Stations: 6, Adds: 1  
**JONAH33** Silence Never Speaks (Ardent)  
Total Plays: 58, Total Stations: 10, Adds: 4

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## INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST	TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	STEVEN C. CHAPMAN	All Things New (Sparrow/EMI CMG)	382	+4	14	20/0
2	2	JEREMY CAMP	Walk By Faith (BEC)	344	-1	15	18/0
4	3	CHRIS RICE	Go Light Your World (Rocketown)	309	-9	11	18/0
5	4	WATERMARK	The Glory Of Your Name (Rocketown)	308	-10	9	21/2
3	5	AVALON	You Were There (Sparrow/EMI CMG)	297	-33	17	15/0
8	6	FFH	Still The Cross (Essential/PLG)	288	+32	5	20/0
7	7	MICHAEL W. SMITH	Healing Rain (Reunion/PLG)	287	+29	4	22/0
6	8	DESPERATION	Beauty Of The Lord (Integrity/Vertical)	272	-13	9	15/0
9	9	BEBO NORMAN	Disappear (Essential/PLG)	258	+4	5	19/0
10	10	ANTHONY EVANS	Here's My Life (INO)	193	-7	8	14/0
13	11	FERNANDO ORTEGA	Take Heart, My Friend (Curb)	186	+10	4	18/1
11	12	BABBIE MASON	Shine The Light (Spring Hill)	177	-20	13	13/0
12	13	DELIRIOUS?	Majesty (Here I Am) (Sparrow/EMI CMG)	171	-12	5	13/0
14	14	GREG LONG	Fifteen (Christian)	155	-18	10	11/0
17	15	PHILLIPS, CRAIG & DEAN	You Are God Alone (INO)	152	+9	2	12/1
16	16	KELLY MINTER	This Is My Offering (Cross Driven)	152	-19	18	10/0
15	17	BIG DADDY WEAVE	Heart Cries Holy (Fervent)	146	-25	13	8/0
18	18	TREE63	Blessed Be Your Name (Inpop)	140	+2	4	7/0
Debut	19	ALLEN ASBURY	This Is My Father's World (Doxology)	117	+9	1	9/0
-	20	SCOTT KRIPPAYNE	Bible Story (Spring Hill)	108	-4	2	9/0

22 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.  
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## Rhythmic Specialty Programming

RANK	ARTIST	TITLE LABEL(S)
1	GRITS	Hittin' Curves (Gotee)
2	OUT OF EDEN	Soldiers (Gotee)
3	JOHN REUBEN	Life Is Short (Gotee)
4	FLYNN	Love Is Dead (When) (Illite)
5	KJ-52	Back In The Day (Uprok)
6	MARS ILL	Planes And Trains (Gotee)
7	DJ MAJ	DJ Maj Attack (Gotee)
8	SOUL PURPOSE	Bounce With Me (BEC)
9	DISCIPLES OF CHRIST (D.O.C)	Antidote (Disciples Of Christ/Throne Room)
10	PEACE OF MIND	We Gon A Make It (BEC)

## CHRISTIAN AC TOP 30 INDICATOR

LAST WEEK	THIS WEEK	ARTIST	TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	STEVEN C. CHAPMAN	All Things New (Sparrow/EMI CMG)	898	-44	15	29/0
3	2	BETHANY DILLON	All I Need (Sparrow/EMI CMG)	859	+65	9	33/1
2	3	JEREMY CAMP	Walk By Faith (BEC)	842	-75	18	28/0
7	4	BY THE TREE	Beautiful One (Fervent)	713	+46	10	30/2
5	5	MERCYME	Here With Me (INO/Curb)	706	-37	20	22/0
6	6	SHAWN MCDONALD	Gravity (Sparrow/EMI CMG)	698	+7	9	25/0
8	7	CHRIS TOMLIN	Indescribable (Sixsteps/Sparrow/EMI CMG)	689	+47	6	26/0
10	8	MICHAEL W. SMITH	Healing Rain (Reunion/PLG)	657	+64	5	28/0
4	9	THIRD DAY	I Believe (Essential/PLG)	628	-136	19	23/0
9	10	BEBO NORMAN	Disappear (Essential/PLG)	618	-23	10	25/0
11	11	FFH	Still The Cross (Essential/PLG)	583	+22	6	26/1
12	12	ANTHONY EVANS	Here's My Life (INO)	534	+28	12	21/0
14	13	BARLOWGIRL	Never Alone (Fervent)	488	-3	13	19/0
15	14	RACHAEL LAMPA	When I Fall (Word/Curb/Warner Bros.)	484	-4	9	20/0
13	15	KUTLESS	Sea Of Faces (BEC)	448	-48	20	19/0
19	16	TELECAST	The Beauty Of Simplicity (BEC)	440	+19	5	20/0
17	17	CHRIS RICE	Go Light Your World (Rocketown)	437	-2	12	19/0
25	18	NEWSBOYS	Presence ... (Sparrow/EMI CMG)	428	+85	3	23/2
20	19	WATERMARK	The Glory Of Your Name (Rocketown)	426	+16	7	21/1
23	20	PHILLIPS, CRAIG & DEAN	You Are God Alone (INO)	423	+65	3	22/2
18	21	AVALON	You Were There (Sparrow/EMI CMG)	412	-14	17	18/0
16	22	TREE63	Blessed Be Your Name (Inpop)	410	-47	20	13/0
21	23	CASTING...	Who Am I (Beach Street/Reunion/PLG)	355	-29	20	14/0
26	24	TREVOR MORGAN	Fall Down (BHT)	350	+11	8	17/0
22	25	JEFF DEYO	As I Lift You Up (Gotee)	338	-25	7	13/0
27	26	BUILDING 429	Glory Defined (Word/Curb/Warner Bros.)	336	-3	20	12/0
24	27	SELAH	You Raise Me Up (Curb)	336	-11	20	16/1
30	28	BUILDING 429	The Space... (Word/Curb/Warner Bros.)	325	+14	2	18/1
28	29	D. CROWDERBAND	Open Skies (Sixsteps/Sparrow/EMI CMG)	321	-14	20	14/0
29	30	MATTHEW WEST	The End (Sparrow/EMI CMG)	298	-31	12	13/0

36 AC reporters. Songs ranked by total plays for the airplay week of Sunday 9/12 - Saturday 9/18.  
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## New & Active

**POINT OF GRACE** I Choose You (Word/Curb/Warner Bros.)  
Total Plays: 266, Total Stations: 16, Adds: 2

**NICOL SPONBERG** Safe (Curb)  
Total Plays: 251, Total Stations: 12, Adds: 1

**SHANE & SHANE** He Is Exalted (Inpop)  
Total Plays: 228, Total Stations: 13, Adds: 1

**SWIFT** Alive In Love (Flicker)  
Total Plays: 215, Total Stations: 12, Adds: 1

**CAEDMON'S CALL** There's Only One (Holy One) (Essential/PLG)  
Total Plays: 181, Total Stations: 10, Adds: 0

**TODD SMITH** Turn To You (Curb)  
Total Plays: 179, Total Stations: 8, Adds: 1

**TODD AGNEW** Still Here Waiting (Ardent)  
Total Plays: 174, Total Stations: 10, Adds: 0

**GINNY DWENS** New Song (Rocketown)  
Total Plays: 166, Total Stations: 8, Adds: 0

**OVERFLOW** Come Home (Essential/PLG)  
Total Plays: 155, Total Stations: 8, Adds: 0

**BIG DISMAL** Rainy Day (Lost Keyword)  
Total Plays: 140, Total Stations: 8, Adds: 2

# MANAGER'S MINUTE

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- Study Summaries from BIA, Center for Media Research, E-Marketer, Interep, Katz, The Media Audit, NAB and more.
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PART TWO OF A TWO-PART SERIES

# Jesús López On The Record

## Universal Music's Latin America & Iberian Peninsula Chairman speaks

In the first part of my conversation with Jesús López (9/3), he spoke about the Latin record industry in U.S. vs. that in Latin America, the impact of the Internet on the industry, piracy — both physical and through cyberspace — and the new era that the industry must adapt to.

The big question is, what is the new business model in this age of technology and mobility? "More than a new model, I'd like to say it's an evolution of the model," López says. "I don't think that the physical form of music will disappear. The CD may disappear in a few years, but something else will appear. We are already seeing it in some countries.

technology is evolving, and it's doing so to better the physical product.



Jesús López

"The industry will grow because of the ability to go mobile. That will force us to study new cost formulas and what the public will be willing to pay. We will have to make adjustments to the way companies work, but we will never abandon the core business, which will remain the same."

### Creating And Developing Art

One aspect of any new model should be to get back to the business of creating art. It's time to leave the corporate suits behind and make music, because if consumers are faced with paying for a full CD when it only has one hit, chances are they won't buy it.

"I absolutely agree," says López. "The business is guilty of releasing product that isn't top quality, wheth-

er it is because of lack of time, creativity or focus. More and more, though, we're all now focusing on making better and more well-rounded records.

"We need to find the largest number of good songs so that the public feels comfortable paying \$10-\$15 for a CD. You can distinguish the high-quality records by the number of sales. A hit in the U.S. sells 100,000 copies. When you see someone sell 1 million copies, it's because the album has all the characteristics we're talking about."

Another important element in keeping the industry fresh and growing is new-artist development. Many labels are releasing one-hit wonders and putting little effort and investment into developing new artists who will have long and successful careers. The music legends of years past don't necessarily exist anymore.

"What happened is that today's consumer has a need to get things fast and is less faithful than before," says López. "Thirty years ago a fan of The Rolling Stones bought all their records, whether they were good or bad. They were true fans of Juan Gabriel, José Alfredo Jiménez, etc. There was a faithfulness then that very few artists can get now. That has to do with consumer habits, with their access to information and with their ability to take in that information."

Another problem that López sees is that sometimes the public gets overwhelmed because they get too much information about an artist. They eventually get so fed up that they don't want to hear any more.

"In years past there was a certain mystery about artists," López says. "It's hard to get that today because it's easy to learn everything about them. Before, it was hard to find out much about an artist's private life. Now not only do you hear about it, you can see it.

"All those public scandals affect artists and lessen the value of their art. The public begins to take sides and to confuse an artist's art with his private life. And many times it's the artist who causes these situations and confuses his art with his private life. That makes it harder to have a long career."

**"The business is guilty of releasing product that isn't top quality, whether it is because of lack of time, creativity or focus. More and more, though, we're all now focusing on making better and more well-rounded records."**

### The Indies' Role

Artist development is one thing indie labels know. And when the big companies go through hard times, indies thrive. They find new talent, put in the time and effort to develop it and, ultimately, create superstars — who are later taken over by the big companies.

"It's important that there always be indies, because they focus on certain market niches and artists," López says. "They help to develop those niches and artists, and, in the end, when they grow and need a structure to develop their records and artists internationally, they will need the support of a multinational with the structure necessary to accomplish that."

**"It's important that there always be indies, because they focus on certain market niches and artists."**

The alliance of independents with multinationals also helps to generate business. López says, "In our case we have two good examples: Univision Music Group, which we have the license for outside the U.S. and Mexico, and Vale Music from Spain, which David Bisbal is signed to."

Latin radio in the U.S. is thriving. More and more stations are going Spanish to serve the huge Spanish-speaking communities all over the country, even in Middle America. But how much is Spanish-language radio's success helping the Latin record industry in this country?

"It helps us," López says. "Any media growth and any opportunity to showcase music directly to the public helps to increase sales and to increase visibility for our artists. Radio's growth is favorable to us.

"We are the largest minority in the U.S., and the one with the most

growth. We are becoming an important consumer power in the country. That certainly benefits us, and it is the reason that the U.S. has suffered less from the industry's decline.

"This is an expanding market. If you separate the U.S. Latin-market numbers from the U.S. general-market numbers, the U.S. Latin market would be the sixth largest in the world — above Brazil, Mexico or Spain. That tells us that it's a market that is growing."

### Looking To The Future

In the case of Universal, what can we expect in the future? "We continue to invest in many artists," López says. "With all these alliances with independent labels, we have about 80% of reggaetón music. We are working on taking reggaetón from Puerto Rico to the entire U.S. and then to other countries, like Mexico, Spain and Argentina.

"We are also signing other artists we want to develop, like Javier García, who is a new Surco Records artist. And we're focusing on Juanes' third album and working hard with David Bisbal and Paulina Rubio.

"We have a lot of product in the market right now. We have strong artists in Argentina, like Bersuit, who have sold 250,000 copies of the album *Argentinidad Al Palo* in a country that is so weak right now that selling 50,000 copies is a hit. In Spain we have Antonio Orozco, who already has a platinum record.

"We are working to develop regional Mexican artists, a genre where we had been lagging behind. We're working on artists who do duranguense music and established artists, like Alicia Villarreal and Pedro Fernández.

"We're diversified and taking care of the market's and the consumer's needs. We continue to invest strongly in product from all the countries in Latin America."



**AMONG FRIENDS** While in Los Angeles to promote his latest album, *A Corazón Abierto*, and the single "Me Dedicué A Perderte," superstar Alejandro Fernández (l) stopped by KLAX to visit with his buddy El Cucuy.

### TALK BACK TO R&R!

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

Call me at 310-788-1670  
or e-mail:

jmadrigal@radioandrecords.com

# RADIO Y MÚSICA™ R&R

This Week In Spanish-Language Music

## Radio Corner

**Everardo Morales**  
PD, WWRP/West Palm Beach

The whole city is recuperating from Hurricane Frances. We're working with FEMA and the Red Cross to assist the community. I just got back from the center where they are handing out water and other basic necessities.

This has been hard for our community. I had never personally seen a situation like this, where there were no traffic lights working, gas lines were a mile long, and there was little or no food at the stores — just the sheer despair. The situation is getting better, and the city is getting back on its feet.

Before the hurricane hit we prepared to stay on the air to keep people informed. My wife and children came with me to the station, and I planned to stay on the air during the storm. But as soon as it hit, the station's generator went down. Three days later we were able to get another generator to get back on the air.

After the hurricane we got so many calls from people who had been left with nothing. Most people have electricity now, but there are some who still don't. A FEMA member will be with us on the air to give our community information on what they need to do to get help.



Everardo Morales



**RECORD BREAKER** Guinness just certified Yahir's record for most autographs signed consecutively by an artist — 2,852 in eight hours. Now that's popularity! He's seen here (r) with R&R Latin Formats Editor Jackie Madrigal after his performance at Club R&R.



**VIVA MEXICO** WSKQ/New York morning host Luis Jiménez had the honor of being Grand Marshal of the Mexican Independence Day parade in New York. He was happy to join the city's Mexican community on their day.

## R&R Prioridades Discograficas

For those of you who didn't get a chance to listen to the bits from the radio personalities who have been our guest EJs so far, here's your chance. This month Radio Prioridades Discográficas (GFA Latin Radio) recaps some of the best moments from our guest EJs and their shows — sometimes funny, sometimes wacky, but always in good fun. Now you have a second chance to listen to some of the best moments in Spanish-language radio.

On our list this month are Carlos Vives' "Como Tú" (EMI Latin), Néstor Torres' "Labios Dulces" (Heads Up International), Pueblo Café's "Toda Mi Vida" (Balboa), Ozomatli's "Te Estoy Buscando" (Concord), Banda Alameda's "Prisionero De Tus Brazos" (Balboa), Desol's "Cumbia Raza" (Curb), Gerardo Fernández's "Se Fue Mi Paloma" (Balboa), Ricardo Montaner's "Desesperado" (Warner Music Latina), Climax's "El Za Za La Mesa Que Más Aplauda" (Balboa), Superlito's "Perdóname" (Cielo Music), Panteon Rococó's "Madre Candela" (Delanuca/BMG), Ozomatli's "Cuando Canto" (Concord), JD Natasha's "Lágrimas" (EMI Latin), Yahir's "La Locura" (Warner Music Latina) and Joan Sebastian's "Amar Como Te Amé" (Balboa).



**HONOR SOCIETY** Los Angeles Mayor Jim Hahn declared Los Tigres Del Norte honorary chairs of Latin Heritage Month 2004. They are seen here receiving the proclamation.



**CHEERS** Univision Music Group President and CEO José Behar held a private dinner in Los Angeles after the Latin Grammy ceremony. Seen here are several of UMG's artists and executives.



**SHOW STOPPER** Carlos Vives packed them in for a pre-Latin Grammy appearance at the House of Blues in Los Angeles. He performed his latest single, "Como Tú," from his album El Rock De Mi Pueblo.

**CONTEMPORARY TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	JUANES Nada Valgo Sin Tu Amor (Universal)	268
2	PEPE AGUILAR Miedo (Sony Discos)	257
3	ALEKS SYNTEK JIANA TORROJA Duele El Amor (EMI Latin)	212
4	KALIMBA No Me Quiero Enamorar (Sony Discos)	189
5	CARLOS VIVES Como Tú (EMI Latin)	185
6	ANDY & LUCAS Son De Amores (BMG Latin)	159
7	PAULINA RUBIO Algo Tienes (Universal)	147
8	FRANCO DE VITA f/SIN BANDERA Si La Ves (Sony Discos)	141
9	ALEJANDRO FERNANDEZ Me Dedicué A Perderte (Sony Discos)	124
10	YAHIR La Locura (Warner M.L.)	115
11	JULIETA VENEGAS Andar Conmigo (BMG Latin)	108
12	MARC ANTHONY Ahora Quién (Sony Discos)	100
13	DIEGO TORRES Déjame Estar (BMG Latin)	96
14	MARCO ANTONIO SOLIS Prefiero Partir (Fonovisa)	95
15	MARIANA Que No Me Faltes Tú (Univision)	92
16	REYLI BARBA Desde Que Llegaste (Sony Discos)	92
17	JULIETA VENEGAS Lenxo (BMG Latin)	89
18	CHAYANNE Sentada Aquí En Mi Alma (Sony Discos)	79
19	HA-ASH Estés En Donde Estés (Sony Discos)	74
20	MARC ANTHONY Valió La Pena (Sony Discos)	70
21	FRANCO DE VITA Tú De Qué Vas (Sony Discos)	67
22	SIN BANDERA Que Llora (Sony Discos)	53
23	JUAN LUIS GUERRA Las Avispas (Karen)	50
24	DAVID BISBAL Camina Y Ven (Universal)	48
25	JD NATASHA Lágrimas (EMI Latin)	48

Data is compiled from the airplay week of September 12-18, and based on a point system.  
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**Going For Adds**

KUMBIA KINGS Fuego (EMI Latin)

**TROPICAL TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	GILBERTO SANTA ROSA Sombra Loca (Sony Discos)	303
2	MARC ANTHONY Valió La Pena (Sony Discos)	266
3	JUAN LUIS GUERRA Las Avispas (Karen)	236
4	TITO NIEVES Fabricando Fantasías (SGZ Entertainment)	204
5	DON OMAR Pobre Diabla (VI Music)	141
6	VICTOR MANUELLE Te Propongo (Sony Discos)	140
7	CARLOS VIVES Como Tú (EMI Latin)	131
8	DADDY YANKEE Gasolina (VI Music)	124
9	GRUPO NICHE Culebra (Sony Discos)	109
10	ANDY & LUCAS Son De Amores (BMG Latin)	108
11	MARC ANTHONY Ahora Quién (Sony Discos)	72
12	ELVIS CRESPO 7 Días (Dle Music)	70
13	JUANES Nada Valgo Sin Tu Amor (Universal)	69
14	PUERTO RICAN POWER Si Pero No (J&N)	65
15	GRUPO NICHE Ni Como Amiga Ni Como Amante (Sony Discos)	62
16	VICTOR MANUELLE Lloré Lloré (Sony Discos)	60
17	MELINA LEON Quiero Ser Tuya (Sony Discos)	56
18	AVENTURA Llorar (Premium)	55
19	TONNY TUN TUN Dile A El (Karen)	55
20	LOS TOROS BAND Si Tú Estuvieras (Universal)	53
21	GRAN BANDA Amiga Soledad (DAM Productions)	53
22	FLORIDO FLORES Necesito Money (Universal)	52
23	DOMENIC MARTE Ven Tú (J&N)	50
24	NEGROS Me Cambiaste La Vida (Premium)	49
25	ALEX "EL BIZCOCHITO" Dos Amantes (Sony Discos)	49

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**Going For Adds**

BAD BOYS Volver A Empezar (Fuentes)  
FRUKO Y SUS TESOS A Bailar Bembe (Fuentes)  
SONORA CARRUSELES El Gato Boogaloo (Fuentes)



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## REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	GRUPO MONTEZ DE DURANGO Lástima Es Mi Mujer (Disa)	426
2	LOS TEMERARIOS Qué De Raro Tiene (Fonovisa)	395
3	BANDA EL RECODO Delante De Mi (Fonovisa)	325
4	CONJUNTO PRIMAVERA Vuelve Conmigo (Fonovisa)	272
5	PESADO Ojalá Que Te Mueras (Warner M.L.)	249
6	BETO Y SUS CANARIOS Está Llorando Mi Corazón (Disa)	223
7	LOS HOROSCOPOS DE DURANGO Dos Locos (Disa)	214
8	PATRULLA 81 No Aprendí A Olvidar (Disa)	204
9	LOS HURACANES DEL NORTE Te Perdoné Una Vez (Univision)	175
10	PALOMO Miedo (Disa)	164
11	VICENTE FERNANDEZ La Primera Con Agua (Sony Discos)	163
12	ALICIA VILLARREAL Soy Tu Mujer (Universal)	158
13	BANDA CUISILLOS Suavito (Balboa)	153
14	INTOCABLE Si Pudiera (EMI Latin)	151
15	LOS TIGRES DEL NORTE No Tiene La Culpa El Indio (Fonovisa)	132
16	K-PAZ DE LA SIERRA Volveré (Univision)	129
17	BRAZeros MUSICAL DE DURANGO Lágrimas Y Lluvia (Disa)	128
18	BRONCO "EL GIGANTE DE AMERICA" Basta (Fonovisa)	124
19	COYOTE Y SU BANDA TIERRA SANTA Piquetes De Hormiga (EMI Latin)	121
20	MARCO ANTONIO SOLIS Prefiero Partir (Fonovisa)	118
21	CONJUNTO ATARDECER Y Las Mariposas (Universal)	108
22	LOS HOROSCOPOS DE DURANGO Obsesión (Disa)	108
23	GRACIELA BELTRAN Corazón Encadenado (Univision)	105
24	INTOCABLE A Dónde Estabas (EMI Latin)	97
25	TIGRILLOS La Etica (Disa)	92

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### Going For Adds

No Going for Adds for this Week

## TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	PESADO Ojalá Que Te Mueras (Warner M.L.)	214
2	DUELO Para Sobrevivir (Univision)	177
3	SOLIDO Contigo (Freddie)	110
4	JENNIFER PEÑA Hasta El Fin Del Mundo (Univision)	105
5	KUMBIA KINGS Fuego (EMI Latin)	103
6	KUMBIA KINGS Sabes A Chocolate (EMI Latin)	101
7	TIGRILLOS La Etica (Disa)	98
8	LA FUERZA Fusión (Independiente)	96
9	JIMMY GONZALEZ & EL GRUPO MAZZ Corazón Dormido (Freddie)	88
10	GARY HOBBS Quiero Amarte (AMMX)	82
11	JENNIFER PEÑA Vivo Y Muero En Tu Piel (Univision)	79
12	LOS PALOMINOS Qué Suerte La Mia (Urbana)	76
13	MICHAEL SALGADO Mi Cielo Gris (Freddie)	74
14	ALICIA VILLARREAL Soy Tu Mujer (Universal)	71
15	CHENTE BARRERA La Misma Intención (Q-Vo)	68
16	LA FIEBRE Quiero (Freddie)	68
17	IMAN Si Me Hubieras Dicho (Univision)	66
18	LOS PALOMINOS Chulita (Urbana)	64
19	INTOCABLE Si Pudiera (EMI Latin)	59
20	ALAZZAN Por Qué (Freddie)	58
21	TABU Cumbia Pa' Que Baile (JM3)	57
22	SOLIDO: Tu Vez (Freddie)	56
23	LA CONQUISTA El Feo (Vene Music)	56
24	JOE LOPEZ Esta Vez (EMI Latin)	56
25	NOTABLE Dame Una Razón (Univision)	54

Data is compiled from the airplay week of September 12-18, and based on a point system.  
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### Going For Adds

No Going for Adds for this Week

## Rock/Alternative

TW	ARTIST Title Label(s)
1	BERSUIT VERGARABAT Argentinidad Al Palo (Universal)
2	JULIETA VENEGAS Lento (BMG Latin)
3	VOLUMEN CERO Autos (Warner M.L.)
4	CONTROL MACHETE El Apostador (Universal)
5	CAFE TACUBA Eres (Universal)
6	ALEKS SYNTEK JANA TORROJA Duele El Amor (EMI Latin)
7	OZOMATLI Cuando Canto (Concord)
8	ELY GUERRA Ojos Claros, Labios Rosas (Higher Octave)
9	INSPECTOR Ska Voovie Boobie Baby (Universal)
10	ENANITOS VERDES Tu Cárcel (Universal)
11	ZOE Peace And Love (Sony Discos)
12	PANTEON ROCOCO La Ciudad De La Esperanza (Delanuca/DLN)
13	LUCYBELL Sálvame La Vida (Warner M.L.)
14	SUPERLITIO Lo Fi (Cielo Music Group/BMG Latin)
15	LIQUITS Chido (Surco)

Songs ranked by total number of points. 10 Rock/Alternative reporters.

## Record Pool

TW	ARTIST Title Label(s)
1	PAULINA RUBIO Perros (Universal)
2	PEORO JESUS Miradita Y Meneito (MP)
3	GILBERTO SANTA ROSA Sombra Loca (Sony Discos)
4	MARC ANTHONY Valió La Pena (Sony Discos)
5	TITO NIEVES Fabricando Fantasías (SGZ Entertainment)
6	FULANITO Pégate (Cutting)
7	VICTOR MANUELLE Te Propongo (Sony Discos)
8	GRUPO NICHE Culebra (Sony Discos)
9	CHULY Perrea (Hill2Hill)
10	SON DE CALI Vida Consentida (Univision)
11	GRUPO AGUAKATE Todo El Mundo (Universal)
12	CELIA CRUZ & DON DINERO Son De La Loma (J&R)
13	PUERTO RICAN POWER Sí Pero No (J&N)
14	MARC ANTHONY Ahora Quién (Sony Discos)
15	FRAGANCIA Ahora Vengo Yo (El Toque Toque) (Latinflava)

Songs ranked by total number of points. 21 Record Pool reporters.

## SOUTH

### CBA Retail Sales and Marketing Manager

Word Records in Nashville is looking for a CBA Retail Sales and Marketing Manager. This position will serve as a liaison between the label and Word Distribution, CBA independent and national accounts. Experience working with CBA retail required. To apply contact: cindy.finch@wbr.com EOE

## EAST

WCBS-FM is seeking a personality or personalities to host our morning show. Please send your resume as well as the best representation of your work to: Dave Logan/WCBS-FM 1515 Broadway, 40th Fl New York, NY 10036. NO PHONE CALLS PLEASE. WCBS-FM/Infinity Broadcasting is an Equal Opportunity Employer. Candidates must demonstrate a clear ability to engage the audience with topical entertainment while honoring the significant musical heritage of CBS-FM. You should be able to document solid ratings success with Adults 25-54. Major market experience is preferred.

### DIRECTOR OF ROCK PROGRAMMING:

Join a company on the front line of interactive music television! MUSIC CHOICE, the world's leading digital music service, has a great opportunity for an experienced Director of Rock Programming available in our New York City office. Responsible for driving the development of our rock formats programming strategy to include creating and implementing the philosophy and vision for assigned video and audio channels in conjunction with MUSIC CHOICE'S goals and objectives. Also responsible for managing artist interviews and shows, as well as leveraging relationships with record labels and music related companies. Will also champion special projects and oversee general operations of the dept. A BA or equivalent is preferred. Candidate will also possess a minimum of 7 years exp. programming rock formats to include experience with video/TV production. Direct management of a team of programmers. Expertise in radio programming, syndication and or music industry, along with established relationships in the music industry is required. Knowledge and expertise in Selector scheduling software is preferred. To be considered, include salary requirements and forward your resume to: email:

jobs@musicchoice.com  
Fax: 215-784-5870. EOE.

## MIDWEST

### Program Director

This is a rare programming opportunity with Susquehanna Indianapolis! One of the country's leading oldies stations, Gold 104.5 (WGLD) is hiring a Program Director to take the station through the next decade! What we need is someone with experience and focus. You'll need to demonstrate creativity, that you can coach and develop talent, and that you can shape the on-air product. The right person will stand out with passion for the product and industry. Respond with resume and compilation of your stuff to David Wood, Director of Programming, dwood@indyradio.com, Susquehanna Indianapolis, 6810 N. Shadeland, Indpls IN 46220. No phone calls please. Susquehanna Radio Corp. is an EOE, an ESOP company with a drug free workplace.

## relevant radio

### PRODUCER Drew Mariani Show

Relevant Radio™ seeks a self-motivated, team oriented, innovative, passionate PRODUCER. Responsible for producing the nationally broadcasted afternoon drive Drew Mariani Show. Position is located in Green Bay, WI. Must display strong organizational and communication skills and the ability to meet deadlines in a fast-paced media environment. Candidate must be a practicing Catholic with an excellent grasp of the faith. Producer experience, bachelors degree a/o radio certification a plus. Proficient in MS Office. EOE

Email resume & cover letter to:

hr@relevantradio.com  
or fax to 920-469-3747

## POSITIONS SOUGHT

**Voice Talent Casting.** The Planet Charley Production Group seeks professional voice talents. For more information about us, please visit PlanetCharley.com. EOE (9/24)

**Hell on wheels.** Loud, obnoxious rock chick looking for 7-midnight. Stuck in AC format right now...Help! Showgirl626@comcast.net. (9/24)

**Talented, hard-working on-air talent** seeks fulltime gig that will pay about 30K ANTHONY: (765) 349-1291 broadcastprofessional@yahoo.com (9/24)

**Thriving on the chance** to reach out to millions of lives, on all levels political, personal, introspective, and business matters. Call HARRISON TWEH: (817) 417-0477. (9/24)

**"Classic Rock, Oldies, Country, AC or Hot AC. PD and top 100 market experience.** Available now. Call MICHAEL HAMM: (716) 373 -2107. MP3 airchecks at: http://michaelhamm0.tripod.com/ (9/24)

**(MICHIGAN) "MARTIN" = Great voice -hard worker- 15 yrs in radio.** Board op-promotions-DJ. Email me today! djmartin88@hotmail.com (9/24)

**Seeking collegiate/professional play-by-play/sales position.** JOE: (888) 327-4996. (9/24)

**R&R Award winning morning talent** with a track record of #1 ratings is available. Original, Interactive and Funny. www.MatthewInTheMorning.com (609) 264-ROCK. (9/24)

**"Attorneys seek to purchase** airtime for live, legal radio program in So. California. Station must be within 30 minute drive of West L.A. with strong signal. Park806@aol.com (9/24)

**NY stand-up comic/actor** looking for radio/TV on-air position. Extensive on-air experience with extras (impressions, voice-overs & MORE) www.comedy.com/petemichael (9/24)

**I'm seeking a technical or programming** position in San Francisco or Portland, Oregon. Experienced in SF and LA. Please reply to: mirageconsulting@comcast.net (9/24)

## R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail to: kmumaw@radioandrecords.com. Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## R&R Opportunities Advertising

1x \$200/inch 2x \$150/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. (www.radioandrecords.com)

Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

## Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Please submit ad copy & logos via email to kmumaw@radioandrecords.com. Ads are also accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

### Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PDT) eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$325.00 per year (plus applicable sales tax) in the United States, \$330.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., Third Floor, Los Angeles, California 90067.

## HOW TO REACH US

RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., THIRD FLOOR, LOS ANGELES, CA 90067

WEBSITE: www.radioandrecords.com

	Phone	Fax	E-mail
<b>CIRCULATION:</b>	310-788-1625	310-203-8727	moreinfo@radioandrecords.com
<b>NEWS DESK:</b>	310-788-1699	310-203-9763	newsroom@radioandrecords.com
<b>R&amp;R ONLINE SERVICES:</b>	310-788-1668	310-203-9763	cmawell@radioandrecords.com
<b>ADVERTISING/SALES:</b>	310-553-4330	310-203-8450	hmowry@radioandrecords.com

	Phone	Fax	E-mail
<b>OPPORTUNITIES/MARKETPLACE:</b>	310-788-1621	310-203-8727	kmumaw@radioandrecords.com
<b>EDITORIAL, OTHER DEPTS:</b>	310-553-4330	310-203-9763	mailroom@radioandrecords.com
<b>WASHINGTON, DC BUREAU:</b>	301-951-9050	301-951-9051	rrdc@radioandrecords.com
<b>NASHVILLE BUREAU:</b>	615-244-8822	615-248-6655	lhelton@radioandrecords.com

**AIR CHECKS**

**AUDIO & VIDEO AIRCHECKS**

±CURRENT #290, Denver's JACK FM, KRTH/JoJo Kincaid, WEBN/Freak Show, KCBS/Jonathon Brandmeier, KCMO/Mark McKay, KSLZ/Jet Black, KYGO/Catfish, WVEE/Toss Swaid, WLCL/Randy & Spiff. CD \$13.  
 +CURRENT #289, KFRC/Bobby Ocean, WDE/Scott Paulsen, Z100/Zoo, KROD/Kevin & Bean, WBZZ/Kobe, WKST/Scotty. CD \$13  
 +PERSONALITY PLUS #PP-198, WOMC/Dick Purtan, WRIF/Drew & Mike, KMPS/Ichabod Calne, KDWB/Dave Ryan. \$13 CD  
 +PERSONALITY PLUS #PP-197, WBBM-FM/Eddie & JoBo, KSTP-FM/Van & Cheryl, KZOK/Bob Rivers, WKST/Freak Show. \$13 CD  
 +PERSONALITY PLUS #PP-196, WKSC/Drex, KSHE/Bob & Tom, KYKY/Phillips & Co., KLUV/Ron Chapman, WWSW/Merkel & Cris. \$13 CD  
 +ALL COUNTRY #CY-145, KYGO, WCOL, WHOK, WKKO, KMLE. \$13 CD  
 +ALL CHR #CHR-115, KIIS, KBKS, KUBE, WNCI, WVKs, WTWR. \$13 CD  
 +ALL A/C #AC-123, KPLZ, KLSY, KRWM, WENS. \$13 CD  
 +PROFILE #S-512 SEATTLE! CHR AC AOR Gold Ctry \$13 CD \$10 cassette  
 +PROFILE #S-513 MINNEAPOLIS! CHR AC AOR Gold Ctry \$13 CD  
 +PROMO VAULT #PR-57 promo samples - all formats, all market sizes. \$15.50 CD  
 +SWEEPER VAULT #SV-43 Sweeper & legal ID samples, all formats. \$15.50 CD  
 +CHN-36 (CHR Nights) +AAA-1 (Triple A), +O-25 (All Oldies) +MR-10 (Alternative) +F-28 (All Female) at \$13 each  
 +CLASSIC #C-282, WQAM/Clark Moore-1967, KRLA/Dave Hull-Humble Harve-1981 KWST/London & Engelman-1981. \$16.50 CD, \$13.50 cassette  
 VIDEO #99, NY's Z100/Joe Rosati, Dallas' KKDL/Domino, Pittsburgh's WBZZ/Kobe, 3WS/Merkel & Cris, St. Louis' KSLZ/Jet Black, Vegas' KQOL/Zippo & Sheri, KSNE/Tom & Nicole. 2 hrs, VHS \$30, DVD \$35.  
 + tapes marked with + may be ordered on cassette for \$3 less

www.californiaaircheck.com

**VISA CALIFORNIA AIRCHECK MASTERCARD**  
 Box 4408 - San Diego, CA 92164 - (619) 460-6104

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**TOLL FREE: 1-888-526-5336**  
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 (310) 229-4548

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**MARKETPLACE ADVERTISING**



Payable in advance. Order must be typewritten and accompanied by payment. Visa/MC/AMEX/Discover accepted. One inch minimum, additional space up to six inches available in increments of one-inch.  
 Rates for R&R marketplace (per inch):

1 time	\$95.00
6 insertions	90.00
13 insertions	85.00
26 insertions	75.00
51 insertions	70.00

Marketplace  
 (310) 788-1621  
 Fax: (310) 203-8727  
 e-mail: kmumaw@radioandrecords.com

**R&R's Year-End Chart Pack**

Only \$65

**NOW AVAILABLE!**

Includes year-end charts for all R&R formats from 1974 through 2003! Call (310) 788-1625 or email [moreinfo@radioandrecords.com](mailto:moreinfo@radioandrecords.com)



**IN THE UNITED STATES BANKRUPTCY COURT  
FOR THE MIDDLE DISTRICT OF FLORIDA - TAMPA DIVISION  
[www.flmb.uscourts.gov](http://www.flmb.uscourts.gov)**

In re: <b>PETACOM OF JOPLIN, LLC</b> <b>PETACOM MEDIA, LLC</b> <b>PETACOM OF TEXARKANA, LLC</b> <b>PETACOM OF SHOW LOW, LLC</b> Debtors.	) Chapter 11 ) Case No. 03-20980-8P1 ) Case No. 04-2908-8P1 ) Case No. 04-2906-8P1 ) Case No. 04-2910-8P1 ) (Jointly Administered under Case No. 03-20980-8P1)
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**NOTICE OF (A) CONFIRMATION HEARING AND (B) PROPOSED SALE OF SUBSTANTIALLY ALL  
OF THE DEBTORS' OPERATING ASSETS OUTSIDE THE ORDINARY COURSE OF BUSINESS  
FREE AND CLEAR OF ALL LIENS, CLAIMS, AND ENCUMBRANCES**

PLEASE TAKE NOTICE (the "Notice") that on August 26, 2004, the above-captioned debtors and debtors-in-possession (the "Debtors") filed their Joint Amended Plan of Reorganization (the "Plan").

PLEASE TAKE FURTHER NOTICE that a hearing to consider confirmation of the Plan (the "Confirmation Hearing") has been scheduled before the Honorable Alexander L. Paskay at the Federal Courthouse, 801 N. Florida Avenue, Tampa, Florida 33602 on **October 5, 2004 at 1:30 p.m.**, prevailing Eastern time, at which time the Debtors will seek entry of an order confirming Plan.

PLEASE TAKE FURTHER NOTICE that pursuant to Section 7.7 of the Plan, at the Confirmation Hearing, the Court will consider as an alternative method of funding the Plan payments, any bona fide offer to purchase the Operating Assets of the Debtors, or the stock in some or all of the Debtors (in either case, an "Alternative Transaction") as going concerns, free and clear of all liens, claims, interests and encumbrances, that is filed with the Court and served upon the Debtors and Textron Financial Corporation no later than **September 30, 2004 at 5:00 p.m.** In order to be considered a bona fide offer, any offer to purchase must:

- (a) be in writing in a form of Asset Purchase Agreement (the "Agreement") in a form approved by counsel for the Debtors and Textron Financial Corporation, a copy of which may be obtained from Jordi Guso, Esquire, BERGER SINGERMAN, P.A., 200 South Biscayne Boulevard, Suite 1000, Miami, Florida 33131, or Harley E. Riedel, Esquire, STICHTER, RIEDEL, BLAIN & PROSSER, P.A., 110 East Madison Ave., Suite 200, Tampa, Florida 33602;
- (b) contain no contingencies to closing (including any representations or warranties, other than good title and the validity of the licenses, that have not been waived or satisfied at the time of the commencement of the Confirmation Hearing) other than FCC approval;
- (c) be for a purchase price of at least \$7.0 million payable in cash at closing;
- (d) provide for a closing no later than the eleventh day following FCC approval;
- (e) require the purchaser to diligently pursue FCC approval, including the filing of an application for approval of the transaction no later than ten days after entry of an order approving the offer to purchase; and
- (f) be accompanied by a good faith deposit in an amount equal to 10% of the purchase price, which deposit shall be held in an interest-bearing escrow account at Stichter, Riedel, Blain & Prosser, P.A. (or other third party escrow agent acceptable to the Debtors and Textron) and which shall (i) be applied to the purchase price at closing if the offer to purchase is approved by the Court and FCC approval is obtained; (ii) be forfeited to the Debtors if the offer to purchase is approved by the Court and FCC approval is obtained but the Purchaser fails to timely close; or (iii) be returned to the Purchaser if the Court does not approve the Purchaser's offer or if the FCC does not approve the transaction through no fault of the

Purchaser; and

- (g) require the Purchaser to assist the Debtors in collecting accounts receivable and to remit all proceeds from the Accounts Receivable to the Debtors.

If one or more qualifying offers to purchase are received, the Court will determine which offer, inclusive of the Debtors' reorganization, is highest and best, considering, *inter alia*, the purchase price, the relative transactional costs of the two transactions (including the payment of any brokerage fee), the contingencies related to each transaction, and the expected closing date for each transaction and any costs or losses associated with such delay.

PLEASE TAKE FURTHER NOTICE that the transfer of assets pursuant to the Plan is a transfer pursuant to Section 1146(c) of the Bankruptcy Code and that the Confirmation Order shall provide that the sale and the assets transferred pursuant thereto shall not be taxed under any federal, state, local, municipal or other law imposing or claiming to impose a stamp tax or other similar tax.

PLEASE TAKE FURTHER NOTICE that pursuant to §§105, 1123 and 1129 of the Bankruptcy Code, in order to preserve and implement the various transactions contemplated by and provided for in the Plan including the sale of operating assets of the Debtors (the "Transferred Assets"), as of the Confirmation Date, except as otherwise provided in the Plan or in the Confirmation Order, all Person or Entities that have held, currently hold or may hold a Claim or other Debt, Liability or Equity Interest that is discharged pursuant to the terms of the Plan are and shall be permanently enjoined and forever barred to the fullest extent permitted by law from (a) commencing or continuing in any manner such discharged Claims, Debts, Liabilities, or Equity Interests or their Properties, including the Transferred Assets; (b) enforcing, attaching, collecting or recovering in any manner any judgment, award, decree or order against the Debtors, or their respective Properties, including the Transferred Assets; (c) creating, perfecting or enforcing any Lien or encumbrance against the Debtors, or their Properties, including the Transferred Assets; (d) asserting a setoff, right of subrogation or recoupment of any kind against any Debt, Liability or obligation due to the Debtors, or their Properties, including the Transferred Assets; and (e) commencing or continuing, in any manner or in any place, any action that does not comply with or is inconsistent with the provisions of the Plan or the Confirmation Order. The Debtors or the purchaser shall have the right to independently seek enforcement of this general injunction provision.

PLEASE TAKE FURTHER NOTICE that inquiries regarding this Notice, the Confirmation, or the procedures set forth therein may be directed to the Debtors' counsel, Harley E. Riedel, Esq., Stichter, Riedel, Blain & Prosser, P.A., 110 East Madison Ave., Suite 200, Tampa, Florida 33602, (813) 229-0144 or Jordi Guso, Esq., counsel to Textron Financial Corporation, Berger Singerman, P.A., 200 South Biscayne Boulevard, Suite 1000, Miami, Florida 33131, (305) 755-9500.

Tampa, Florida  
Dated: September 17, 2004

**CHR/POP**

LW	TW	ARTIST	SON	Label
2	1	MAROON 5	She Will Be Loved (Octone/J/RMG)	
1	2	ASHLEE SIMPSON	Pieces Of Me (Geffen)	
3	3	AVRIL LAVIGNE	My Happy Ending (Arista/RMG)	
4	4	BLACK EYED PEAS	Let's Get It Started (A&M/Interscope)	
5	5	RYAN CABRERA	On The Way Down (E.V.L.A./Atlantic)	
7	6	LIL' FLIP	Sunshine (Sucka Free/Loud/Columbia)	
4	7	JOJO	Leave (Get Out) (BlackGround/Universal)	
13	8	CIARA	f/PETEY PABLO Goodies (LaFace/Zomba)	
8	9	HOUSTON FICHINGY & NATE DOGG	I Like That (Capitol)	
10	10	CHRISTINA MILIAN	Dip It Low (Island/IDJMG)	
11	11	ALICIA KEYS	If I Ain't Got You (J/RMG)	
9	12	NINA SKY	Move Ya Body (Next Plateau/Universal)	
18	13	KELLY CLARKSON	Breakaway (Hollywood)	
15	14	LINKIN PARK	Breaking The Habit (Warner Bros.)	
16	15	FINGER ELEVEN	One Thing (Wind-up)	
19	16	TERROR SQUAD	Lean Back (Universal)	
12	17	KEVIN LYTTLE	Turn Me On (Atlantic)	
14	18	NELLY	My Place (DerrtyFo' Reel/Universal)	
21	19	BOWLING FOR SOUP	1985 (Silvertone/Jive/Zomba)	
17	20	HOBBASTANK	The Reason (Island/IDJMG)	
22	21	SEETHER	f/AMY LEE Broken (Wind-up)	
20	22	JUVENILE	Slow Motion (Cash Money/Universal)	
41	23	DESTINY'S CHILD	Lose My Breath (Columbia)	
24	24	SWITCHFOOT	Dare You To Move (Red Ink/Columbia)	
23	25	C. AGUILERA	f/M. ELLIOTT Car Wash (DreamWorks/Geffen/Interscope)	
25	26	USHER	f/ALICIA KEYS My Boo (LaFace/Zomba)	
26	27	ASHLEE SIMPSON	Shadow (Geffen)	
27	28	HILARY DUFF	Fly (Buena Vista/Hollywood)	
33	29	NELLY	f/C. AGUILERA Tit 4 U Head Back (DerrtyFo' Reel/Universal)	
28	30	DASHBOARD CONFSSIONAL	Vindicated (Vagrant/Interscope)	

**#1 MOST ADDED**

BRITNEY SPEARS My Prerogative (Jive/Zomba)

**#1 MOST INCREASED PLAYS**  
DESTINY'S CHILD Lose My Breath (Columbia)

**TOP 5 NEW & ACTIVE**

- GAVIN DEGRAW I Don't Want To Be (J/RMG)
  - CHRISTINA MILIAN FIJOE BUDDEN Whatever U Want (Island/IDJMG)
  - J-KWON You & Me (So So Def/Zomba)
  - JOSS STONE You Had Me (S-Curve/EMC)
  - THREE DAYS GRACE Just Like You (Live/Zomba)
- CHR/POP begins on Page 25.

**AC**

LW	TW	ARTIST	SON	Label
4	1	LOS LONELY BOYS	Heaven (Or/Epic)	
1	2	FIVE FOR FIGHTING	100 Years (Arista/Columbia)	
2	3	MARTINA MCBRIDE	This One's For The Girls (RCA)	
3	4	DIDD	White Flag (Arista/RMG)	
5	5	MAROON 5	This Love (Octone/J/RMG)	
6	6	SHERYL CROW	The First Cut Is The Deepest (A&M/Interscope)	
7	7	MICHAEL MCDONALD	Ain't No Mountain High Enough (Motown)	
8	8	KIMBERLEY LOCKE	8th Wonder (Curb)	
9	9	SEAL	Love's Divine (Warner Bros.)	
12	10	KEITH URBAN	You'll Think Of Me (Capitol)	
10	11	MERCYME	Here With Me (INO/Curb)	
11	12	JOSH GROBAN	You Raise Me Up (143/Reprise)	
14	13	3 DOORS DOWN	Here Without You (Republic/Universal)	
13	14	LIONEL RICHIE	Just For You (Island/IDJMG)	
16	15	JOSH GROBAN	Remember When It Rained (143/Reprise)	
15	16	LEANN RIMES	f/RONAN KEATING Last Thing On My Mind (Curb)	
22	17	ELTON JOHN	Answer In The Sky (Universal)	
17	18	CHERIE	Older Than My Years (Lava)	
26	19	MARTINA MCBRIDE	In My Daughter's Eyes (RCA)	
18	20	ALICIA KEYS	If I Ain't Got You (J/RMG)	
19	21	HOBBASTANK	The Reason (Island/IDJMG)	
23	22	HALL & GATES	I'll Be Around (U-Watch)	
29	23	PHIL COLLINS	Don't Let Him Steal Your Heart Away (Atlantic)	
21	24	SEALS & CROFTS	Summer Breeze '04 (Warner Bros.)	
20	25	JEFF TIMMONS	Whisper That Way (SLG/Rising Phoenix)	
24	26	CLAY AIKEN	I Will Carry You (RCA/RMG)	
28	27	COUNTING CROWS	Accidentally In Love (DreamWorks/Geffen)	
27	28	NEWSONG	f/INATLIE GRANT When God Made You (Reunion)	
25	29	CELINE DION	You And I (Epic)	
-	30	KELLY CLARKSON	Breakaway (Hollywood)	

**#1 MOST ADDED**

MICHAEL MCDONALD Reach Out, I'll Be There (Motown/Universal)

**#1 MOST INCREASED PLAYS**  
MARTINA MCBRIDE In My Daughter's Eyes (RCA)

**TOP 5 NEW & ACTIVE**

- SEAL Get It Together (Warner Bros.)
  - KATRINA CARLSON Drive (Kataphonic)
  - BRUCE HORNSBY Bonnie Be Some Changes Made (Columbia)
  - CHRISTINE MCIVIE Friend (Koch)
  - DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)
- AC begins on Page 67.

**CHR/RHYTHMIC**

LW	TW	ARTIST	SON	Label
2	1	CIARA	f/PETEY PABLO Goodies (LaFace/Zomba)	
1	2	TERROR SQUAD	Lean Back (Universal)	
4	3	NELLY	My Place (DerrtyFo' Reel/Universal)	
3	4	LIL' FLIP	Sunshine (Sucka Free/Loud/Columbia)	
8	5	USHER	f/ALICIA KEYS My Boo (LaFace/Zomba)	
6	6	AKON	f/STYLES F. Locked Up (SRC/Universal)	
5	7	LL COOL J	Headsprung (Def Jam/IDJMG)	
7	8	CHRISTINA MILIAN	Dip It Low (Island/IDJMG)	
9	9	JUVENILE	Slow Motion (Cash Money/Universal)	
11	10	JADAKISS	f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	
10	11	KEVIN LYTTLE	Turn Me On (Atlantic)	
12	12	HOUSTON FICHINGY & NATE DOGG	I Like That (Capitol)	
13	13	J-KWON	You & Me (So So Def/Zomba)	
20	14	TRICK DADDY	Let's Go (Slip-N-Slide/Atlantic)	
16	15	MASE	Breathe, Stretch, Shake (Bad Boy/Universal)	
19	16	ALICIA KEYS	f/TONY, TONI, TONE & JERMAINE PAUL Diary (J/RMG)	
41	17	DESTINY'S CHILD	Lose My Breath (Columbia)	
15	18	T.I.	Let's Get Away (Grand Hustle/Atlantic)	
17	19	NINA SKY	Move Ya Body (Next Plateau/Universal)	
18	20	HOBBASTANK	Confessions Part 2 (LaFace/Zomba)	
14	21	LLOYD	f/ASHANTI Southside (Murder Inc./Def Jam/IDJMG)	
27	22	M.O.R.E.	f/NINA SKY & DADDY YANKEE Oye Mi Canto (Def Jam/IDJMG)	
21	23	LIL SCRAPPY	No Problem (BME/Reprise)	
32	24	CHINGY	Bella Baby (DTP/Capitol)	
37	25	LL COOL J	Hush (Def Jam/IDJMG)	
23	26	213	Groupie Luv (TVT)	
28	27	SHAWNNA	f/LUDACRIS Shake That Sh*t (DTP/Def Jam/IDJMG)	
22	28	MONICA	U Should've Known Better (J/RMG)	
24	29	LLOYD BANKS	I'm So Fly (Interscope)	
34	30	FABOLOUS	Breathe (Atlantic)	

**#1 MOST ADDED**

TWISTA FIR. KELLY So Sexy Chapter II (Never Like This) (Atlantic)

**#1 MOST INCREASED PLAYS**  
DESTINY'S CHILD Lose My Breath (Columbia)

**TOP 5 NEW & ACTIVE**

- LLOYD Hey Young Girl (Murder Inc./Def Jam/IDJMG)
  - MOBB DEEP Real Gangstaz (Violator/Zomba)
  - LIL' WAYNE G3 DJ (Cash Money/Universal)
  - PITBULL Dammit Man (TVT)
  - I-20 FILUDACRIS Break Bread (DTP/Capitol)
- CHR/RHYTHMIC begins on Page 52.

**HOT AC**

LW	TW	ARTIST	SON	Label
2	1	MAROON 5	She Will Be Loved (Octone/J/RMG)	
1	2	HOBBASTANK	The Reason (Island/IDJMG)	
3	3	LOS LONELY BOYS	Heaven (Or/Epic)	
5	4	FINGER ELEVEN	One Thing (Wind-up)	
4	5	COUNTING CROWS	Accidentally In Love (DreamWorks/Geffen)	
7	6	ASHLEE SIMPSON	Pieces Of Me (Geffen)	
6	7	MAROON 5	This Love (Octone/J/RMG)	
11	8	AVRIL LAVIGNE	My Happy Ending (Arista/RMG)	
8	9	3 DOORS DOWN	Away From The Sun (Republic/Universal)	
9	10	GAVIN DEGRAW	I Don't Want To Be (J/RMG)	
10	11	SWITCHFOOT	Meant To Live (Red Ink/Columbia)	
12	12	NICKELBACK	Feel'n' Way Too Damn Good (Roadrunner/IDJMG)	
17	13	JOHN MAYER	Daughters (Arista/Columbia)	
16	14	BOWLING FOR SOUP	1985 (Silvertone/Jive/Zomba)	
13	15	NICKELBACK	Someday (Roadrunner/IDJMG)	
15	16	SARAH MCLACHLAN	World On Fire (Arista/RMG)	
19	17	RYAN CABRERA	On The Way Down (E.V.L.A./Atlantic)	
22	18	SEETHER	f/AMY LEE Broken (Wind-up)	
22	19	KELLY CLARKSON	Breakaway (Hollywood)	
18	20	TRAIN	Ordinary (Columbia)	
21	21	AVION	Seven Days Without You (Columbia)	
23	22	FIVE FOR FIGHTING	The Devil In The Wishing Well... (Aware/Columbia)	
28	23	DURAN DURAN	(Reach Up For The) Sunrise (Epic)	
25	24	ALANIS MORISSETTE	Eight Easy Steps (Maverick/Reprise)	
27	25	KILLERS	Somebody Told Me (Island/IDJMG)	
34	26	LENNY KRAVITZ	Lady (Virgin)	
29	27	HOWIE DAY	Collide (Epic)	
24	28	RICHARD MARX	When You're Gone (Manhattan/EMC)	
35	29	VANESSA CARLTON	White Houses (A&M/Interscope)	
38	30	DIDD	Sand In My Shoes (Arista/RMG)	

**#1 MOST ADDED**

CALLING Anything (RCA/RMG)

**#1 MOST INCREASED PLAYS**  
JOHN MAYER Daughters (Arista/Columbia)

**TOP NEW & ACTIVE**

- MERCYME Here With Me (INO/Curb)
  - JOHN MELLENCAMP Walk Tall (Island/IDJMG)
  - KEANE Somewhere Only We Know (Interscope)
  - CALLING Anything (RCA/RMG)
- AC begins on Page 67.

**URBAN**

LW	TW	ARTIST	SON	Label
2	1	CIARA	f/PETEY PABLO Goodies (LaFace/Zomba)	
1	2	TERROR SQUAD	Lean Back (Universal)	
3	3	JADAKISS	f/ANTHONY HAMILTON Why (Ruff Ryders/Interscope)	
4	4	NELLY	My Place (DerrtyFo' Reel/Universal)	
5	5	ALICIA KEYS	f/TONY, TONI, TONE & JERMAINE PAUL Diary (J/RMG)	
10	6	USHER	f/ALICIA KEYS My Boo (LaFace/Zomba)	
8	7	AKON	f/STYLES P. Locked Up (SRC/Universal)	
9	8	LIL SCRAPPY	No Problem (BME/Reprise)	
7	9	LL COOL J	Headsprung (Def Jam/IDJMG)	
6	10	LIL' FLIP	Sunshine (Sucka Free/Loud/Columbia)	
12	11	ANTHONY HAMILTON	Charlene (So So Def/Zomba)	
14	12	MASE	Breathe, Stretch, Shake (Bad Boy/Universal)	
11	13	TWISTA	f/R. KELLY So Sexy (Atlantic)	
17	14	JUVENILE	f/WACKO & SKIP Noia Clap (Rap-A-Lot/Asylum)	
13	15	KANYE WEST	Jesus Walks (Roc-A-Fella/IDJMG)	
18	16	NELLY	Flap Your Wings (DerrtyFo' Reel/Universal)	
29	17	LIL' WAYNE	Go DJ (Cash Money/Universal)	
15	18	JUVENILE	Slow Motion (Cash Money/Universal)	
16	19	T.I.	Let's Get Away (Grand Hustle/Atlantic)	
22	20	LLOYD BANKS	I'm So Fly (Interscope)	
21	21	GUERILLA BLACK	f/BENIEE MANN Compton (Virgin)	
26	22	DEM FRANCHISE	BOYZ White Teez (Universal)	
32	23	LL COOL J	Hush (Def Jam/IDJMG)	
20	24	YOUNG BUCK	Let Me In (Interscope)	
24	25	CRIME BOB	Knock If You Buck (BME/Warner Bros./Reprise)	
-	26	DESTINY'S CHILD	Lose My Breath (Columbia)	
28	27	BODY HEADBANGERS	f/YOUNGBLOODZ 1 Smoke, 1 Drink (Universal)	
23	28	CHRISTINA MILIAN	Dip It Low (Island/IDJMG)	
37	29	FABOLOUS	Breathe (Atlantic)	
25	30	BRANDY	Who Is She 2 U (Atlantic)	

**#1 MOST ADDED**

R. KELLY Red Carpet (Live/Zomba)

**#1 MOST INCREASED PLAYS**  
DESTINY'S CHILD Lose My Breath (Columbia)

**TOP 5 NEW & ACTIVE**

- I-20 FILUDACRIS Break Bread (DTP/Capitol)
  - M2U Issues (Virgin)
  - RUPEE Tempted To Touch (Atlantic)
  - R. KELLY Red Carpet (Live/Zomba)
  - 213 Groupie Luv (TVT)
- URBAN begins on Page 55.

**ROCK**

LW	TW	ARTIST	SON	Label
1	1	THREE DAYS GRACE	Just Like You (Live/Zomba)	
2	2	VELVET REVOLVER	Fall To Pieces (RCA/RMG)	
2	3	ALTER BRIDGE	Open Your Eyes (Wind-up)	
5	4	VELVET REVOLVER	Slither (RCA/RMG)	
4	5	SHINEDOWN	Simple Man (Atlantic)	
6	6	LINKIN PARK	Breaking The Habit (Warner Bros.)	
9	7	CROSSFADE	Cold (Columbia)	
10	8	BREAKING BENJAMIN	So Cold (Hollywood)	
12	9	GODSMACK	f/DROPBOX Touche (Republic/Universal)	
15	10	PAPA ROACH	Getting Away With Murder (Geffen)	
8	11	NICKELBACK	Feel'n' Way Too Damn Good (Roadrunner/IDJMG)	
16	12	KENNY WAYNE SHEPHERD	Alive (Reprise)	
7	13	JET	Roller D.J. (Atlantic)	
17	14	SILVERTIDE	Ain't Comin' Home (J/RMG)	
14	15	GREEN DAY	American Idiot (Reprise)	
18	16	CHEVELLE	Vitamin R (Leading Us Along) (Epic)	
11	17	SALIVA	Survival Of The Sickest (Island/IDJMG)	
19	18	SLIPKNOT	Duality (Roadrunner/IDJMG)	
26	19	NICKELBACK	Because Of You (Roadrunner/IDJMG)	
23	20	FUTURE LEADERS OF THE WORLD	Let Me Out (Epic)	
24	21	A PERFECT CIRCLE	Blue (Virgin)	
21	22	TESLA	Words Can't Explain (Sanctuary/SRG)	
25	23	KORN	Word Up (Epic)	
22	24	VAN HALEN	Up For Breakfast (Warner Bros.)	
29	25	LOSTPROPHETS	Wake Up (Make A Move) (Columbia)	
27	26	OROWNING POOL	Love And War (Wind-up)	
28	27	MEGADETH	The Dead Enough (Sanctuary/SRG)	
-	28	SWITCHFOOT	Meant To Live (Red Ink/Columbia)	
-	29	PUDDLE OF MUDD	Spin You Around (Geffen)	
30	30	THORNLEY	Easy Comes (Roadrunner/IDJMG)	

**#1 MOST ADDED**

COLLECTIVE SOUL Counting The Days (E! Music Group)

**#1 MOST INCREASED PLAYS**  
NICKELBACK Because Of You (Roadrunner/IDJMG)

**TOP 5 NEW & ACTIVE**

- PILLAR Bring Me Down (Flicker/EMI CMG/Virgin)
  - COLLECTIVE SOUL Counting The Days (E! Music Group)
  - DAMAGEPLAN Pride (Elektra/Atlantic)
  - HELMET See You Dead (Interscope)
  - MARILYN MANSON Personal Jesus (Nothing/Interscope)
- ROCK begins on Page 77.

**URBAN AC**

LW	TW	ARTIST	SON	RECORD LABEL
1	1	PRINCE	Call My Name	Columbia
2	2	ALICIA KEYS / TONY, TONI, TONE & JERMAINE PAUL	Diary	J/RMG
3	3	ANITA BAKER	You're My Everything	Blue Note/EMC
4	4	LUTHER VANDROSS	Think About You	J/RMG
5	5	TEENA MARIE	Still In Love	Cash Money/Universal
7	6	JILL SCOTT	Golden	Hidden Beach/Epic
6	7	BRIAN MCKNIGHT	What We Do Here	Motown
8	8	R. KELLY	U Saved Me	Jive/Zomba
9	9	ALICIA KEYS	If I Ain't Got You	J/RMG
13	10	PATTI LABELLE & RONALD ISLEY	Gotta Go Solo	Def Soul/IDJMG
10	11	R. KELLY	Happy People	Jive/Zomba
11	12	KEM	Love Calls	Motown/Universal
12	13	BOYZ II MEN	What You Won't Do For Love	MSM/Koch
14	14	PATTI LABELLE	New Day	Def Soul/IDJMG
15	15	TAMYRA GRAY	Raindrops Will Fall	19/SoBe
16	16	BONEY JAMES	(B)I.L.A. Better With Time	Warner Bros.
18	17	T. MARIE / G. LEVERT	A Rose By Any Other Name	Cash Money/Universal
17	18	VAN HUNT	Down Here In Hell	(With You) Capitol
20	19	ANGIE STONE	U-Haul	J/RMG
22	20	NORMAN BROWN	I Might	Warner Bros.
26	21	NELLY	My Place	(Derry) Fo' Real/Universal
24	22	LALAH HATHAWAY	Forever, For Always, For Love	GRP/VMG
21	23	AMEL LARRIEUX	For Real	(Biss) Life
23	24	LASHELL GRIFFIN	Free	(Epic)
25	25	TAMIA	Still	(Atlantic)
27	26	FANTASIA	I Believe	J/RMG
—	27	JOSS STONE	Spoiled	(S-Curve) EMC
—	28	THEO	Chemistry	(TWP)
—	29	INCOGNITO	True To Myself	(Narada)
—	30	JEFF MAJORS	Pray	(Music One)

**#1 MOST ADDED**

O'JAYS Make Up (Sanctuary/SRG)

**#1 MOST INCREASED PLAYS**

PATTI LABELLE & RONALD ISLEY Gotta Go Solo (Def Soul/IDJMG)

**TOP 5 NEW & ACTIVE**

- RAPHAEL SAADIQ Rille Love (Pookle/Navarre)
- URBAN MYSTIC Where Were You? (SoBe)
- USHER FALICIA KEYS My Boo (LaFace/Zomba)
- ST. GEORGE Let's Get Together (Uniqy)
- O'JAYS Make Up (Sanctuary/SRG)

URBAN begins on Page 55.

**ACTIVE ROCK**

LW	TW	ARTIST	SON	RECORD LABEL
1	1	BREAKING BENJAMIN	So Cold	(Hollywood)
4	2	PAPA ROACH	Getting Away With Murder	(Geffen)
2	3	LINKIN PARK	Breaking The Habit	(Warner Bros.)
7	4	VELVET REVOLVER	Fall To Pieces	(RCA/ARMG)
3	5	THREE DAYS GRACE	Just Like You	(Jive/Zomba)
6	6	ALTER BRIDGE	Open Your Eyes	(Wind-up)
8	7	CROSSFADE	Cold	(Columbia)
5	8	SALIVA	Survival Of The Sickest	(Island/IDJMG)
9	9	CHEVELLE	Vitamin R	(Leading Us Along) (Epic)
11	10	FUTURE LEADERS OF THE WORLD	Let Me Out	(Epic)
14	11	GODSMACK	(D)ROPOX Touche	(Republic/Universal)
13	12	GREEN DAY	American Idiot	(Reprise)
10	13	SLIPKNOT	Duality	(Roadrunner/IDJMG)
15	14	LOSTPROPHETS	Wake Up (Make A Move)	(Columbia)
18	15	KORN	Ward Up	(Epic)
16	16	VELVET REVOLVER	Slither	(RCA/ARMG)
12	17	SHINEDOWN	Simple Man	(Atlantic)
17	18	A PERFECT CIRCLE	Blue	(Virgin)
19	19	SILVERTIDE	Ain't Comin' Home	(J/RMG)
20	20	NONPOINT	The Truth	(Lava)
21	21	KENNY WAYNE SHEPHERD	Alive	(Reprise)
22	22	SKINDRED	Nobody	(Lava)
24	23	NICKELBACK	Because Of You	(Roadrunner/IDJMG)
27	24	DROWNING POOL	Love And War	(Wind-up)
24	25	PILLAR	Bring Me Down	(Flicker/EMI CMG/Virgin)
29	26	MARILYN MANSON	Personal Jesus	(Nothing/Interscope)
26	27	THORNLEY	Easy Comes	(Roadrunner/IDJMG)
28	28	DAMAGEPLAN	Pride	(Elektra/Anti/Atlantic)
22	29	HELMET	See You Dead	(Interscope)
30	30	MEGADETH	Die Dead Enough	(Sanctuary/SRG)

**#1 MOST ADDED**

COLLECTIVE SOUL Counting The Days (E! Music Group)

**#1 MOST INCREASED PLAYS**

NICKELBACK Because Of You (Roadrunner/IDJMG)

**TOP 5 NEW & ACTIVE**

- SKILLET Open Wounds (Ardent/Lava)
- SUBMERSED Hollow (Wind-up)
- RAMMSTEIN Amerika (Republic/Universal)
- LETTER KILLS Don't Believe (Island/IDJMG)
- LAMB OF GOD Laid To Rest (Prosthetic/Epic)

ROCK begins on Page 77.

**COUNTRY**

LW	TW	ARTIST	SON	RECORD LABEL
1	1	KEITH URBAN	Days Go By	(Capitol)
2	2	TIM MCGRAW	Live Like You Were Dying	(Curb)
4	3	SARA EVANS	Suds In The Bucket	(RCA)
5	4	GRETCHEN WILSDON	Here For The Party	(Epic)
7	5	GEORGE STRAIT	I Hate Everything	(MCA)
6	6	ANDY GRIGGS	She Thinks She Needs Me	(RCA)
8	7	ALAN JACKSON	Too Much Of A Good Thing Is A Good Thing	(Arista)
9	8	TOBY KEITH	Stays In Mexico	(DreamWorks)
3	9	FERRI CLARK	Girls Lie Too	(Mercury)
11	10	BROOKS & DUNN	That's What It's All About	(Arista)
10	11	PHIL VASSAR	In A Real Love	(Arista)
12	12	RASCAL FLATTS	Feels Like Today	(Lyric Street)
13	13	JOE NICHOLS	If Nobody Believed In You	(Universal South)
14	14	GARY ALLAN	Nothing On But The Radio	(MCA)
15	15	LONESTAR	Mr. Mom	(BNA)
16	16	TRACE ADKINS	Rough & Ready	(Capitol)
18	17	DIERKS BENTLEY	How Am I Doin'	(Capitol)
19	18	JIMMY WAYNE	You Are	(DreamWorks)
20	19	KENNY CHESNEY	The Woman With You	(BNA)
17	20	JULIE ROBERTS	Break Down Here	(Mercury)
21	21	SHEDAISI	Come Home Soon	(Lyric Street)
23	22	BLAKE SHELTON	Some Beach	(Warner Bros.)
22	23	DARRYL WORLEY	Awful, Beautiful Life	(DreamWorks)
27	24	SHANIA TWAIN	WJ Billy Currington Party For Two	(Mercury)
24	25	BLUE COUNTY	That's Cool	(Asylum/Curb)
25	26	MONTGOMERY GENTRY	You Do Your Thing	(Columbia)
28	27	TRICK PONY	The Bride	(Asylum/Curb)
29	28	STEVE HOLY	Put Your Best Dress On	(Curb)
35	29	REBA MCENTIRE	He Gets That From Me	(MCA)
32	30	J. BUFFETT / M. MCBRIDE	Trip Around The Sun	(RCA/Motown)

**#1 MOST ADDED**

BIG & RICH Holy Water (Warner Bros.)

**#1 MOST INCREASED PLAYS**

KENNY CHESNEY The Woman With You (BNA)

**TOP 5 NEW & ACTIVE**

- OSTY DRAKE I Am The Working Man (Warner Bros.)
- CAROLINA RAIN I Ain't Scared (Equity Music Group)
- JESSI ALEXANDER Make Me Stay Or Make Me Go (Columbia)
- BIG & RICH Holy Water (Warner Bros.)
- WARREN BROTHERS Sell A Lot Of Beer (429)

COUNTRY begins on Page 60.

**ALTERNATIVE**

LW	TW	ARTIST	SON	RECORD LABEL
1	1	GREEN DAY	American Idiot	(Reprise)
2	2	LINKIN PARK	Breaking The Habit	(Warner Bros.)
4	3	BREAKING BENJAMIN	So Cold	(Hollywood)
3	4	KILLERS	Somebody Told Me	(Island/IDJMG)
5	5	THREE DAYS GRACE	Just Like You	(Jive/Zomba)
6	6	CHEVELLE	Vitamin R	(Leading Us Along) (Epic)
12	7	JIMMY EAT WORLD	Pain	(Interscope)
11	8	VELVET REVOLVER	Fall To Pieces	(RCA/ARMG)
10	9	PAPA ROACH	Getting Away With Murder	(Geffen)
9	10	LOSTPROPHETS	Wake Up (Make A Move)	(Columbia)
7	11	SLIPKNOT	Duality	(Roadrunner/IDJMG)
8	12	FRANZ FERDINAND	Take Me Out	(Domino/Epic)
15	13	CROSSFADE	Cold	(Columbia)
17	14	COHEAD AND CAMBRIA	A Favor House Atlantic	(Columbia)
14	15	HOBBASTANK	Same Direction	(Island/IDJMG)
13	16	BEASTIE BOYS	Triple Trouble	(Capitol)
18	17	MODEST MOUSE	Float On	(Epic)
20	18	TAKING BACK SUNDAY	A Decade Under The Influence	(Victory)
19	19	YELLOWCARD	Only One	(Capitol)
16	20	DASHBOARD CONFSSIONAL	Vindicated	(Vagrant/Interscope)
22	21	A PERFECT CIRCLE	Blue	(Virgin)
24	22	SNOW PATROL	Run	(A&M/Interscope)
26	23	USED	Take It Away	(Reprise)
27	24	MODEST MOUSE	Ocean Breathes Salty	(Epic)
29	25	SUM 41	We're All To Blame	(Island/IDJMG)
25	26	KORN	Ward Up	(Epic)
23	27	ALTER BRIDGE	Open Your Eyes	(Wind-up)
28	28	CAKE	No Phone	(Columbia)
30	29	SKINDRED	Nobody	(Lava)
31	30	FUTURE LEADERS OF THE WORLD	Let Me Out	(Epic)

**#1 MOST ADDED**

HIVES Two Timing Touch And Broken Bones (Interscope)

**#1 MOST INCREASED PLAYS**

JIMMY EAT WORLD Pain (Interscope)

**TOP 5 NEW & ACTIVE**

- KEANE Somewhere Only We Know (Interscope)
- KILLERS Mr. Brightside (Island/IDJMG)
- RIDDLIN' KIOS Stop The World (Arista/Columbia)
- NICKELBACK Because Of You (Roadrunner/IDJMG)
- NONPOINT The Truth (Lava)

ALTERNATIVE begins on Page 81.

**SMOOTH JAZZ**

LW	TW	ARTIST	SON	RECORD LABEL
1	1	GEORGE BENSON	Softly, As In A Morning Sunrise	(GRP/VMG)
2	2	BENSON JAMES	Here She Comes	(Warner Bros.)
3	3	GERALD ALBRIGHT	To The Max	(GRP/VMG)
4	4	MICHAEL LINGTON	Show Me	(Rendezvous)
5	5	MARC ANTOINE	Mediterranean	(Rendezvous)
8	6	WAYMAN TISDALE	Ain't No Stoppin' Us Now	(Rendezvous)
6	7	DAVE KOZ	AI I See Is You	(Capitol)
7	8	ANITA BAKER	You're My Everything	(Blue Note/EMC)
13	9	RICHARD ELLIOT	Your Secret Love	(GRP/VMG)
10	10	CHRIS BOTTI	Back Into My Heart	(Columbia)
12	11	SEAL	Love's Divine	(Warner Bros.)
11	12	PAUL TAYLOR	Steppin' Out	(Peak)
9	13	JOYCE COOLING	Expression	(Narada)
14	14	PAUL JACKSON, JR.	Walkin'	(Blue Note/EMC)
17	15	TIM BOWMAN	Summer Groove	(Liquid 8)
15	16	MARION MEADOWS	Sweet Grapes	(Heads Up)
16	17	NORMAN BROWN	Up 'N' At 'Em	(Warner Bros.)
18	18	NICK COLIUNNE	It's Been Too Long	(3 Keys Music)
19	19	KIM WATERS	In Deep	(Shanachie)
22	20	SOUL BALLET	Cream	(215)
24	21	MINDI ABAIR	Come As You Are	(GRP/VMG)
20	22	RAMSEY LEWIS TRIO	The In Crowd	(Narada)
23	23	RENEE DLSTEAU	A Love That Will Last	(143/Reprise)
21	24	PATTI LABELLE	New Day	(Def Soul/IDJMG)
26	25	HALL & OATES	Love TKO	(U-Watch)
25	26	GLADYS KNIGHT / NEDDIE ALEJANDRO	Feelin' Good	(Vaccino) (Pyramid)
28	27	PETER WHITE	How Does It Feel	(Columbia)
27	28	STEVE DLIVER	Chips & Salsa	(Koch)
29	29	PIECES OF A DREAM	It's Go Time	(Heads Up)
30	30	CRAIG CHAQUICO	Her Boyfriend's Wedding	(Narada)

**#1 MOST ADDED**

PETER WHITE How Does It Feel (Columbia)

**#1 MOST INCREASED PLAYS**

MINDI ABAIR Come As You Are (GRP/VMG)

**TOP 5 NEW & ACTIVE**

- PAUL BROWN Moment By Moment (GRP/VMG)
- THA' HOT CLUB I'm Gonna Love You Just A Little More Baby (Shanachie)
- GREG ADAMS Firefly (215)
- EVERETTE HARP Can You Hear Me (A440)
- DAVE KOZ Let It Free (Capitol)

Smooth Jazz begins on Page 74.

**TRIPLE A**

LW	TW	ARTIST	SON	RECORD LABEL
1	1	R.E.M.	Leaving New York	(Warner Bros.)
2	2	BRUCE HORNSBY	Gonna Be Some Changes Made	(Columbia)
3	3	JOHN MELLENCAMP	Walk Tall	(Island/IDJMG)
6	4	JAMIE CULLUM	All At Sea	(Verve/Universal)
4	5	FINGER ELEVEN	One Thing	(Wind-up)
10	6	JOHN FOGERTY	Deja Vu	(All Over Again) (DreamWorks/Geffen)
5	7	RACHAEL YAMAGATA	Worn Me Down	(RCA Victor)
11	8	CARBON LEAF	Life Less Ordinary	(Vanguard)
8	9	SCISSOR SISTERS	Take Your Mama	(Universal)
9	10	NORAH JONES	What Am I To You?	(Blue Note/EMC)
16	11	CROSBY & NASH	Lay Me Down	(Sanctuary/SRG)
7	12	FINN BROTHERS	Won't Give In	(Nettwerk)
13	13	MINDY SMITH	Come To Jesus	(Vanguard)
30	14	MARK KNOPFLER	Boom, Like That	(Warner Bros.)
18	15	OZOMATLI	(Who Discovered) America?	(Concord)
19	16	SNOW PATROL	Run	(A&M/Interscope)
15	17	BODEANS	If It Makes You	(Zoe/Rounder)
12	18	MARDON 5	She Will Be Loved	(Ditone/J/RMG)
20	19	KEANE	Somewhere Only We Know	(Interscope)
21	20	CAKE	No Phone	(Columbia)
23	21	THRILLS	Not For All The Love In The World	(Virgin)
17	22	MODEST MOUSE	Float On	(Epic)
22	23	CHRISTINE MCVIE	Friend (Koch)	
—	24	ELVIS COSTELLO	Monkey To Man	(Lost Highway)
26	25	SARAH MC LACHLAN	World On Fire	(Arista/RMG)
—	26	STEVE EARLE	The Revolution Starts Now	(E-Squared/Artemis)
24	27	311	Love Song	(Volcano/Zomba)
29	28	CHARLIE MARS	Gather The Horses	(V2)
—	29	RAYLAMONTAGNE	Trouble	(RCA/ARMG)
—	30	K.D. LANG	Helpless	(Nonesuch)

**#1 MOST ADDED**

ROBBIE ROBERTSON Shine Your Light (Hollywood)

**#1 MOST INCREASED PLAYS**

MARK KNOPFLER Boom, Like That (Warner Bros.)

**TOP 5 NEW & ACTIVE**

- LOW MILLIONS Eleanor (Manhattan/EMC)
- NEVILLE BROTHERS Ball Of Confusion (Back Porch/Narada)
- WILCO I'm A Wheel (Nonesuch)
- HOWIE DAY Collide (Epic)
- FRANZ FERDINAND Take Me Out (Domino/Epic)

TRIPLE A begins on Page 96.

# Publisher's Profile

By Erica Farber



## CAMERON STRANG

Founder/President, New West Records

**N**ew West Records, one of today's thriving independent record labels, can best be described as artist-friendly with a straightforward approach to selling records. Its founder and President, Cameron Strang, places an emphasis on quality music while providing a creative environment for artists. The label's unique roster includes such artists as Delbert McCClinton, Tim Easton, Drive-By Truckers and The Flatlanders.

**Getting into the business:** "I was a lawyer in Vancouver, British Columbia. I worked at a small litigation firm but loved music. I did a little bit of legal work for bands. One day I decided to start a record company. I was walking down the street in St. Paul, MN with a friend of mine who was a recording engineer. He had a partner who had started a record company that was very successful. I thought that would be a great job. Originally, it was just me in my apartment. That was in 1996. At that point I was living in St. Paul. I'd left the law firm, and I'd been working on film and commercial crews. That's where it all began."

**Founding New West Records:** "At the very beginning I started working with Kelly Deal, who had been in The Breeders. Kelly approached me for some legal advice about a contract offer she had. She knew I was thinking about starting a label. She said, 'Why not just work with me, and we'll put this record out ourselves?' If either of us had really known what that involved, we probably wouldn't have done it. I was interested in growing the label and signing other bands; Kelly was more interested in having the freedom to make her own records and do her own thing. New West was launched out of that original partnership with Kelly."

**Mission of the company:** "The mission of New West is to be a full-service independent record label that puts service and service to the artist first. That's how the company's been built, and that's what we do. We provide all the marketing, promotion and publicity; we distribute the records; we promote the careers; and we sell records. As part of that, internally, it's a place where people can make a living doing what they love: working with music."

**What he looks for in an artist:** "First and foremost, we look for an artist whose art connects in a really personal way. It has to connect with somebody here on a level that they really feel like it's worth going to bat for in a big way. Then, a lot of it is just getting to know the artist as a person. One thing we don't do is try to control the type of music or art they're going to create. The first step is to look at the record or the music the person has

made. The second step is to meet with the artist to see if it is someone who is like-minded, dedicated and committed to his or her art."

**Biggest challenge:** "There are so many moving parts and so many issues, but that's part of what we love about it. First, it's a challenge to find artists who make music that we really love and that we consider viable enough to work with. Internally, dealing with the growth we've had has been an incredible challenge. That brings so many new issues, from financing to staff to office space. Then there's keeping up with all the changes in the industry itself."

**Project he is currently working:** "We're putting out a line of DVDs from the *Austin City Limits* TV show. They're based on the original concerts done for the television show. We were really honored to be involved in it. It's one of the incredible catalogs of performances in American music. There are over 400 performances. It's phenomenal."

**State of the music industry:** "The industry as it existed from about 1985-2000 is hurting, and probably for good reason. But, in general, the music business is doing well. Losing executives who make eight-figure salaries is not necessarily a bad thing for the industry. An industry based on selling massive hit records that do 14 million copies in America can't be an artistic business. Moving away from those models is a healthy thing. It is tough to watch people who just get caught up in it all lose their jobs, but I don't think all the changes are for the worse. When you put all those songs up on Napster, 40 million to 60 million people signed up and wanted to download music. There's nothing else you can put on the Internet that will get that many people there. That's a testimony to the power of music. For people who love music and want music in their lives, the music industry is starting to be healthier."

**On Americana and roots music:** "We have a lot of artists who could be called Americana. I'm not necessarily sure that's the right label though. Until the industry itself started to put everything in genres, most of it, historically, would have been considered American rock music of some sort. Labels can be a little misleading, which makes it hard for artists to move in and out of genres or to make records that encompass more than one genre. Our label has a focus on organic music where people play instruments and the songs are not so much programmed or electronic music or made by one or two individuals using a lot of samples."

**The role of the independent label:** "It's become more important. There's an incredible amount of opportunity. The industry is not dominated by major labels like it once was. Prior to all the consolidation and the Wall Street money there were all kinds of indie labels. A lot of the major labels started as indie labels. To some degree, the strength of the record industry can be monitored by the strength of the independent labels that are alive and well. It's nice to see a lot of independent labels having lots of success and to see people I've worked with and have gotten to know who have always been staunchly independent doing so well with their records."

**Most influential individual:** "The guys who ran the law firm I started at, Joe Golatti and Rod Anderson. I

learned a lot from them. The thing that really stuck with me was that those guys were lawyers all day, from 7am to 6pm, working with clients and doing legal work, and, at the same time, they were running a business. That's a unique entrepreneurial skill and motivation. We do the same thing here. I have to do all the work that I would normally do as a person working at a record company, and, at the same time, I have to run the company. Also Howie Gabriel, who works at Red Distribution. He gave me my first distribution deal. I didn't know anything about the music business, and he taught me a lot."

**Career highlight:** "There's really no one event. Probably signing a lot of the artists we have on the label. Every time an artist signs with us, entrusting us with that part of their career, those are huge highlights and things to celebrate here. That's a dream come true."

**Career disappointment:** "I am often reminded of records that we passed on that went on to be huge records somewhere else, but I don't look at those as disappointments. That's something I point to when talking to artists who bring us records. Probably the hardest part of this job — which nobody told me about when I started — is that you have to say no to so many talented people all the time for so many different reasons, and not because what they're doing isn't great. There are so many records that we haven't been able to work with that have gone on to be huge, which proves that nobody really knows anything in this business. You know what you like and you know what you have time to do and what you're capable of doing, but you don't really know which artists or songwriters are going to create something fantastic in the next 10 years of their life."

**Something about his company that might surprise our readers:** "That we love all kinds of music. Sometimes people think that you're only willing to work with or are a fan of the music you're working with, that that defines what you like or who you are. The big surprise to me was how much work and energy it took to even know about all the records that I loved. I had no idea how much work and energy and infrastructure it takes to do that."

**Favorite radio format:** "We listen on the Internet to all kinds of stations. There's an AM out of Denver, Triple A stations and some college stations."

**Favorite television show:** "The Sopranos, The Wire, and I'm a big sports fan."

**Favorite artist:** "The first record I bought and the first concert I ever saw was Bob Dylan."

**Favorite movie:** "L.A. Confidential."

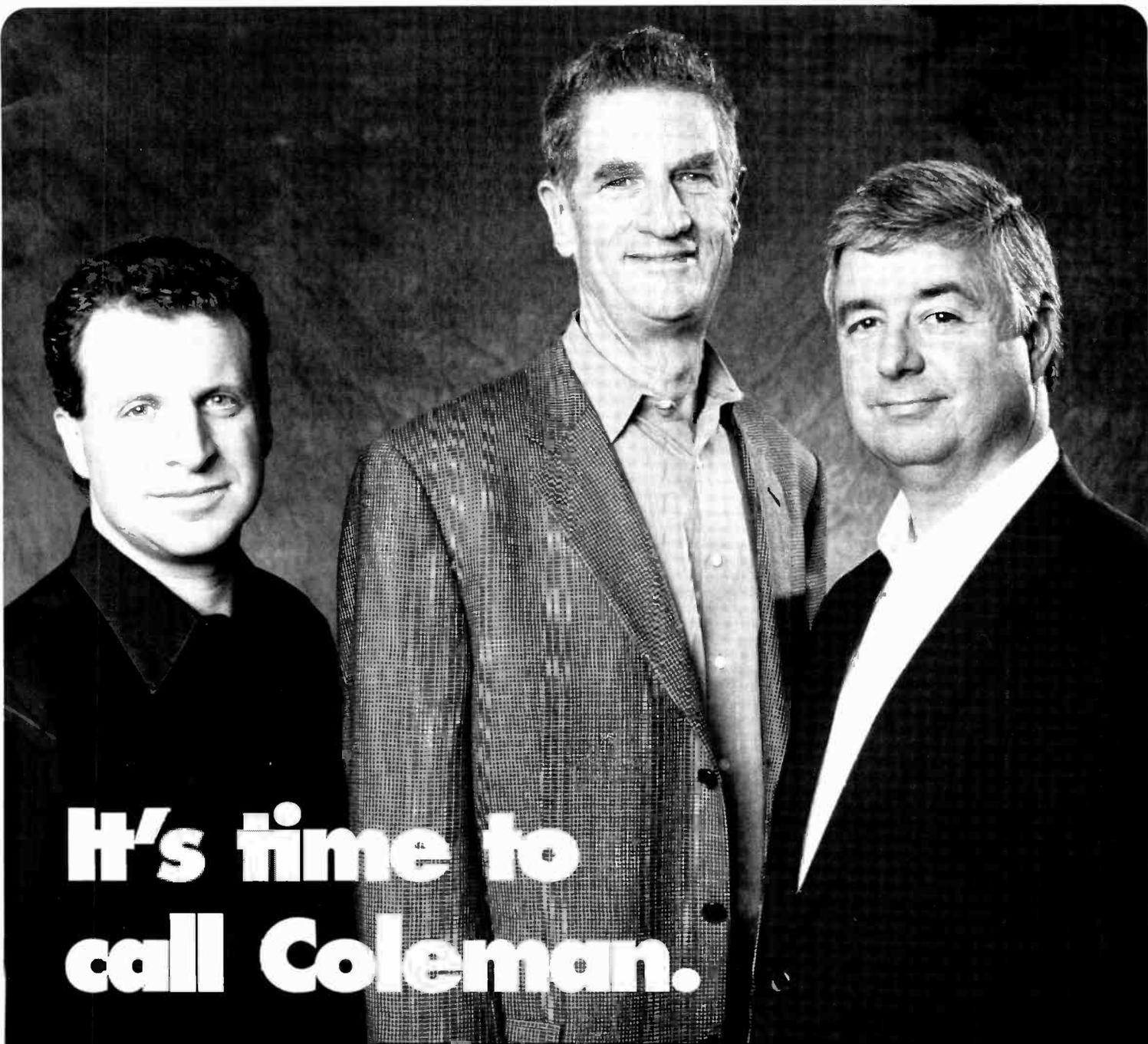
**Favorite book:** "Papillon."

**Favorite restaurant:** "Tojo's Sushi, Vancouver, BC."

**Beverage of choice:** "Water."

**Hobbies:** "I like any sport — tennis, golf, hockey."  
**Advice for radio:** "Be open-minded. Listen to the songs. I'd like to see them give records a chance. Let people hear them and decide."

**Advice for records:** "The hardest thing for all of us, including myself, is keeping the business part of our business in its place. Save plenty of time and energy and room for the artists and the art they create. That's a difficult thing to do."



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