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Duo's 'Moment' Of Truth At Urban

K-Di & JoJo pull off a Most Added moment this week finishing first at both Urban and Urban AC with "This Very Moment." The song is featured on the duo's forthcoming MCA album *Emotional*, as well as on the soundtrack to the movie *Deliver Us From Eva*.

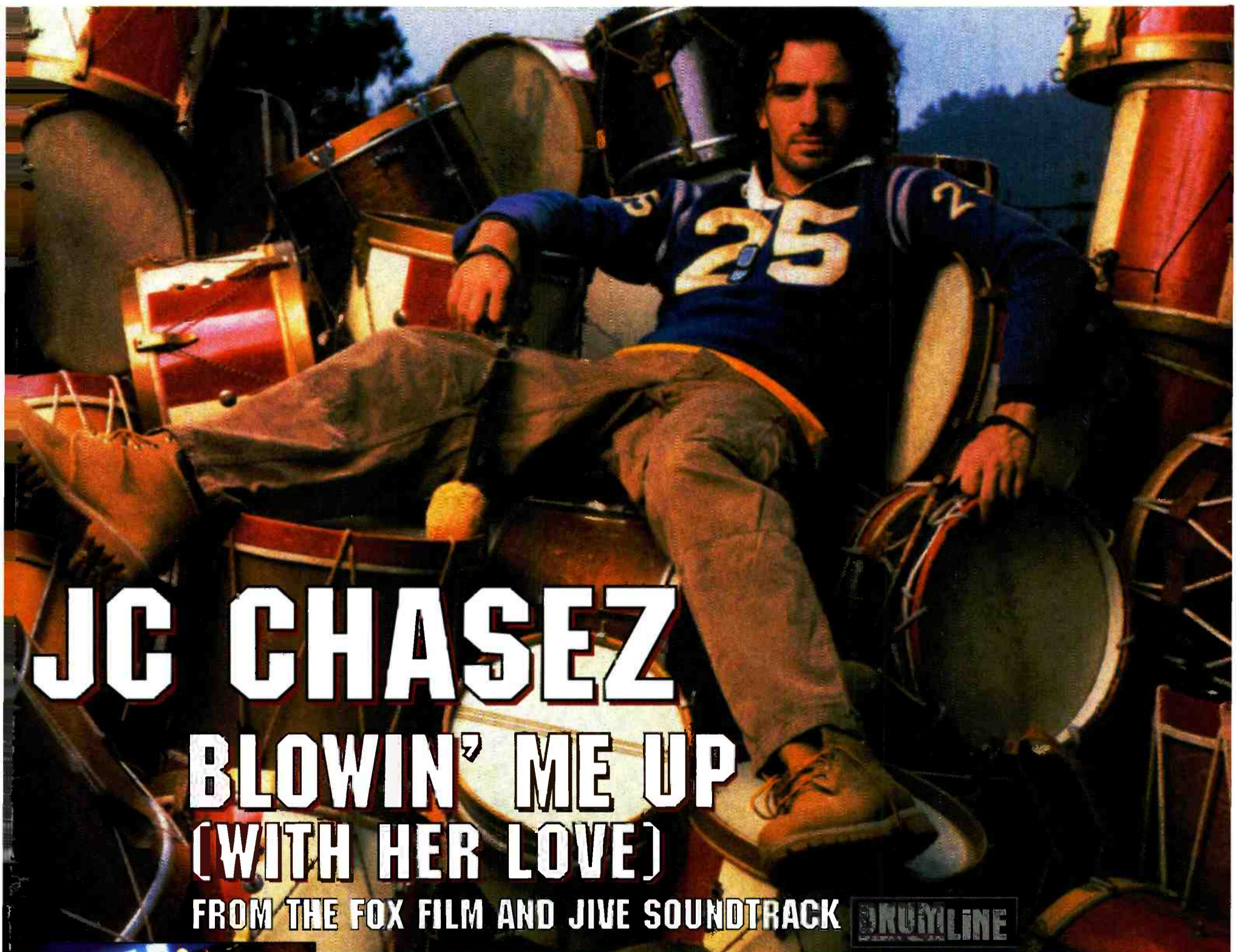


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DECEMBER 6, 2002

N/T Nominations Now Open!

Here's your chance to recognize the brightest and best in News Talk radio. Nominations are now open for R&R's News Talk Industry Achievement Awards. Fill out the ballot on Page 12 and return it promptly. Winners will be announced at F&R Talk Radio Seminar 2003.



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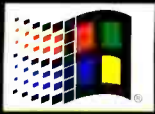


Drumline soundtrack available December 10
Motion picture opens December 13th

www.jiverecords.com
www.drumlinemovie.com

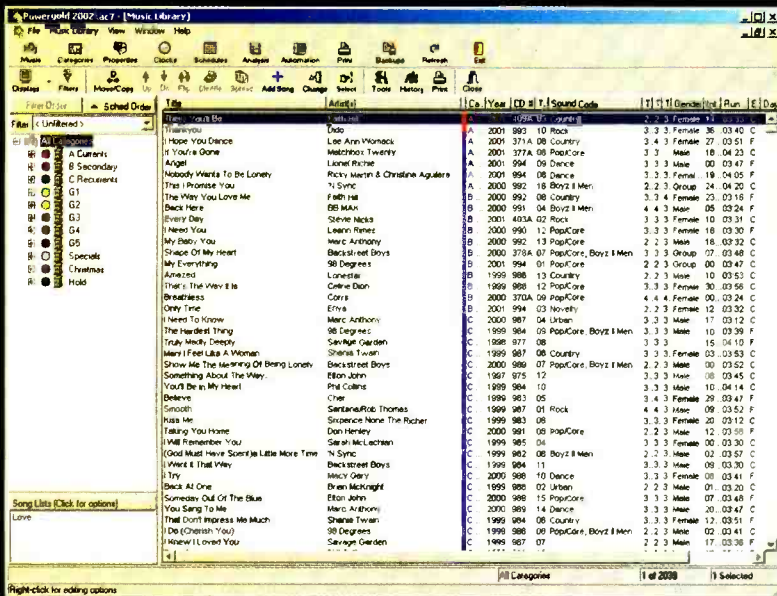


Powergold 2002



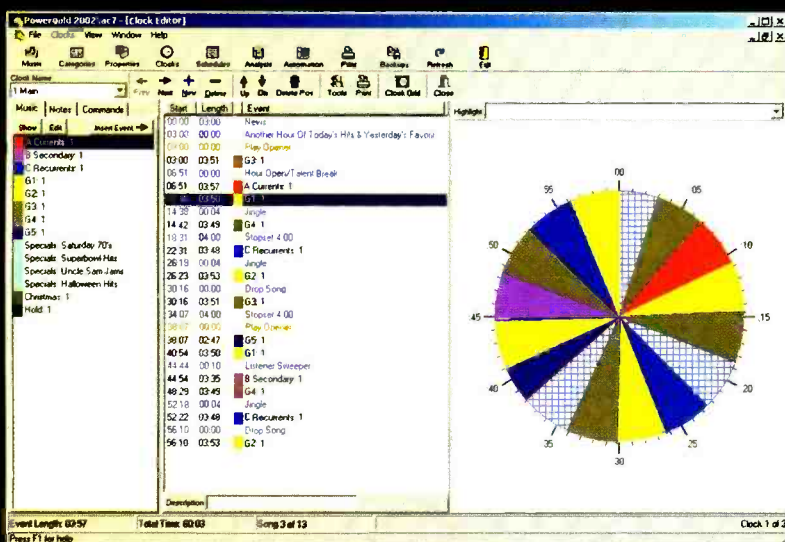
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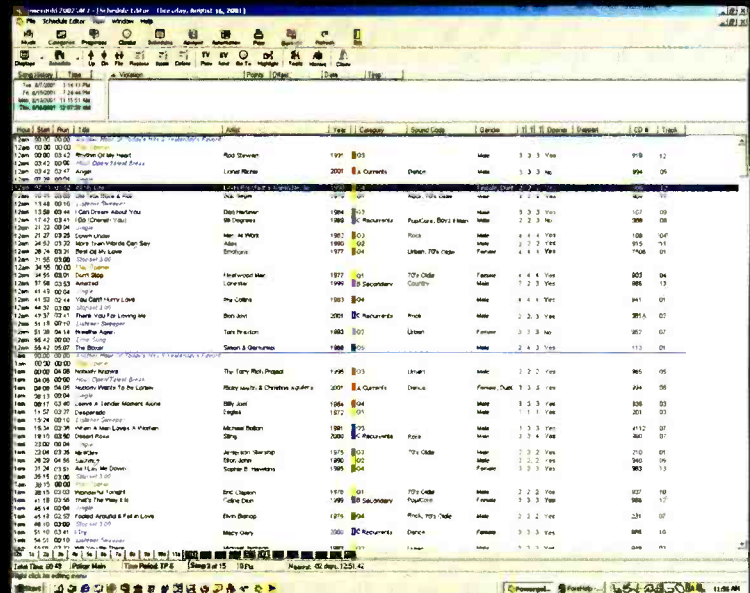
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- Unique violation point scaling ensures the best song is always chosen
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POWERGOLD® 2002 CLOCKS

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- Create a music schedule in one database and send it to others in the company. Each station then has the ability to merge user-defined portions of that schedule into their own schedule
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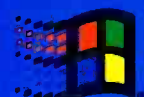
Dan Turner, Vice President,
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WHY DON'T THEY BUY?

How can you convince consumers to purchase a product they know little about? One way is to include a guarantee of its performance. Whether it's a piece of luggage, an electronic item or canned food, sales of your clients' products are likely to rise if you guarantee their quality. **Dan O'Day** has three case studies in product guarantees in **R&R's** Management, Marketing & Sales section. This week we also offer Part Two of **Dave Van Dyke's** series on employee motivation. Dave explains the differences between "extrinsic" and "intrinsic" motivation and why one of these forms is significantly more effective than the other. We also have another 60-Second Copywriter tip, and **Irwin Pollack** offers 14 ways to encourage a client to make a quicker decision.

Pages 5-6

COUNTRY PROFILER

This week **Lon Helton** showcases Interep research that highlights the high qualitative standing of Country radio listeners. In category after category, Country listeners rank even with or exceed national averages. You might be surprised at some of the numbers.

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IN THE NEWS

- Clear Channel names latest RVPPs: **Bill Minckler** for Portland, OR; **Bob Case** in Alaska and four Washington markets
- **SESAC** wins \$1.2 million in suit against Pittsburgh stations
- **Mike McGann** becomes OM of WJAS & WPPT/Pittsburgh
- **John Martin** leaves Clear Channel to form Converge Media
- **Jack Purcell** to head promotion for Audium Records

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THIS #1 WEEK

- CHR/POP**
 - **EMINEM** Lose Yourself (Shady/Interscope)
- CHR/RHYTHMIC**
 - **MISSY ELLIOTT** Work It (Gold Mind/Elektra/EEG)
- URBAN**
 - **MISSY ELLIOTT** Work It (Gold Mind/Elektra/EEG)
- URBAN AC**
 - **MUSIQ** Dontchange (Def Soul/IDJMG)
- COUNTRY**
 - **RASCAL FLATTS** These Days (Lyric Street)
- AC**
 - **FAITH HILL** Cry (Warner Bros.)
- HOT AC**
 - **SANTANA I/M. BRANCH** The Game Of Love (Arista)
- SMOOTH JAZZ**
 - **FOURPLAY** Rollin' (Bluebird/RCA Victor)
- ROCK**
 - **3 DOORS DOWN** When I'm Gone (Republic/Universal)
- ACTIVE ROCK**
 - **DISTURBED** Prayer (Reprise)
- ALTERNATIVE**
 - **FOO FIGHTERS** All My Life (Roswell/RCA)
- TRIPLE A**
 - **RED HOT CHILI PEPPERS** Zephyr Song (Warner Bros.)



October Radio Revenue Up 13%

■ **Second straight month of double-digit gains**

By **JEFF GREEN**
R&R EXECUTIVE EDITOR
jgreen@radioandrecords.com

Posting back-to-back double-digit monthly increases, radio revenue advanced 13% in October 2002 compared to the same month a year ago. Broadcasters delivered the second-best monthly improvement of the year after September's blockbuster 17% increase.

The national sector continues to show the most dramatic growth, with a 23% advance from October 2001 — the second month in a row with national gains of at least 20%. Local dollars were up a robust 10%, helping October become the eighth straight month of increases for radio revenue.

On a year-to-date basis, radio **REVENUE/See Page 19**

Infinity Shakes Up Executive Tier

■ **O'Keefe joins company as EVP/Eastern Region; Ongaro, Woods appointed regional SVPs; Pearlman, Figenshu, Bouloukos exit**

By **ADAM JACOBSON**
R&R RADIO EDITOR
ajacobson@radioandrecords.com

Infinity Broadcasting's top brass returned from the Thanksgiving holiday and shook up the company's regional management structure. On Tuesday Infinity announced that **Ken O'Keefe**, best known for his stints as President/COO of Clear Channel Radio and, before that, AMFM, has joined Infinity as Exec. VP/Eastern Region.

At the same time, two other former AMFM executives — **Brian Ongaro** and current Infinity Market Manager/Phoenix **Clancy Woods** — have been tapped as Sr. VPs for the Central and Western Regions, respectively. Sr. VPs David Pearlman, Bill Figenshu and Don Bouloukos, who previously oversaw the majority of Infinity's radio stations, are leaving the company to pursue other opportunities.

O'Keefe, Ongaro and Woods report to Infinity President/COO John Fullam, who will continue to oversee the company's radio stations in New York and Los Angeles. He said, "We are very pleased to have these three talented radio executives join us as we continue to seek to

grow the company and its share of the market. Ken, Brian and Clancy have all distinguished themselves as first-class radio operators, and I look forward to working with them and seeing their contributions. The appointments also mark a reorganization of the company's regional management to achieve a more cohesive geographic approach to running the stations."

O'Keefe most recently served as President/CEO of NewVen Partners, a private media and telecommunications investment and consulting firm. He joined the Clear Channel family in 2000, following that company's merger with AMFM, and joined AMFM following the combination of Evergreen Media and Chancellor Broadcasting.

O'Keefe served as Evergreen's Exec. VP/Operations from 1996-97 and was a founding partner of Pyramid Communications, where he served as Director/Finance & Acquisitions. Before entering the radio business O'Keefe served as a VP and division head for Boston's State Street Bank and Trust Co.



O'Keefe



Ongaro



Woods

investment and consulting firm. He joined the Clear Channel family in 2000, following that company's merger with AMFM, and joined AMFM following the combination of Evergreen Media and Chancellor Broadcasting.

INFINITY/See Page 19

Adelstein Sworn In As Fifth FCC Commissioner

By **JOE HOWARD**
R&R WASHINGTON BUREAU
jhoward@radioandrecords.com

All five seats on the FCC dais are finally full, as **Jonathan Adelstein** was sworn in on Tuesday as the newest — and fifth — FCC Commissioner.



Jonathan Adelstein (r) is joined by his wife and son as he takes the oath of office before FCC Chairman Michael Powell.

Adelstein's swearing-in ended a long process that began on Feb. 8, when President Bush announced his intention to nominate Adelstein to the post vacated by Gloria Tristani. Wrangling between Sens. Tom Daschle — for whom Adelstein was an aide — and Sens. Trent Lott and John McCain over a variety of other nominations kept Adelstein in limbo. But an impasse in the battles led to a July Senate hearing on his candidacy, and he was approved by the Senate on Nov. 14.

ADELSTEIN/See Page 19



Hey, Ozzy ... Don't Have A Cow, Man!

"The Prince of F%&king Darkness," **Ozzy Osbourne** (l), showed his wrath during an interview last month with **WKQX/Chicago** and nationally syndicated morning man **Mancow Muller**. Ozzy discussed the new season of MTV's hit show *The Osbournes*, which debuted last week and will feature wife **Sharon Osbourne's** battle against colon cancer, more sibling rivalry between son **Jack** and daughter **Kelly** and an episode in which 600 viewers will join Ozzy and Sharon as they renew their wedding vows.

MCA Expands, Realigns Promo Dept.

■ **Greater emphasis on Crossover, Alt., Urban**

By **FRANK CORREIA**
R&R MUSIC EDITOR
fcorreia@radioandrecords.com

MCA Records President Jay Boberg, Sr. VP/Promotion **Craig Lambert** and Sr. VP/Urban Promotion **Benny Pough** jointly announced Tuesday a broad realignment and expansion of the label's promotion department. MCA said the department has redefined its



mission, placing greater emphasis on Crossover, Alternative and Urban records and the promotion staff's focusing on those formats. As a result, responsibilities of veteran promotion executives have been broadened, and new staffers in a variety of positions

and formats have joined the MCA promotion team.

The department is realigned as follows:

- **Top 40:** **Greg Marella** remains in Los Angeles as VP/Pop Promotion, reporting directly to Lambert. **Mark Snider** and **Kenny Ornberg** join as National Directors/Pop Promotion, reporting to Marella: Snider is based in New York, Ornberg in Minneapolis.

- **Crossover:** **Amon Parker** and **Charles Chavez** are National Directors/Crossover Promotion, based in Los Angeles and Houston, respectively.

MCA/See Page 19

SMILEZ & SOUTHSTAR

"TELL ME"



HIT!!!

New This Week At:

KPWR/Los Angeles

WKYS/Washington D.C.

WHTA/Atlanta

WQEN/Birmingham

KBFB/Dallas

WPWX/Chicago

WLKT/Lexington

WFLY/Albany

WKQI/Detroit

WZKF/Louisville

Already On:

KXJM/Portland

KTTB/Minneapolis

KUUU/Salt Lake City

KBMB/Sacramento

WKST/Pittsburgh

KYLD/San Francisco

KHTS/San Diego

WJHM/Orlando

WIZF/Cincinnati

WKFS/Cincinnati

KQBT/Austin

KTHT/Houston

KSFM/Sacramento

WWKX/Providence

KKFR/Phoenix

WHHH/Indianapolis

KBBT/San Antonio

KGGI/Riverside

WJMN/Boston

WWVZ/Norfolk

WLLD/Tampa

KPRR/El Paso

KVEG/Las Vegas

XHTZ/San Diego

WOWI/Norfolk

KKWD/Oklahoma City

KUBE Seattle

KQKS/Denver

Rhythm Monitor: 18* - 17*

R&B Monitor: 34* - 33*

Mediabase Rhythmic: 20 - 20 +171

Mediabase Pop: 75 - 66 +108

Mediabase Urban: 34 - 34 +25



"JOINT OF THE DAY"
'06 & Power



KMPC/L.A. Reunion Revives Fond Memories



A cadre of radio's biggest legends gathered recently for a staff reunion of KMPC/Los Angeles sponsored by LARadio.com. Hundreds of former employees and listeners traded anecdotes, including stories about KMPC's celebrated news department, the station's history with the California Angels baseball team and its parade of high-profile personalities. Panelists also paid tribute to the station's longtime owner, Gene Autry, and two of its morning men, Dick Whittinghill and Robert W. Morgan. Pictured are panelists (l-r) former KMPC late-night host Johnny Magnus, evening personality Roger Carroll, News Director Bob Steinbrinck, afternoon star Gary Owens, VP/GM Stan Spero, middayer Geoff Edwards and afternoon personality and honorary Hollywood Mayor Johnny Grant.

McGann Back In Pittsburgh As OM of WJAS & WPTT

Broadcasting veteran **Mike McGann** has been named to the newly created OM position at Renda Broadcasting's Adult Standards **WJAS** and News/Talk **WPTT** in Pittsburgh. The Steel City native will also begin serving, on Dec. 9, as the afternoon drive host on WJAS, hours that are currently filled by Westwood One Adult Standards syndicated hosts Chick Watkins and Ed Brand.

The move marks a return to Pittsburgh for McGann, who spent nearly a decade as an air personality at **McGANN/See Page 8**

Purcell To Head Audium Promotion

Former Warner Bros./Nashville Sr. VP/Promotion **Jack Purcell** has joined Nashville-based **Audium Records** and will head the label's promotion efforts. He succeeds Gerry McDowell, who left the company a few weeks ago. The appointment reunites Purcell with Audium President Nick Hunter, who gave Purcell his first job in the music industry more than 17 years ago.

"Being reunited with Nick takes me back to the early days at WB," Purcell told **R&R**. "There's an indescribable camaraderie and energy over here for each other and our artists. Combine that with the music I've been hearing over the last couple of days, and it's going to be an exciting 2003. I'm glad to be having fun and to be back at work!"

Before his exit in July Purcell had spent 17 years with WB. He started in the label's mailroom in 1985 and joined the promotion department in 1987. He moved into secondary promotion in 1987, then was elevated to National Promotion Coordinator and, later, National Director. He became VP/Promotion in 1995 and was upgraded to Sr. VP in 2000.

Minckler, Case To CC RVPPs

Clear Channel has filled two more Regional VP/Programming slots, this time in the Pacific Northwest.

Bill Minckler, PD for top-rated KKCW (K103) and recently launched KRVO (The River) in Portland, OR, adds RVP/Programming responsibilities for Clear Channel's Oregon properties.

A 34-year radio vet, Minckler joined KKCW as PD in July 1987. He previously programmed KNX-FM/Los Angeles during its second incarnation as an adult-leaning AOR and has also served as PD of San Francisco's KYA and KSFO.

Meanwhile, KJR-FM/Seattle PD **Bob Case** has been named RVP/Programming for Clear Channel's Alaska properties and its stations in the Washington markets of Centralia, Spokane, Tri-Cities and Yakima.

A Northwest radio veteran,

Case is perhaps best known for his two stints as PD of KUBE/Seattle. He has also served as PD of KZZP/Phoenix, as well as OM of WZGC/Atlanta during its mid-1980s CHR period.

Minckler reports to Portland Regional VP Ron Saito, while Case reports to Washington/Alaska Regional VP Gary Donovan.

"Both Bill and Bob are incredibly gifted programmers," Clear Channel Sr. VP/Plains-Northwest Jay Meyers said. "They've each had the challenge of working across multiple formats and have individually excelled in their markets. The RVPP position allows programmers with experience and creativity to share those resources across markets. Bob and Bill have a great deal of both and will be invaluable sounding boards for our programming talent in the regions."

CC's Martin Launches Converge Media

John Martin has exited Clear Channel Radio Interactive to launch **Converge Media**, which Martin said will "deliver strategies that simplify the convergence of radio broadcasters' on-air and online assets." Martin became President of Clear Channel's Web Services Group in February 2000 and before that spent nine years as President of Critical Mass Media.



Martin

"The relationship, experience and results I've had with Clear Channel — and especially Clear Channel New Technologies CEO Randy Michaels — over the last 11 years have been nothing short of amazing," Martin said. "Mark Mays, Randall Mays, John Hogan and Randy have been fantastic, providing me

one fabulous learning opportunity after another.

"Clear Channel gave me the chance to build and integrate online, on-air and content resources at the speed of light. These combined experiences of leading Critical Mass Media and Clear Channel Radio Interactive inspired me to go back to my entrepreneurial roots and create Converge Media.

"The timing is perfect for Converge Media. There has been very little time for radio broadcasters to focus on converging media strategies and opportunities. Most of my colleagues have been faced with the challenges of creating ever more efficient and profitable radio enterprises. The next frontier is maximizing

MARTIN/See Page 8

DECEMBER 6, 2002

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SESAC Wins \$1.2 Mil. In Infringement Lawsuit Against Pittsburgh Stations

By BRIDA CONNOLLY
R&R ASST. MANAGING EDITOR
bconnolly@radioandrecords.com

WPNT Inc., now known as Steel City Media, has been ordered by a federal jury in Pittsburgh to pay \$1.2 million in damages for repeatedly playing 31 songs by SESAC-affiliated songwriters on its Pittsburgh-based AC **WLTJ** and Classic Rock **WRRK** without a SESAC license.

SESAC filed the copyright-infringement suit in 1998, alleging

that WPNT Inc. had let its license lapse in 1989 but continued to play the songs — including tracks by Bob Dylan, Neil Diamond and Mannheim Steamroller — throughout the '90s. The jury agreed and awarded per-song amounts ranging from \$1,000 to the legal maximum of \$150,000, depending on whether it believed the infringement was willful.

SESAC/See Page 8

A Class Of Masters



Radio-industry veterans Don Elliot and Harry Spitzer recently teamed up to present a session on how to make effective spots as part of industry vet Nancy Cole's UCLA Extension class in Los Angeles. The evening's topics of discussion ranged from brainstorming techniques to defining "creativity" and the importance of frequently incorporating slogans and jingles into spots. Seen here looking studios are (l-r) Elliot, Cole and Spitzer.

Ad Spending Up Almost 4% Year-To-Date

□ Pacings, stock performance suggest radio-sector strength

By Joe Howard
R&R WASHINGTON BUREAU
jhoward@radioandrecords.com

A new forecast for the 2003 ad market, combined with recent reports from Wall Street, indicate that the radio industry's financial outlook for the weeks and months ahead may be rosy.

Driven by a 7% boost for network radio, an 8% improvement for network TV and a nearly 10% gain for local newspapers, ad spending among the 11 media measured by Nielsen Monitor-Plus has improved 4%, from \$66.7 billion to \$69.3 billion, through the third quarter of 2002.

Nielsen Monitor-Plus spokeswoman Karen Kratz Gyimesi told R&R that network radio spending jumped from \$431 million for the first three quarters of 2001 to \$462.5 million through Q3 of this year. Spot radio has also improved, rising 2% year-to-date, from \$2.6 billion to \$2.7 billion. Meanwhile, declines were seen in ad spending for national newspaper and syndicated television, both down about 9%, and the Internet, which was off 1%.

"With three quarters under our belt, the U.S. advertising economy is showing signs of life," Nielsen Monitor-Plus Managing Director Jeff King said. "This bodes well for a stronger 2003."

Another good sign for the coming year arrived in the form of a recent report issued by CIBC World Markets analyst Jason Helfstein, who recently powwowed with what he described as a "large-market radio operator" about late-year pacings.

Helfstein said the company, which he declined to identify, told him that its New York pacings were up 8% for November and are up 16% in December; Los Angeles pacings were ahead 7% last month and are up 5% this month; and Chicago pacings were ahead 7% in November and have risen a whopping 17% for December.

Helfstein said that data is consistent with his own recent channel checks indicating that November was a slower growth month than October (though he nonetheless estimates improvements in the low double-digit range in large markets during that month) but showing acceleration in December. The pacing data he cited was compiled by Miller Kaplan.

Merrill Lynch analyst Marc Nabi is also bullish on large-market radio. "In our view, the dominant large-market radio operators should outperform their peers over the next 12 to 18 months," he wrote in a recent research note. Nabi credited the recovery in national ad spending, which he predicts will propel industry growth back to the mid- to high-single-digit range.

Supporting that prediction, Nabi pointed to a recent analysis completed by another Merrill Lynch analyst that

SPENDING/See Page 8

Feingold-McCain Law Loses First Battle

Although he stopped short of ruling on the constitutionality of the law, a federal judge in Hawaii dealt a blow to the recently enacted — and controversial — campaign-finance reform law spearheaded by Sens. Russ Feingold and John McCain. While the death knell isn't ringing just yet, the ruling could inspire more challenges to the law.

U.S. District Judge Henry Kennedy granted a temporary injunction that allows a Hawaii anti-abortion group to air commercials mentioning specific candidates in the time leading up to the state's Nov. 30 and Jan. 4 special congressional election. In his decision, Kennedy ruled that Hawaii Right to Life is a qualified nonprofit corporation as defined by the law and therefore exempt from the new ad restrictions.

That flies in the face of the Federal Election Commission's definition of *nonprofit*, which prohibits a range of interest groups from running ads that identify candidates near election times. Kennedy found the FEC definition too narrow and ruled that it wrongly excluded the pro-life group, which has received only \$50 in corporate donations. Hawaii Right to Life attorney James Bopp said it

was "unbelievable" that his client, with only \$8,000 in annual income, should have to argue its case in federal court.

FEC attorney Stephen Hershkowitz, who believes Kennedy's ruling is narrow and sets no precedent, noted that other courts are currently considering the law's overall constitutionality. "This is an ongoing debate," he said.

Hawaii is holding the special election to fill the congressional seat vacated by the death of Rep. Patsy Mink in September. It is the first election to be conducted since the campaign-finance law was passed.

— Joe Howard

BUSINESS BRIEFS

Disney Slashes 2002 Earnings As Feds Launch Investigation

Walt Disney Co. has slashed its earnings from the figures it reported Nov. 7, lowering its fiscal Q4 2002 profit from \$222 million, or 11 cents per share, to \$175 million, or 9 cents, and dropping its net income for the fiscal year ended Sept. 30 by \$47 million, or from 63 cents per share to 60 cents. Disney also said it is cutting its Q1 2003 estimates by a penny per share but maintaining its outlook for the full year. The revisions were made following the disappointing box-office performance of Disney's just-released animated feature *Treasure Planet*.

The film's poor opening is just the latest in a series of setbacks that include slumping sales at Disney's theme parks, an outbreak of a flu-like illness on one of its cruise ships and declining ratings at ABC-TV. At the same time, Disney reported that the Securities & Exchange Commission is investigating whether ties between Disney board members and their relatives employed by the company may have compromised the directors' independence.

Meanwhile, Disney has named former U.S. Senator **George Mitchell** its "Presiding Director." He will lead a new set of executive board meetings, to be held at least twice per year without Chairman/CEO Michael Eisner or other management representatives present. Disney has also named former Seagram Co. Vice Chairman **Robert Matschullat** a new independent director and chairman of its audit committee and said it plans to cut the size of its board from 17 to between 12 and 15 directors.

After USRN Restraining Order,

United Talk Network Becomes Universal

At R&R's press time on Tuesday, it appeared that **United Talk Network**, barred by a restraining order from using a number of trademarks that include the word *United*, had changed its name to **Universal Talk Network**. The company's official website, at www.unitedtalknetwork.com, now leads to a homepage featuring the Universal name, and a new site has been launched at www.universaltalknetwork.com. R&R reported last month that legal representatives for United Stations Radio Networks had notified just-launched UTN that it was infringing on USRN's trademarked name; the restraining order followed USRN's court filing in that case. UTN representatives were unavailable for comment at press time.

DC Council Unanimously Nixes Noncompetes

Washington, DC's City Council voted 13-0 Tuesday to prohibit District-based companies from enforcing noncompete agreements with employees who are not retained after their contracts expire. The decision

Continued on Page 19

R&R Stock Index

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

	11/27/01	11/22/02	11/27/02	Change Since 11/27/01	11/22/01-11/27/01
R&R Index	215.71	225.99	234.74	+9%	+4%
Dow Industrials	9829.42	8804.84	8931.68	-9%	+1.4%
S&P 500	1140.20	930.55	938.87	-18%	+1%

Transactions at a Glance will return next week

61% of radio stations are drastically under-performing in sales*

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JEFF GREEN
jgreen@radioandrecords.com

The No. 1 Reason People Don't Buy From Your Client

□ It's not any of the things you're thinking

By Dan O'Day

Question: You are advertising a product that everyone in your audience can afford. This product will truly add greatly to the lives of everyone who uses it. It is fairly priced; in fact, it's a bargain. It's completely safe. The commercials are easy to understand, they don't offend your listeners, and they clearly explain how your listeners will benefit from the product and how and where the product can be purchased. You've aired the commercials often enough that every listener has heard them repeatedly. But not everyone in your audience has purchased this wonderful product. Why not?

Answer: Because they don't believe you. Because you have failed to convince them that what you are saying is true. Because they have learned that many advertisers tell less than the truth, the whole truth, and nothing but the truth. When you're selling something — whether it's an advertising campaign to a business or a product to a consumer — you should do everything you can to make it easy for the consumer to believe you. One way to do that: a strong guarantee.

Case Study No. 1: Andiamo Luggage

Recently, I found myself needing to purchase a new piece of carry-on luggage for my laptop. The first thing I did was check to see if Andiamo makes what I need. Years ago I bought a piece of luggage from Andiamo and I've been very happy with it. I've been even happier with the lifetime warranty: If ever anything goes wrong with the bag, I ship it to Andiamo, and they fix it at no charge.

Over the years I've had to send it to them for minor repairs two or three times — a broken zipper, a worn lining, etc. Not because it's a shoddy product, but because that blue bag has faithfully accompanied me for well over half a million miles by now.

On each occasion, I shipped the bag to Andiamo and received it back, fully repaired, just a few days later. I love that company, and I urge R&R's subscribers to consider buying its stuff if you need luggage. But Andiamo doesn't have the kind of traveling computer bag I need.

So, I looked at a lot of others. Finally, I settled on one that looked pretty good. It had some nice features, and I liked the looks of it. And it came with a lifetime warranty. I was all ready to purchase it when — being rather detail-oriented in a matter like this — I took the time to read the fine print of



Dan O'Day

the warranty. Two points leaped out at me:

1. It said, "Lifetime Warranty (four years commercial)." Huh? What the heck does that mean?

2. In order to have the bag repaired, the customer is required to include with the bag a copy of the original receipt.

One phone call, one conversation with a very confused customer-service rep and another conversation with a better-informed supervisor produced an explanation of the "four years commercial" line. It means that if you work for an airline and use the bag virtually every day, your warranty is good for only four years. I don't know whether that's fair, but I don't work for an airline, so it wouldn't affect me.

But the second point still really bothered me. Do you still have the receipt for luggage you bought years ago? If I lose the receipt, I can't get this company to fix my bag (at least, not without paying for the service).

Why do they need to see the receipt? Do they really believe that some dishonest soul is going to find an old, discarded bag of theirs at the local dump and insist that it be repaired?

I don't know if it's their intention, but it sounds like this company is depending on "breakage" to weasel out of the commitment the warranty purports to make. They know a certain (perhaps large) percentage of their customers will not be able to find their receipts when they need them to get a free repair, and the company won't have to do the work.

Case Study No. 2: Sharper Image Vs. Hammacher Schlemmer

The following week I decided to return the "talk on your cell phone via your car radio" device I had pur-

chased several months earlier. It sounded like a great idea; I think it's idiotic to allow people to drive while using one hand to hold a phone up to their ear, and I refuse to be one of those people. But the first device simply didn't work, so I sent it back for a replacement from the catalog house I'd bought it from.

When the replacement arrived, it worked — at first. But then, gradually, it worked less and less well. When it reached the point where I could hear the other person talking but they couldn't hear me, I gave up.

One of the things that motivated me to risk the original purchase was the lifetime warranty: "If at any time you are dissatisfied with this product, you may return it for a full refund." Only one problem: I couldn't remember if I'd purchased it from Sharper Image or Hammacher Schlemmer. I've purchased various electronic devices from both companies over the years.

First, I called Sharper Image. They did have a record of my purchasing some sort of cell-phone device during the previous year. They couldn't tell me what it was; they just had the product number and price. But it sounded like the unsatisfactory car-radio device. I explained that it had stopped working and that I wanted to return it for a refund.

"Certainly, sir. We'll send you a certificate in the amount of your original purchase, which you can apply toward any future purchase."

"Actually," I said, "I'd rather have the amount I paid refunded to my credit card."

"I'm sorry, sir, but we can't do that. You've had that article for over 60 days, and after 60 days all refunds are issued in the form of merchandise certificates."

"But that's not a refund," I objected. "That's a credit toward future purchase. A refund is when you give me my money back."

60-Second Copywriter Where Is The Camera?

By Jeffrey Hedquist

Since your audience views radio in the mind's eye, next time you're producing a spot, ask yourself, "Where is the camera?" What will be the audience's point of view? In a conversation between two people in a car, is the camera to their left or to their right? Is it on the dashboard, facing them? Is it between them, looking over their shoulders? Put your microphone where the camera would be.

In addition to your script, draw a stage diagram that shows the blocking for the actors and the sound effects: "The door opens to the right. Footsteps are panned from right to center. Someone speaks, then moves left: their voice and footsteps move along with them. At the same time, someone else is moving toward or away from the microphone." Produce in stereo for that rich, full-bodied flavor.

Radio is a visual medium. With the right planning, your commercial will be rich with audio interest. The audience will be intrigued and tantalized — and may even stay for the full 30 or 60 seconds!

Jeffrey Hedquist has been asking "Where is the camera?" ever since that chance meeting with Allen Funt so many years ago, but that's another story. You can contact Jeffrey at Hedquist Productions Inc., PO Box 1475, Fairfield, IA 52556. Phone: 641-472-6708; fax: 641-472-6708; e-mail: jeffrey@hedquist.com.

"That is our policy, sir."

Some policy. They advertise "refund" but deliver "merchandise certificate." But my office manager overheard the conversation and said to me, "I could swear you bought that from Hammacher Schlemmer. Why don't you call them, too, just to be sure?"

So I called Hammacher Schlemmer. And, sure enough, they did have a record of such a purchase — and the record included the exact name of the device. So I told them I wanted to return it for a refund. Guess what Hammacher Schlemmer's customer-service representative said to me: She said, "Certainly, sir. We'll send you a UPS shipping label. Just put the item in a box, put the label on the outside, and UPS will deliver it to us at our expense. When we receive it, we'll refund your original purchase price to your credit card."

In all fairness, I must say that in the past I've found the Sharper Image to have excellent customer service. But after this incident, Hammacher Schlemmer has become my preferred purveyor of electronic gadgets.

Case Study No. 3: Ralphs Supermarkets

That same week, I popped into my local Ralphs supermarket to do some quick shopping. As I raced down the aisles, I noticed that Ralphs was strongly promoting its own store brands — trying to get people to purchase its private-label brands of canned foods rather than the more expensive (but, for Ralphs, less profitable) name brands.

Now, let's say you own a supermarket and you want to entice people to try your store brand instead of a national brand. How would you make it "safe" for customers to risk

going with the unknown quality of the private-label product? Probably with a guarantee. What kind of guarantee? Probably: "If you're not completely satisfied, just return it for a prompt and courteous refund."

Here's Ralphs' guarantee: "If you're not satisfied, just let us know, and we'll give you the national brand for free." That really makes an impact: it makes it much safer for the customer to risk that purchase.

By the way, what does the cashier say to you when you purchase groceries at your local supermarket? Maybe, "How are you today?" Well, when I got to the head of the check-out line, the Ralphs cashier asked me, "Did you find everything you needed?"

I guarantee that was not an accident; she has been trained to ask that. As it happened, I had found everything I needed. But from her question, I knew that if I had answered "No," she would have asked what I couldn't find and sent someone to get it for me.

Think about it! How many times have you left a store having purchased less than you planned only because you couldn't find everything you wanted? With that one simple question, I guarantee Ralphs increases the average individual order by a significant margin.

Somebody at Ralphs really understands marketing.

This column is excerpted from The Dan O'Day Radio Advertising Letter. For your free e-mail subscription, send your request to danoday@danoday.com with "R&R Ad Request" in the subject line of your e-mail, or subscribe online at www.danoday.com.

PART TWO OF A MULTI-PART SERIES

Informational Feedback, Part Two

□ Intrinsic vs. extrinsic motivators: Which are you?

By Dave Van Dyke

In the first part of this series on informational feedback (R&R 11/8), I described how and why employees respond to different types of feedback from management. Many readers felt that the key point I made was that “informative feedback is more likely to encourage employees to do better on their own because it gives them control over the feedback.”

To help you understand and use informative feedback, let's distinguish between intrinsic and extrinsic motivation. Intrinsic motivation wells up from within, which means you don't have to supply it. When the employee wants to accomplish and succeed and is eager to tackle the task for his or her own reasons, you don't have to provide external motivation; you simply have to enable the employee to act on his or her own intrinsic motivation.

But when you have to push and prod an employee with external mo-



Dave Van Dyke

Why Intrinsic Motivation Is Better

Opportunities to develop, grow, accomplish and succeed are what get employees onto the motivational path and awaken their intrinsic motivation. In contrast, extrinsic motivation must overcome the employee's resistance.

Because so many workplaces are on the resistance path, many of our preconceived notions about employee motivation and rewards are based on the extrinsic motivation model.

Think about all the ways we are accustomed to motivating employees extrinsically: salary and bonus incentives, threats of punishment, rewards from managers, promotions for good performance (extrinsic because a manager decides who deserves to be promoted), prizes for the best employee suggestions. In fact, much of the positive and negative feedback managers give is extrinsic.

In short, almost all of our traditional incentives and rewards are extrinsic, and therefore shallow, motivations. They motivate by controlling, when managers should be awakening self-determination and stimulating self-control.

Informative feedback is any feedback that tells the employee how he or she is doing. It communicates information about performance. It can be negative or positive, but if it's negative too often, it can be discouraging.

What's Informative Feedback?

Informative feedback, which tells the employee how he or she is doing, sounds simple and straightforward. You probably think you already provide it. But much of the feedback we give employees that is intended to be informative is actually controlling. It contains information, all right, but the information is more about us than about them.

For example, it is very common to end up giving feedback on how you feel about the employee's performance. That adds you, an external controller, into the equation.

Almost all of our traditional incentives and rewards are extrinsic, and therefore shallow, motivations. They motivate by controlling, when managers should be awakening self-determination and stimulating self-control.

Feedback in the form of what you think, how you feel or what you like makes the employee more dependent on your control, not less.

Informing someone about such extrinsic issues is controlling. It's like the booklets they pass out to new drivers — they're full of information, but all of it is about controls over how people can drive.

Informative feedback is just about the employee and the task. Period. No you. No reward systems. No bonus programs, with their statistics and targets. It's just about the employee. TV and radio spots for cars speak to one's intrinsic motivation to drive. Compare them with that drivers' ed booklet. Which is more compelling? Which needs a vast system of law enforcement behind it?

Take this understanding from this week's article into your office environment and observe yourself when you motivate your employees. You'll begin to catch the difference between the two types of motivation. If you catch yourself controlling your employees' motivation, try to change the manner in which you approach them.

Next time: How to break the control habit.

objection overruled!

'I Want To Think It Over'

By Irwin Pollack

As a seller, what do you say when the prospective client tries to end the meeting with the vague response “I want to think it over”? Try these replies to help resolve the impasse — hopefully, to everyone's advantage.



Irwin Pollack

1. I understand. You don't want to make a rash decision. But level with me — what exactly is it that you need to think about?

2. I can see that. Tell me something — is it the money?

3. What questions about our station have I not answered for you?

4. Why? Is it me? Or the integrity of my station?

5. When I leave, you'll probably think of all the reasons *not* to buy. You'll think of all the negatives, and I won't be here to address them. Let's talk about it now.

6. When can I have a definite yes or no? Why don't I wait in the lobby until you decide?

7. If someone told one of your salespeople that, what would you suggest they tell the reluctant prospect?

8. I know that you are as busy as I am. Let's decide now, save time and have this decision out of your way.

9. All right. Let's think it over — together!

10. I understand. Please remember that I can only offer this program until [deadline]. What are we missing?

11. You know, this is an important decision; you should think it over. Here's my home number if you have any questions tonight. Otherwise, I'll call you in the morning.

12. I've given you the same presentation, and more than once. What specifically — other than price — would it take to make it perfect for you to say OK today?

13. You're not saying that just to get rid of me, are you?

14. Obviously, somewhere I have failed to completely explain this program to you, because if I had, there would be nothing for you to think over. What specific questions do you have?

Boston-based radio sales and management trainer Irwin Pollack provides hands-on, results-oriented seminars and in-house consulting for clusters and individual stations. He can be reached toll-free at 888-723-4650 or through his website at www.irwinpollack.com.

Extrinsic Motivations

- Salary and bonus incentives
- Threats of punishment
- Rewards given by managers
- Promotions for good performance
- Prizes for the best employee suggestions
- Much of the positive and negative feedback managers give

tivation, that means the motivation is originating with you, not the employee. If pleasing you is attached to the important rewards, the employee may amplify the motivation you provide and actually produce a pretty good performance. But that good work will continue only as long as you keep providing the initial motivation and maintaining the external threats and rewards.

That can be a very tiring and inefficient use of a manager's time. By this point you should realize that, to get the best out of your employees, the path of intrinsic motivation serves best.

Pros On The Move

Clear Channel Communications promotes the following executives to the newly created position of Regional VP/Sales, overseeing trading-area sales, as well as business opportunities in entertainment, outdoor, television and NTR:

• **Pat Connor** for the Rocky Mountain region, including Colorado, Wyoming and part of Nebraska. He will lead the sales efforts of eight trading areas and 35 stations while continuing in his role as CC/Denver Director/Sales.

• **Jack Foley** for the Boston trading area. Foley has been Director/Sales for the four-station Boston cluster for the past four years and retains that role.

• **Bill Lenzen** for Missouri, Kansas and Springfield, IL. He retains Director/Sales duties for the six-station St. Louis cluster.

• **Catherine Meloy** for the Washington, DC-Baltimore region. She has been guiding all sales operations in that trading area since September 2001. The region also includes Winchester, VA and Salisbury and Frederick, MD.

• **Jay Sterin** for the Philadelphia trading area. He has been overseeing all sales efforts in the Philadelphia region for over a year as Regional Director/Sales. Sterin has been doubling as Director/Synergy Sales for the Mid-Atlantic region and continues in that role.

PART TWO OF A TWO-PART SERIES

Legal Downloads And The Piracy Wars

□ Both were forced into rocky existence by Napster
— but they're getting better

By Brida Connolly
Assistant Managing Editor

Napster's cat that walked by himself is Roxio's house pet now, but pretty much everybody else in the music business is still cleaning up the mess kitty left behind.

Bigger, meaner peer-to-peers like KaZaa and Music City make Napster look almost tame in retrospect, and the legal digital-music alternatives that were prematurely forced to market are still having trouble attracting subscribers. Meanwhile, the anti-piracy initiatives that the recording industry launched in the post-Napster panic have been less about education than about lawsuits, threats and name-calling. But, on both fronts, things are getting a bit better.

What Roxio plans to do with Napster hasn't been announced, but the software manufacturer has also obtained a distribution license from EMI, and that looks like a sign that it's moving into the digital-music business. Roxio was, in fact, just one of nine companies that acquired licenses from EMI that, beginning this month, give them the right to distribute the label group's songs in a format that can be downloaded, burned to CD (up to three times) and put on portable players.

EMI's new licensees also include label-backed services MusicNet and pressplay; media distributor Alliance Entertainment; FullAudio, which offers digital music through Clear Channel station websites; and independent service Listen.com.

Getting Legal

Additionally, MusicNet and pressplay at last both offer tracks from all five major label groups. MusicNet has picked up rights from Warner Music Group and BMG that let it offer CD burns and transfers to portable players for the first time. Listen.com's formerly streaming-only Rhapsody is now offering direct CD burns of some WMG and Universal tunes.

The flurry of activity in digital licensing in the past month could be the beginning of the long-delayed expansion of rights and catalog that are the only way legal systems will ever be able to compete with the outlaw P2Ps.

Still, almost nobody other than the venerable (and extremely catalog-challenged) EMusic is handing out unprotected MP3s. The labels aren't that comfortable with digital music yet. There's still a hash of file formats and security levels for consumers to deal with, and, with KaZaa and its brethren out there giving it away, just about any drawback will be cited as an excuse not to sign up with a paid service.

However, Universal Music Group just became the first major to offer a la

carte, no-subscription-required dollar downloads, putting 40,000-plus portable, burnable Liquid-formatted tracks online at its retail partners' websites. All the labels should be doing that. They should have started doing it in 1999, but they had — and have — rights, licensing and technology issues they have to handle first.

We're not there yet. The burdensome membership model isn't going anywhere, and the biggest names in this small business, MusicNet and pressplay, still feature those "tethered downloads" that nobody understands and everybody hates. Those definitely have to go away. But the legal digital-media business is, rapidly and finally, getting a lot better.

Anti-Piracy Gets On Track

One result of the recording industry's early anti-piracy efforts was, unfortunately, to turn the RIAA into one of the most reviled names on the Internet. It's now widely considered destructive, hostile and litigious.

But the RIAA's efforts, and those of other content providers, have in recent months become both subtler and more sophisticated. The publicly announced mass mailings to universities and corporations about illegal file trading, made in partnership with other industry groups, took a generally civil and cooperative tone.

The MUSIC initiative launched by the RIAA and a couple of dozen other entertainment-industry groups has an attractive website at www.musicunited.org with a frank but never antagonistic explanation of piracy's destructiveness. And — a first — MUSIC has attracted the public support of major-name artists in all music genres.

It's unfortunate, however, that "Downloading is just like shoplifting a CD" has become the standard anti-piracy line. Though the end results are about the same, it's too easy an argument for hardened file-traders to answer. If you steal a CD, its value is removed from the marketplace, and the retailer, artist, songwriter and label aren't going to get paid for it. There's one less CD available to be sold; that's absolutely clear.

But if you steal a digital file, there is — maybe — one less available buyer. Saying one pirated song equals one unsold CD lets the P2P defenders get away with routinely accusing the recording industry of inflating the financial damage being inflicted by file-sharing.

And there's really no need to call what's going on shoplifting. Calling it what it is — piracy, illegal, incredibly destructive and heartlessly unfair — ought to be enough.



www.gracenote.com
charts@gracenote.com

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

DIGITAL TOP 50SM

LW	TW	ARTIST	Album Title	Weeks On
1	1	EMINEM	The Eminem Show	29
2	2	SHANIA TWAIN	Up!	2
5	3	VARIOUS ARTISTS	8 Mile	5
3	4	JAY-Z	The Blueprint 2: The Gift & The Curse	3
4	5	U2	The Best of 1990-2000	4
—	6	2PAC	Better Dayz	1
7	7	NORAH JONES	Come Away With Me	32
9	8	NELLY	Nellyville	23
6	9	COLDPLAY	A Rush Of Blood To The Head	14
8	10	RED HOT CHILI PEPPERS	By The Way	21
—	11	SYSTEM OF A DOWN	Steal This Album	1
18	12	SYSTEM OF A DOWN	Toxicity	65
16	13	ELVIS PRESLEY	Elvis 30 #1 Hits	10
12	14	AVRIL LAVIGNE	Let Go	25
11	15	THE ROLLING STONES	Forty Licks	9
—	16	TIM MCGRAW	And The Dancehall Doctors	1
10	17	AUDIOSLAVE	AudioSlave	2
14	18	JOHN MAYER	Room For Squares	35
17	19	SANTANA	Shaman	6
19	20	CHRISTINA AGUILERA	Stripped	5
24	21	PINK	Missundaztood	48
22	22	ENYA	A Day Without Rain	91
—	23	JENNIFER LOPEZ	This Is Me ... Then	1
15	24	NIRVANA	Nirvana	5
25	25	ROBBIE WILLIAMS	Escapology	2
21	26	CREED	Weathered	54
20	27	JUSTIN TIMBERLAKE	Justified	4
—	28	JA RULE	The Last Temptation	1
—	29	MARIAH CAREY	Merry Christmas	5
—	30	SHAKIRA	Laundry Service	54
27	31	NICKELBACK	Silver Side Up	64
33	32	ALICIA KEYS	Songs In A Minor	75
—	33	GEDRGE HARRISON	Brainwashed	1
28	34	JOSH GROBAN	Josh Groban	22
34	35	LINKIN PARK	Reanimation	18
29	36	JACK JOHNSON	Brushfire Fairytales	25
35	37	CRAIG DAVID	Slicker Than Your Average	3
37	38	ASHANTI	Ashanti	35
—	39	VINCE GUARALDI TRIO	A Charlie Brown Christmas	1
—	40	MOBY	18	20
—	41	VARIOUS ARTISTS	Now That's What I Call Christmas!	5
23	42	PEARL JAM	Riot Act	3
38	43	THE STROKES	Is This It	31
32	44	PUDDLE OF MUDD	Come Clean	52
31	45	PINK FLOYD	Echoes (The Best Of Pink Floyd)	56
—	46	INDIA.ARIE	Acoustic Soul	10
—	47	PAUL MCCARTNEY	Back In The U.S. Live 2002	1
—	48	FAITH HILL	Cry	6
—	49	MATCHBOX TWENTY	More Than You Think You Are	1
39	50	TOOL	Lateralus	74

DIGITAL BITS

Infringement Suit Against P2Ps Goes To Court

The suit filed in October 2001 against KaZaa, Grokster and Stream-Cast Networks (parent of Music City and the Morpheus peer-to-peer) by the RIAA, the National Music Publishers' Association and the Motion Picture Association of America went to court in Los Angeles Monday as oral motions for summary judgment by both sides were heard by U.S. District Judge Stephen Wilson. The plaintiffs allege that the P2Ps are enabling massive copyright infringement, while the file-sharing networks maintain that they can't monitor or be held responsible for how their systems are used. Both sides asked the judge to rule in their favor and end the case before it goes to trial, but Wilson declined to rule immediately, saying he needs more time to look into the legal issues involved — particularly whether KaZaa owner Sharman Networks, which is based in Australia, can be sued in U.S. court. Wilson is hearing arguments on that matter in a separate proceeding that began last month.

Judge Orders Madster To Disconnect

Judge Marvin Aspen issued a temporary restraining order Tuesday against Aimster, now known as Madster, ordering the company to stop all file-trading immediately, because the plaintiff labels represented by the RIAA are being caused irreparable harm by Madster's ongoing copyright infringement. Two weeks ago the RIAA asked that the company and its founder, John Deep, be held in contempt for ignoring an Oct. 30 court order to block illegal file-trading. In the restraining order the judge acknowledged that infringement is continuing and wrote, "Aimster immediately shall disable and disconnect any and all computers, including servers, used in connection with the website, server, hardware, software or any other system or service controlled by Aimster." It must also inform all its Internet providers of the order and end all file-trading-related Internet access. The restraining order will be in effect through Dec. 22 or until a further court order. A hearing on the contempt motion is scheduled for Dec. 19.

WAYF/West Palm Beach Makes Way For Cruz As PD

Donna Cruz has been named PD/morning co-host at Christian CHR **WAYF (Way-FM)/West Palm Beach**. Cruz has worked in the radio industry for more than 13 years, with stints at stations ranging from CHR KTFM to Classic Rock KZEP, both in San Antonio. She was most recently Asst. PD at KSTP/Minneapolis.

"Many Christians who happen to work in mainstream radio have been waiting for the right opportunity to use their skills in Christian radio," WAYF Station Manager Mike West told **R&R**. "As Christian radio continues to improve and mainstream radio continues to go down a slippery path of immorality, I believe we will see more Christians make the change. We are thrilled to have Donna join our dedicated and passionate staff here at Way-FM."

Cruz told **R&R**. "Good radio turns into great radio when creativity replaces blue humor and innuendo. We're still hip, we're fun, and we still love to crank it up in the control room when the latest rocking tune is on. Even though it may be more socially acceptable to be an out-of-the-closet Christian in the last couple of years, I'm here at Way-FM to take the radio station to its next level."

SESAC

Continued from Page 3

SESAC Sr. VP/Licensing Pat Collins said. "We're proud that the court and the jurors in this case, having heard all of the facts, chose to send the message that copyright infringement is a costly alternative to obtaining the appropriate license."

The performing-rights group, which also reportedly plans to ask the judge to order Steel City to pay its attorney fees of more than \$500,000, said a blanket license would have cost each WPNT-owned station \$5,000 per year.

Gunn Elevated To OM At Archway Duo

Archway Broadcasting has shuffled the programming staff at its two recently purchased Little Rock stations, CHR/Rhythmic **KHTE** and Alternative **KLEC**. **Peter Gunn**, who had been PD/MD of the duo, becomes OM for both stations and retains PD duties at KHTE. Replacing him as PD of KLEC is **Marty Oehlhof**, who also holds on to his midday airshift.

Assisting Oehlhof will be new MD and Asst. Promotions Director **Adroq** (a.k.a. Gregory Paul). Also at KLEC, morning hosts **Corey Deitz** and **Jay Hamilton** have exited. They've been replaced by afternoon drive host **Trent "Treetop" Tyler**.

Back at KHTE, nighttimer **Tony Terrell** has been promoted to MD and **Sonta James** has been elevated to Asst. Promotions Director. **Brooke Woods** has been named Marketing Director of both stations.

Peck Named Arista Sr. Nat'l Dir./R&B

Record-promotion executive **Gregory Peck** has been hired as Sr. National Director/R&B Promotion for **Arista Records**. He will be based in New York and report to Arista VP/R&B Promotion **Cecilia McClendon**.

"Gregory will use his considerable experience as an industry veteran to direct Arista's urban promotion field staff across the country in their efforts to secure exposure and radio airplay for all Arista and Arista joint-venture artists," Arista Exec. VP **Lionel Ridenour** said. "His duties will include the development and coordination of strategic promotion campaigns for all new releases on



Peck

behalf of those artists."

Peck began his music career in 1976, as a local promotion rep at Atlantic Records. He then gained industry experience with Columbia Records, Elektra Records, Island Records and PolyGram.

In 1990 Peck founded and was CEO of Bahia Entertainment, a label distributed by BMG. He resumed his promotion career with Qwest Records and Warner Bros. Records. He later co-founded the independent promotion firm of Peck & Anderson, staying until he became head of black music at Jeff McClusky & Associates. He has also been GM of the firm NTR.

Martin

Continued from Page 3

the combination of assets. I am here to serve the innovators that want to dramatically advance their online, interactive and database marketing results and reap the rewards of that converged opportunity faster.

"Converge Media will intelligently connect the dots in programming, marketing, operations and sales with on-air programming elements, web presence, loyal-listener

clubs, e-mail, rewards, direct marketing, research, streaming, sales solutions and much more."

Martin was VP/GM of the former **KHYI (Y95)/Dallas** from 1990-91 and spent five years with CBS Radio Networks, serving as VP/Affiliate Relations and Midwest Sales Manager. He also worked in Chicago as GSM of WUSN under First Media. LSM of **RKO's WFYR** and AE at ABC Radio's **WLS-AM & FM & WDAI**.

EXECUTIVE ACTION

Waters Rises To Chairman Of CHUM Ltd.

Jim Waters has been promoted to Chairman of **CHUM Ltd.**, the Canadian company that owns **CKWW-AM & CIMX-FM/Detroit** and 26 other radio stations. Waters was previously Exec. VP of the company, as well as President of **CHUM Radio**, and succeeds **Allan Waters**, who steps down after 48 years as **CHUM Ltd.**'s Chairman/President.

Jay Switzer, currently President of **CHUM Television**, has been appointed to the board and will serve as President/CEO of **CHUM Ltd.** **Jim Waters** and **Switzer** will continue to preside over the radio and television divisions until those positions are filled. Meanwhile, **CHUM Ltd.** has upped **Ron Waters** from Exec. VP to Vice Chairman. He succeeds **Fred Sherratt**, who — along with **Allan Waters** — will remain on the board and serve as a consultant to the company.

"I am very pleased that the stewardship of the company as a whole will be in experienced and extremely capable hands," **Allan Waters** said. "Jay Switzer has been a tremendous force in the success of our organization, and both **Jim** and **Ron** have been pivotal in the success of **CHUM**. The time has come for them to take a greater role on the board of the company."

Spending

Continued from Page 4

said advertising budgets will rise an average of 4% next year, although **Nabi** noted that low-cost media will benefit if companies are forced to reduce spending to meet budgets.

Ad prices may be firming up, and recent results from a media-stock-heavy mutual fund indicate that radio-company stock prices may also be on the mend. The **Fidelity Select Multimedia Fund**, which comprises about 76% media stocks, as of Nov. 23 had rewarded investors with a 40% return since Oct. 9 — a gain fund manager **Brian Kennedy** credited to fund participants **Viacom** and

Clear Channel Communications.


"With **Viacom**, you see a large national ad exposure, given their network business," **Kennedy** told **CBS MarketWatch**. "With **Clear Channel**, you see a lower national advertising exposure but, still, a much larger advertising exposure as a whole." He also credited the recent gains to broadcasters that are benefiting from this year's elections, where several close races drove what **Kennedy** called "the biggest political advertising spending we've ever seen." He continued, "What that did was create an umbrella for the rest of the ad market, which filtered down into the radio group. That's where we've seen the most strength."

McGann

Continued from Page 3

WTAE and **WXXK** between 1973-82. His radio resume also includes several stints as VP/GM at a number of Pennsylvania radio stations, including **WRKZ/Harrisburg**, **WEST & WLEV/Allentown**, **WISR/Pittsburgh** and **WPRR/Altoona**.

McGann was most recently Regional Manager for **Tele-Media Corp.**, where he oversaw the management of **WZEC-FM/Bennington**, **VT** and **WBEC-AM & FM/Pittsfield**, **MA**. "I am thrilled to come home to **Pittsburgh** and to heritage radio stations like **WJAS** and **WPPT**," he said.



RETRO STARS

WITH DAVE STEWART

The Nineties Show

Nothing captures the '90s better

Every weekend, Dave Stewart from WPLJ, New York City, weaves together the hits and pop culture from the '90s. It's fun and heavy on "Oh, Wow".

NOW AVAILABLE IN TWO VERSIONS!


Hot AC version

I'm Too Sexy, Found Out About You, When I Come Around, Ooh Aah...Just a Little Bit, Right Here Right Now, Unbelievable, Where Do You Go, Ordinary World, I Wanna Be Rich, Ants Marching, Don't Wanna Fall In Love.

CHR version

I'm Too Sexy, Hip Hop Hooray, When I Come Around, Ooh Aah...Just a Little Bit, The Humpty Dance, Unbelievable, Where Do You Go, Smells Like Teen Spirit, Jump Around, Ants Marching, Don't Wanna Fall In Love.


Retro Stars with Dave Stewart is the original '90s show and it's heard on great Hot ACs and CHRs from coast to coast. Call or e-mail us today and discover what our affiliates already know.



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Dave Stewart

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27,000 businesses
Available on digital cable and DirecTV
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HIT LIST

Seth Neiman
JC CHASEZ Blowin' Me Up (With Her Love)

ROCK

Gary Susalis
NOISE THERAPY Get Up

ALTERNATIVE

Adam Neiman
THE RAVEONETTES Veronica Fever
SIGUR ROS Track 4
ZWAN Honestly

TODAY'S COUNTRY

Liz Opoka
BROOKS AND DUNN It Won't Be Christmas Without You
DEANA CARTER There's No Limit
ALAN JACKSON Let It Be Christmas
TANYA TUCKER A Memory Like I'm Gonna Be

PROGRESSIVE

Liz Opoka
COLDPLAY Clocks
PATTY GRIFFIN Making Pies
SONDRE LERCHE Dead Passengers



Artist/Title	Total Plays
AVRIL LAVIGNE Complicated	78
HILARY DUFF I Can't Wait	77
AARON CARTER America A O	74
KELLY CLARKSON A Moment Like This	73
LAS KETCHUP The Ketchup Song...	72
CHRISTINA MILIAN Call Me, BEEP Me	72
PLAY Us Against The World	70
SIMON AND MILO Get A Clue	69
LMNT Juliet	69
JUMP5 Beauty And The Beast	36
NICK CARTER Help Me	35
NO SECRETS That's What Girls Do	33
SUGAR RAY When It's Over	33
PINK Get The Party Started	32
HAMPTON THE HAMPSTER Sing A...	32
BAHA MEN Move It Like This	31
A*TEENS Floorfiller	31
A*TEENS Bouncing Off The Ceiling	30
VANESSA CARLTON A Thousand Miles	30
SMASH MOUTH I'm A Believer	28



Playlist for the week ending Nov. 30.



866-MVTUNES
130 million moviegoers
21,000 movie theaters

- WEST**
1. TRANS-SIBERIAN ORCHESTRA Christmas...
 2. MARIAH CAREY Through The Rain
 3. MANNHEIM STEAMROLLER Fum, Fum, Fum
 4. KIRK FRANKLIN He Reigns
 5. NIRVANA You Know You're Right

MIDWEST

1. MARIAH CAREY Through The Rain
2. MANNHEIM STEAMROLLER Fum, Fum, Fum
3. NIRVANA You Know You're Right
4. T.A.T.U. All The Things She Said
5. SOUNDS OF BLACKNESS Don't Ever Give Up

SOUTHWEST

1. MARIAH CAREY Through The Rain
2. JOSH GROBAN Jesus, Joy of Man's Desiring
3. KENNY G Auld Lang Syne
4. NIRVANA You Know You're Right
5. ROD STEWART These Foolish Things

NORTHEAST

1. MANNHEIM STEAMROLLER Fum, Fum, Fum
2. MARIAH CAREY Through The Rain
3. NIRVANA You Know You're Right
4. T.A.T.U. All The Things She Said
5. TRANS-SIBERIAN ORCHESTRA Christmas...

SOUTHEAST

1. MARIAH CAREY Through The Rain
2. MANNHEIM STEAMROLLER Fum, Fum, Fum
3. KENNY G Auld Lang Syne
4. TRANS-SIBERIAN ORCHESTRA Christmas...
5. ROD STEWART These Foolish Things



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

DMX Fashion Retail Video

David Mihail
The top music videos shown on DMX fashion retail video, targeted at 18-34 adults.

- EMINEM Lose Yourself
MISSY ELLIOTT Work It
INTERPOL PDA
CRAIG DAVID What's Your Flava?
NAS Made You Look
JENNIFER LOPEZ Jenny From The Block
KYLIE MINOGUE Come Into My World
SANTANA /MICHELLE BRANCH The Game Of Love
DONNAS Take It Off
OURS Leaves
SEV Same Old Song
JOHN REUBEN Doin'
JIMMY EAT WORLD A Praise Chorus
DEFAULT Live A Lie
EVE Satisfaction

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

CHR/POP

Jack Patterson
No Adds

CHR/RHYTHMIC

Mark Shands
SEAN PAUL Get Busy
JAY-Z Poppin' Tags
JAY-Z Up All Night
JAIMIE LEE Dance With Me

URBAN

Jack Patterson
No Adds

ALTERNATIVE

Dave Sloan
ZWAN Honestly

ROCK

Stephanie Mondello
CREED Weathered
BRUCE SPRINGSTEEN Lonesome Day
THE EXIES My Goddess

ADULT ALTERNATIVE

Stephanie Mondello
BADLY DRAWN BOY You Were Right
BONNIE RAITT Time Of Our Lives
ANDY STOCHANSKY Stutter
BRUCE SPRINGSTEEN Lonesome Day

ADULT CONTEMPORARY

Jason Shift
BON JOVI Misunderstood

INTERNATIONAL HITS

Mark Shands
No Adds

COUNTRY

Leanne Flask
No Adds

DANCE

Danielle Ruysschaert
DALLAS SUPERSTARS Helium
FROU FROU Must Be Dreaming (Ruff & Jam Mix)

RAP/HIP-HOP

Mark Shands
2PAC Various Tracks
SNOOP DOGG Various Tracks



Lori Parkerson
• 202-380-4425

BPM (XM81)

Blake Lawrence
KYLIE MINOGUE Come Into My World

The Heart (XM23)

Johnny Williams
HEATHER HEADLEY Why Should I Cry
WHITNEY HOUSTON You Light Up My Life
SHANIA TWAIN It Only Hurts When I'm Breathing

Raw (XM66)

Leo G.
LIL' KIM /STYLES Get In Touch

X Country (XM12)

Jessie Scott
RICHARD BUCKNER Impasse
ALISON KRAUSS & UNION STATION Live
BILL SHEFFIELD 1 Cent Candy

XM Cafe (XM45)

Bill Evans
MATCHBOX TWENTY More Than You Think

20on20 (XM20)

JENNIFER LOPEZ Jenny From The Block
MISSY ELLIOTT Work It
SANTANA /MICHELLE BRANCH The Game Of Love
MADONNA Die Another Day
EMINEM Lose Yourself
JUSTIN TIMBERLAKE Like I Like You

CAM'RON Hey Ma
NO DOUBT /LADY SAW Underneath It All
O-TOWN These Are The Days

PINK Family Portrait
PUDDLE OF MUDD She Hates Me
KELLY ROWLAND Stole
CHRISTINA AGUILERA Beautiful

NELLY /KELLY ROWLAND Dilemma
TLC Girl Talk
JOHN MAYER Your Body Is A Wonderland
MATCHBOX TWENTY Disease

NIVEA Don't Mess With My Man
CRAIG DAVID What's Your Flava?
AVRIL LAVIGNE Sk8er Boi

SEAN PAUL Gimme The Light
ANGIE MARTINEZ If I Could Go
EVE /ALICIA KEYS Gangsta Lovin'
OAKENFOLD Starry Eyed Surprise

HODBASTANK Running Away
LIFHOUSE Spin
MICHELLE BRANCH Goodbye To You

DANIEL BEDINGFIELD Gotta Get Thru This
JUSTIN TIMBERLAKE Cry Me A River
OJ SAMMY & YANOU Heaven

PINK Just Like A Pill
KID ROCK /SHERYL CROW Picture
KYLIE MINOGUE Come Into My World

GOOD CHARLOTTE Lifestyles Of The Rich...
JAY-Z /BEYONCÉ '03 Bonnie & Clyde
NELLY Air Force Ones

LASGO Something
NORAH JONES Don't Know Why
AVRIL LAVIGNE I'm With You

MARIAH CAREY Through The Rain
SOLUNA Monday Mi Amor
T.A.T.U. All The Things She Said

ALTERNATIVE PROGRAMMING

Gary Knoll • 800-231-2818

Rock

BON JOVI Bounce
LINKIN PARK My Dsmbr
ZED Starlight
ZWAN Honestly

Alternative

ALL AMERICAN REJECTS Swing Swing
COLDPLAY Clocks
RED HOT CHILI PEPPERS Can't Stop
ZWAN Honestly

CHR

3 DOORS DOWN When I'm Gone
CREED Don't Stop Dancing

Lite AC

REGIE HAMM Babies
NORAH JONES Come Away With Me
ROD STEWART These Foolish Things

NAC

NESTOR TORRES Watermelon Man

Christian AC

BIG DADDY WEAVE Audience Of One
MICHAEL W. SMITH Lord Have Mercy

UC

B2K /P. DIDDY Bump, Bump, Bump
R. KELLY Ignition

Country

TRACY BYRD Lately
MARTINA MCBRIDE Concrete Angel
RANDY TRAVIS Three Wooden Crosses



Music Programming/Consulting
Ken Moultrie • 800-426-9082

Alternative

Steve Young/Kristopher Jones
RED HOT CHILI PEPPERS Can't Stop
ZWAN Honestly

Active Rock

Steve Young/Kristopher Jones
PACIFIER Bulltproof
SOCIALBURN Down

Heritage Rock

Steve Young/Kristopher Jones
GEORGE HARRISON Stuck Inside A Cloud
GOV'T MULE Drivin' Rain

Hot AC

Steve Young/Josh Hosler
TDRI AMOS A Sorta Fairy Tale
KID ROCK /SHERYL CROW Picture
RED HOT CHILI PEPPERS Can't Stop

CHR

Steve Young/Josh Hosler
DIXIE CHICKS Landslide
JAY-Z /BEYONCÉ '03 Bonnie & Clyde
LASGO Something

Rhythmic CHR

Steve Young/Josh Hosler
BUSTA RHYMES Make It Clap
BLU CANTRELL Breathe
LL COOL J /AMERIE Paradise
TRINA /LUOACRIS B R Right

Soft AC

Mike Bettelli/Teresa Cook
JOSH GROBAN O Holy Night

Mainstream AC

Mike Bettelli/Teresa Cook
MANNHEIM STEAMROLLER Faeries

Delilah

Mike Bettelli
JOSH GROBAN O Holy Night
STEVE TYRELL Santa Clause Is Coming To Town

Dave Wingert Show

Mike Bettelli/Teresa Cook
JOSH GROBAN O Holy Night
MANNHEIM STEAMROLLER Faeries

Mainstream Country

Ray Randall/Hank Aaron
VINCE GILL Next Big Thing
JOE NICHOLS Brokenheartsville

New Country

Hank Aaron
CHRIS CAGLE What A Beautiful Day

Lia

Ken Moultrie/Hank Aaron
TRACE ADKINS Chrome
LONESTAR Unusually Unusual

24 HOUR FORMATS

Jon Holiday • 303-784-8700

Adult Hit Radio

JJ McKay
O-TOWN These Are The Days
TLC Girl Talk

US COUNTRY

Penny Mitchell
C. DANIELS /T. TRITT Southern Boy

GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700

4 RUNNER What Child Is This
BROOKS & DUNN It Wouldn't Be Christmas Without You
OAK RIDGE BOYS The Most Inconvenient Christmas
BRAD PAISLEY I Wish You'd Stay
DOLLY PARTON Hello God



Charlie Cook • 661-294-9900

Bright AC

Jim Hays
CHRISTINA AGUILERA Beautiful

Mainstream Country

David Felker
DIXIE CHICKS Travelin' Soldier
ALAN JACKSON Let It Be Christmas

Young & Elder

David Felker
DIXIE CHICKS Travelin' Soldier
VINCE GILL Next Big Thing
ALAN JACKSON Let It Be Christmas



After Midnite

DIXIE CHICKS Long Time Gone
PHIL VASSAR American Child



Alternative

Chris Reeves • 402-952-7600

ALL AMERICAN REJECTS Swing Swing
PEARL JAM Save You
ZWAN Honestly

Country

Jim West
BROOKS & DUNN It Wouldn't Be Christmas Without You
ALAN JACKSON Let It Be Christmas
LEE ANN WOMACK The Season For Romance

POLLSTAR®

CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	PAUL MCCARTNEY	\$2,070.2
2	BRUCE SPRINGSTEEN	\$1,195.2
3	JIMMY BUFFETT	\$1,089.9
4	THE WHO	\$984.0
5	AEROSMITH	\$886.6
6	GEORGE STRAIT	\$846.3
7	NEIL DIAMOND	\$823.2
8	CHER	\$817.2
9	SANTANA	\$473.8
10	RUSH	\$439.5
11	CREED	\$432.8
12	LENNY KRAVITZ	\$418.3
13	TOM PETTY	\$410.3
14	LUTHER VANDROSS	\$348.4
15	TONY HAWK	\$329.8

Among this week's new tours

ANTHRAX

CROWN ROYAL LYRICIST LOUNGE

GEORGE STRAIT

JACKSON BROWNE

SANTANA

USHER

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

72 million households

Tom Calderone
VP/Programming



Plays

TLC Girl Talk	16
MISSY ELLIOTT Work It	15
SNOOP DOGG From Tha Chuuuch To Da Palace	14
FOO FIGHTERS All My Life	13
JENNIFER LOPEZ Jenny From The Block	13
SEAN PAUL Gimme The Light	12
KELLY OSBOURNE Shut Up	12
EMINEM Lose Yourself	11
CLIPSE When The Last Time...	10
JAY-Z I/BEYONCÉ '03 Bonnie & Clyde	10
MARIAH CAREY Through The Rain	10
COMMON I/MARY J. BLIGE Come Close To Me	10
PUDDLE OF MUDD She Hates Me	9
DONNAS Take It Off	8
MADONNA Die Another Day	7
GOOD CHARLOTTE Lifestyles Of The Rich & Famous	7
NORAH JONES Don't Know Why	7
KORN Alone I Break	7
AUDIOSLAVE Cochise	7
NIVEA Don't Mess With My Man	7
QUEENS OF THE STONE AGE No One Knows	7
PINK Family Portrait	6
FAT JOE Crush Tonight	6
JOHN MAYER Your Body Is A Wonderland	6
NAS Made You Look	6
SUM 41 Still Waiting	6
SANTANA I/MICHELLE BRANCH Game Of Love	5
JOHN RZEZNIK I'm Still Here	5
VINES Outathaway	5
ADAM SANDLER The Chanukah Song (Part 3)	5
O-TOWN These Are The Days	5
CHRISTINA AGUILERA Dirty	4
BUSTA RHYMES Make It Clap	4
CHEVELLE The Red	4
RED HOT CHILI PEPPERS Zephyr Song	4
TAPROOT Poem	4
BRUCE SPRINGSTEEN Lonesome Day	4
SIMPLE PLAN I'd Do Anything	4
ERICK SERMON I/REDMAN React	4
BABY I/P. DIDDY Do That	4
KELLY ROWLAND Stole	3
NIRVANA You Know You're Right	3
SALIVA Always	3
ERYKAH BADU I/COMMON Love Of My Life	3
EVE Satisfaction	3
HOOBASTANK Remember Me	3
STONE SOUR Bother	2
LIFEHOUSE Spin	2
B2K AND P. DIDDY Bump, Bump, Bump	2
AMERIE Talkin' To Me	2
CAM'RON Hey Ma	2
USED The Taste Of Ink	2
TRINA I/LUDACRIS B R Right	2

Video playlist for the week ending Nov. 30.

75 million households

Paul Marszalek
VP/Music Programming



ADDS

no new adds

SANTANA I/MICHELLE BRANCH Game Of Love	25
MADONNA Die Another Day	24
NO DOUBT I/LADY SAW Underneath It All	24
PINK Family Portrait	24
SHANIA TWAIN I'm Gonna Getcha Good!	23
MATCHBOX TWENTY Disease	19
JENNIFER LOPEZ Jenny From The Block	19
TLC Girl Talk	18
DAVE MATTHEWS BAND Grey Street	17
AVRIL LAVIGNE I'm With You	17
JOHN MAYER Your Body Is A Wonderland	16
RED HOT CHILI PEPPERS Zephyr Song	16
BON JOVI Misunderstood	16
ADAM SANDLER The Chanukah Song (Part 3)	16
TORI AMOS A Sorta Fairytale	15
DIXIE CHICKS Landslide	15
MARIAH CAREY Through The Rain	14
FAITH HILL Cry	14
CREED Don't Stop Dancing	14
KELLY ROWLAND Stole	14
JOHN RZEZNIK I'm Still Here (Jim's Theme)	11
UNCLE KRACKER In A Little While	10
PAUL SIMON Father And Daughter	10
WHITNEY HOUSTON One Of Those Days	9
BRUCE SPRINGSTEEN Lonesome Day	8
ROLLING STONES Don't Stop	8
LIFEHOUSE Spin	8
PUDDLE OF MUDD She Hates Me	7
WALLFLOWERS When You're On Top	7
3 DOORS DOWN When I'm Gone	3
SNOOP DOGG From Tha Chuuuch To Da Palace	2
COMMON I/MARY J. BLIGE Come Close To Me	2
CRAIG DAVID What's Your Flava?	2
MISSY ELLIOTT Work It	2
SAMMY HAGAR Things've Changed	2
TONI BRAXTON I/LOON Hit The Freeway	2
HEATHER HEADLEY He Is	2
COUNTING CROWS I/M. CARLTON Big Yellow Taxi	2
AUDIOSLAVE Cochise	2
LL COOL J Luv U Better	2
DANA GLOVER Thinking Over	1
QUEENS OF THE STONE AGE No One Knows	1
ERYKAH BADU I/COMMON Love Of My Life	1
FOO FIGHTERS All My Life	1
STEVE EARLE Jerusalem	1

Video airplay for Dec. 9-15.

36 million households

Cindy Mahmoud
VP/Music Programming
& Entertainment



VIDEO PLAYLIST

MUSIQ Dontchange
JA RULE I/BOBBY BROWN Thug Lovin'
CLIPSE When The Last Time
SEAN PAUL Gimme The Light
JAY-Z I/BEYONCÉ '03 Bonnie & Clyde
NELLY Air Force Ones
EMINEM Lose Yourself
JAHEIM Fabulous
B2K AND P. DIDDY Bump, Bump, Bump
ERYKAH BADU I/COMMON Love Of My Life

RAP CITY TOP 10

EMINEM Lose Yourself
FIELO MOB Sick Of Being Lonely
JA RULE I/BOBBY BROWN Thug Lovin'
LL COOL J I/AMERIE Paradise
ERICK SERMON React
BABY I/P. DIDDY Do That
BENZIND Rock The Party
BUSTA RHYMES Make It Clap
NELLY Air Force Ones
EVE Satisfaction

Video playlist for the week ending Dec. 8.



56.8 million households

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

ADDS

MARTINA MCBRIDE Concrete Angel
ALAN JACKSON Let It Be Christmas
BROOKS & DUNN It Won't Be Christmas Without You

TOP 20

RASCAL FLATTS These Days
TOBY KEITH Who's Your Daddy?
SHANIA TWAIN I'm Gonna Getcha Good!
NICKEL CREEK This Side
FAITH HILL Cry
EMERSON DRIVE Fall Into Me
DIXIE CHICKS Landslide
GEORGE STRAIT She'll Leave You With A Smile
TRAVIS TRITT Strong Enough To Be Your Man
CLEDUS T. JUDD It's A Great Day To Be A Guy
TERRI CLARK I Just Wanna Be Mad
LEANN RIMES Life Goes On
STEVE AZAR Waitin' On Joe
JENNIFER HANSON Beautiful Goodbye
REBECCA LYNN HOWARD Forgive
BRUCE SPRINGSTEEN Lonesome Day
AARON LINES You Can't Hide Beautiful
KEITH URBAN Somebody Like You
TRACE ADKINS Chrome
JOE NICHOLS Brokenheartsville

HEAVY

DIXIE CHICKS Landslide
FAITH HILL Cry
GEORGE STRAIT She'll Leave You With A Smile
KEITH URBAN Somebody Like You
NICKEL CREEK This Side
RASCAL FLATTS These Days
SHANIA TWAIN I'm Gonna Getcha Good!
TOBY KEITH Who's Your Daddy

HOT SHOTS

BRUCE SPRINGSTEEN Lonesome Day
CROSS CANADIAN RAGWEED 17
MARTINA MCBRIDE Concrete Angel
TIM MCGRAW She's My Kind Of Rain

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

Information current as of Nov. 25.



Jim Murphy, VP/Programming
19 million households

ADDS

BROOKS & DUNN It Won't Be Christmas Without You
BRAD PAISLEY I Wish You'd Stay
DOLLY PARTON Hello God
OAK RIDGE BOYS The Most Inconvenient Christmas
4 RUNNER What Child Is This?

TOP 10

TOBY KEITH Who's Your Daddy
SHANIA TWAIN I'm Gonna Getcha Good
KEITH URBAN Somebody Like You
FAITH HILL Cry
TIM MCGRAW She's My Kind Of Rain
TRACE ADKINS Chrome
TERRI CLARK I Just Wanna Be Mad
GEORGE STRAIT She'll Leave You With A Smile
RASCAL FLATTS These Days
MARK WILLIS Nineteen Somethin'

Information current as of Nov. 25.

TELEVISION

TOP TEN SHOWS

Total Audience
(105.5 million households)

- 1 **Everybody Loves Raymond**
- 2 **CSI: Miami**
- 3 **NFL Monday Night Football (Philadelphia vs. San Francisco)**
- 4 **Movie (The Christmas Shoes)**
- 5 **Still Standing**
- 6 **Law & Order**
- 7 **JAG**
- 8 **The Simpsons**
- 9 **CSI (Thursday, 9pm)**
- 10 **King Of Queens**

Nov. 25-Dec. 1

Adults
25-54

- 1 **Everybody Loves Raymond**
- 2 **CSI: Miami**
- 3 **NFL Monday Night Football (Philadelphia vs. San Francisco)**
- 4 **Still Standing**
- 5 **Frasier**
- 6 **Law & Order**
- 7 **The Simpsons**
- 8 **Law & Order: Criminal Intent**
- 9 **CSI (Thursday, 9pm)**
- (tie) **King Of Queens**
- (tie) **Law & Order: Special Victims Unit (Friday, 10pm)**

Source: Nielsen Media Research

COMING NEXT WEEK

Tube Tops

Destiny's Child, Thelma Houston, India.Arie, Brian McKnight, Take 6, The Temptations and Stevie Wonder perform on USA's *A Motown Christmas* (Sunday, 12/8, 8pm ET/PT).

Friday, 12/6

- **Peter Gabriel**, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- **Eve and The Violent Femmes**, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- **Snoop Dogg**, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- **Daniel Bedingfield**, *Last Call With Carson Daly* (NBC, check local listings for time).
- **Rod Stewart**, *The Wayne Brady Show* (check local listings for time and channel).

Saturday, 12/7

- **Sum 41**, *Mad TV* (FOX, 11pm ET/PT).
- **Norah Jones**, *Saturday Night Live* (NBC, 11:30pm ET/PT).

Sunday, 12/8

- **Destiny's Child and LeAnn Rimes** perform on the *Hollywood Christmas Spectacular* (NBC, 7pm ET/PT).

Monday, 12/9

- **The Vines**, *Jay Leno*.

- **Jennifer Lopez** and **Sum 41**, *Late Show With David Letterman* (CBS, check local listings for time).
- **And You Will Know Us By The Trail Of Dead**, *Conan O'Brien*.
- **The Flaming Lips**, *Craig Kilborn*.
- **Jo Dee Messina**, *Wayne Brady*.

Tuesday, 12/10

- **An Evening With The Dixie Chicks** airs on NBC (8pm ET/PT).
- **Melissa Etheridge** and **Jennifer Lopez**, *Live With Regis & Kelly* (check local listings for time and channel).
- **Counting Crows**, *Jay Leno*.
- **Ryan Adams**, *David Letterman*.
- **Sheryl Crow**, *Conan O'Brien*.
- **Alanis Morissette**, *Craig Kilborn*.
- **Busta Rhymes**, *Carson Daly*.
- **Mario**, *Wayne Brady*.

Wednesday, 12/11

- **Justin Timberlake**, *Regis & Kelly*.
- **John Rzeznik**, *Jay Leno*.
- **Bruce Springsteen & The E Street Band**, *Conan O'Brien*.
- **Chris Robinson**, *Carson Daly*.
- **Missy Elliott**, *Wayne Brady*.

Thursday, 12/12

- **The Wallflowers**, *Jay Leno*.
- **Brian Setzer**, *Conan O'Brien*.
- **The Roots** i/Cody Chestnutt, *Carson Daly*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

Nov. 25-Dec. 1

Title Distributor	\$ Weekend	\$ To Date
1 Harry Potter & The Chamber Of Secrets (WB)	\$32.11	\$200.15
2 Die Another Day (MGM/UA)	\$31.01	\$101.37
3 The Santa Clause 2 (Buena Vista)	\$12.13	\$113.58
4 Treasure Planet (Buena Vista)*	\$12.08	\$16.59
5 Eight Crazy Nights (Sony)*	\$9.43	\$14.04
6 Friday After Next (New Line)	\$7.36	\$25.04
7 Solaris (FOX)*	\$6.75	\$9.41
8 8 Mile (Universal)	\$5.75	\$107.39
9 The Ring (DreamWorks)	\$5.26	\$119.78
10 Wes Craven Presents: They (Miramax)*	\$5.14	\$7.55

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

COMING ATTRACTIONS: This week's openers include *Empire*, starring John Leguizamo and recording artists **Fat Joe** and **Treach**. The film's *Motown* soundtrack sports 702's "I Still Love You," **Mobb Deep's** "Between White Lines," **DMX's** "Fame," **India.Arie's** "Slow Down" and **Jon Secada's** "My Life Through the Spirit in Your Eyes."

Cuts by **Rachel**, **Iron Clad**, **Angel Lopez** and others complete the ST. Now playing is *Treasure Planet*, whose **Walt Disney** soundtrack contains original music by **John Rzeznik**, including "I'm Still Here (Jim's Theme)," as well as **BB Mak's** "Always Know Where You Are."

— Julie Gidlow



AL PETERSON
apeterson@radioandrecords.com

Should You Syndicate Yourself?

□ How to develop your own branded, turnkey network

It's a phrase that nearly every PD and manager has heard and one that a lot of talk hosts utter sooner or later: "I want a syndication deal." In the pre-consolidation days of the radio business, a host with an itch for the national spotlight could often get things off the ground himself. There were also numerous one-man syndicators out there who were willing to take on the project of affiliating and selling your program. But times have changed.

"Right now radio groups that don't have network divisions are becoming somewhat leery of investing their signals in a syndicated talent owned by a competing station group," says **Mark Masters**, CEO of Oregon-based Talk Radio Network. "They're standing back and saying, 'If I invest in my competitor's talent and that talent does well, they might pull it away from me and give it back to my competition. The time and effort I've invested in promoting that talent will all go to my competitor.'"



Mark Masters

For that reason, Masters says, companies are recognizing the need to have their own syndication divisions in order to retain and recruit top air talent. "But the question is, how?" he says. "If you go out and try to build a syndication division from the ground up, it's just too expensive."

Based on that premise, Masters has launched Talk Radio Syndication Services. The objective of the

new company is to have groups subcontract their network divisions, which Masters and his staff will then manage under the groups' brand names. The divisions can then act as recruiting tools for efforts that can be as small as intracompany syndication or as large as syndication to other groups.

I recently spoke to Masters about why he believes this deal is good for stations, good for talents and good for radio.

R&R: *What's the basic idea behind Talk Radio Syndication Services?*

MM: In 1988 only about 5% of AM Talk stations aired syndicated shows. By 1996 that was up to over 50%, and today the figure is somewhere around 75% or more. There are a lot of good reasons for that. Stations not only get access to quality talent, they can also eliminate talent and show-crew costs.

Plus, if stations give that 25%-30% of their inventory that is regularly going unsold to a syndicator,

they are taking that unsold inventory — that they were probably using to bonus advertisers anyway — and turning it into new available talent dollars to give them access to superior-quality talent.

"In the consolidated radio business, the best talents know that, in most cases, they are either going to be syndicated or be replaced by syndication."

In the consolidated radio business, the best talents know that, in most cases, they are either going to be syndicated or be replaced by syndication. What we do is offer companies a way to help them retain their best

"In the end our objective is simple: We want to provide stations and companies with a way to retain the talent they want while also giving the talent a chance at the future he or she wants."

talent and give a career path to that talent that most radio broadcasters cannot do on their own.

R&R: *Is it safe to say that another division of your company, TRN, also benefits from the partnership?*

MM: We're not owned by a radio-station group. Our goal is to help broadcasters retain and recruit talent and also to offer them access to syndicated talent from our other division, Talk Radio Network, that won't be taken away from them and moved to an O&O, because of our loyalty policy. We want to be the syndicated-radio content provider equivalent of Switzerland.

R&R: *What's the benefit of outsourcing a network division? As a station or group, why not do it yourself?*

MM: One good reason to outsource is that talent needs to have a chance to succeed, and the "nag factor" from talent that is not being syndicated properly is so enormous, most management doesn't have time to deal with it. It causes what I call management brain drain, and that's costly to a station.

It takes a lot of different and unique skill sets to successfully syndicate programming. Anybody can buy or set up an uplink or get on StarGuide — that's not all that hard to do. What is hard is knowing how to position a show for success, getting it on the right kinds of incuba-

tor stations, building a success story and organically building a show's long-term success. You have to manage the future of a talent phase by phase. Executives at most radio groups don't have the time to focus on that.

R&R: *From your perspective, what constitutes a syndicable talent?*

MM: What I look for is a talent with a unique audience. Let's say your station has a three share overall, and this talent is getting a five in his daypart. He's outperforming the lead-in show by a 1.5 share, and the show after him melts away. That's a show with a unique audience — there's something going on there. And if there's competition across the street, there's even more going on. For whatever reason, people are making an appointment to listen to this show.

R&R: *Give us an example of how the process works.*

MM: Let's say you have a talent who is doing well, and you know that he is likely going to be recruited by a group that can offer the potential of syndication and a lot more money. With an intracompany syndication of, let's say, five stations, even though none of you has \$500,000 for a host, maybe each station does have \$100,000.

Continued on Page 12

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R&R News/Talk Industry Achievement Awards Nominations

It's time to once again honor News/Talk radio's best players with our R&R News/Talk Industry Achievement Awards. The 2003 trophies will be handed out during the R&R Talk Radio Seminar, to be held March 6-8, 2003, at the Marina Beach Marriott in Los Angeles. This is your chance to recognize excellence by nominating those stations and individuals whom you believe exemplify the best of our format.

Below, you will find a nomination ballot and the official rules governing the nominating process for all awards. Winners will be announced next March in six categories, including:

• News/Talk Executive of the Year: Anyone who serves in a management, sales or programming capacity at the radio group or network level is eligible.

• News/Talk GM of the Year: This category covers anyone who serves as GM of one or more stations at the local level.

• News/Talk Programmer of the Year: This category covers anyone who has primary responsibility for programming one or more Talk stations at the local level.

• News/Talk Station of the Year: Covers any Talk-formatted station, including News, Talk and News/Talk.

• National Talk Personality of the Year: Any talk host who is syndicated on multiple stations in multiple cities by a syndicator or network is eligible.

• Local Talk Personality of the Year: This category covers any talk host who hosts a show on any single local radio station or who is simulcast on a single-market group of stations.

Only original copies of the nomination ballot that are received by U.S. mail will be accepted for consideration by the R&R awards nomination committee. Absolutely no faxed forms or photocopies will be accepted. You are not required to make nominations in all categories. Deadline for receipt of all nominations is **Dec. 19, 2002**. No nomination ballots will be accepted after that date.

Finalist ballots will be mailed to all R&R News/Talk subscribers in conjunction with R&R's Jan. 24, 2003 issue. Only those who have active R&R News/Talk/Sports subscriptions in good standing will be eligible to participate in the final voting process. Questions about R&R's News/Talk Industry Achievement Awards should be directed to apeterson@radioandrecords.com or 858-486-7559.

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?
Call me at 858-486-7559
 or e-mail
alpeterson@rronline.com,
 fax: 858-486-7232

Should You Syndicate....

Continued from Page 11

With an intracompany syndication there are no network minutes, so for the talent budget you already have, you're not losing any minutes. The talent does have to agree to do a certain number of commercial reads for all five stations. What you create is a five-station incubator group to grow the show. If a syndicated show isn't grown properly and in the right way and your flagship gets unique audience but the other stations don't, you're dead.

"We want to be the syndicated-radio content provider equivalent of Switzerland."

OK, you have retained your talent by giving him more money and giving him a career-path option. You can also tell the talent that if he exceeds the existing daypart numbers on the four other stations by 40% for four books in one year, he will be qualified for a national syndication effort.

Then the talent goes out there

from Day One with five different market stories to tell. He's not just a talent who is put on an uplink one day and told, "OK, now you're syndicated," and then, in the next few months or a year, there's no real growth, and the show and the talent are over. We think our approach is a way to cultivate talent careers in a very cautious way within your company.

R&R: Define the mission of Talk Radio Syndication Services.

MM: Syndicators should look at stations as long-term partners in a daypart, and you shouldn't screw your partner. You let them know that if they invest their signal in your product, you are going to protect them. We're going to build your station group a network division under your brand name, and we're going to help you retain your best talent.

R&R: What's something like this going to cost a station?

MM: An intracompany syndication would have a minimal cost — probably just a management fee. Or it might be something like a full-blown partnership between us. We take each situation on a case-by-case basis. In the end, our objective is simple: We want to provide stations and companies with a way to retain the talent they want while also giving the talent a chance at the future he or she wants.

R&R 2003 NEWS/TALK INDUSTRY ACHIEVEMENT AWARDS

Here's your chance to celebrate excellence in the News/Talk industry! Nominate your favorite News/Talk radio stations as well as News/Talk radio and industry professionals for R&R's annual News/Talk Radio Industry Achievement Awards. Your nominations will help our awards committee determine final nominations for each category. The final results will be announced at **R&R's Talk Radio Seminar 2003**, March 6-8.

Here is the nomination process:

1. Nominations should be based on the highest standards of industry excellence and professionalism.
2. Any commercial, U.S.-licensed News/Talk station, regardless of market size or Arbitron status, is eligible for nomination.
3. Nominees must have been employed at the company for which they were nominated during calendar year 2002.
4. You can nominate yourself, your co-workers and your station.
5. Only one form per person will be accepted. Copies are not acceptable. You must indicate your name and affiliation on the nomination form. All responses will remain confidential.
6. You do NOT have to make nominations in every category.
7. Deadline: December 19, 2002.

R&R 2003 NEWS/TALK INDUSTRY ACHIEVEMENT AWARDS NOMINATION FORM

NEWS/TALK EXECUTIVE OF THE YEAR: (programming, sales or management at the group or network level) Name: _____ Station/Company: _____

NEWS/TALK STATION OF THE YEAR: Station: _____ Market: _____

NEWS/TALK GENERAL MANAGER OF THE YEAR: Name: _____ Station/Market: _____

NEWS/TALK PROGRAMMER OF THE YEAR: Name: _____ Station/Company: _____

NATIONAL TALK HOST OF THE YEAR: Name: _____ Network/Syndicator: _____

LOCAL TALK HOST OF THE YEAR: Name: _____ Station/Market: _____

COMPLETE THE FOLLOWING TO VALIDATE BALLOT (required):

Your Name _____

Title _____

Station/Affiliation _____

THIS FORM MUST BE RECEIVED ON OR BEFORE DECEMBER 19, 2002
Faxed copies not accepted



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Street Talk

Gotham Gasps Over Golden Billboard

Gratuitous nudity: It's good for America. This week **Leslie Gold**, the morning co-host at Clear Channel Classic Rocker **WAXQ/New York** known to legions of fans as "The RadioChick," certainly increased her exposure in the Big Apple with a racy new outdoor campaign. There was one slight problem, however: "Clear Channel Outdoor turned down the campaign; they've deemed it inappropriate," says WAXQ Marketing Director **Paul Miraldi**. The ad, shown here as an added



bonus, shows a topless Gold with what appears to be an African-American man's hands cupping her breasts from behind. It appears with the slogan "She's Quite a Handful." Miraldi managed to get the billboard up the old-fashioned way: "We were able to get an independent outdoor company to put up one board along the Brooklyn-Queens Expressway." Needless to say, the resulting press coverage has been ridiculous. Look at us — we fell for it! Miraldi, who closely supervised Gold's photo shoot, tells **ST**, "Let's just say I've got the 'breast' job ever!"

You know your station's promotion has reached critical mass when one of your employees spends Thanksgiving at a police station. **WIHT (Hot 99.5)/Washington** once again pole-vaulted over the boundaries of good taste for its latest promotion, "Show Your Ass for a Boarding Pass." Hot morning guy **Mark Kaye** explains how it works: "Take a picture of your bare ass in front of a local monument or historic site and send it to us. The best ass wins a trip to the 'Baham-ASS.'" (Get it?) Hot stuntman **Teapot Tim** officially kicked off the contest by photographing his own buttocks in the aptly named Virginia town of Manassas.



Tim's first body-cavity search

Tim carefully maneuvered himself in front of a city sign so that the last two letters of Manassas were obscured. "He dropped his drawers and flashed his rump. Snap! The deed was done," boasts Kaye. "The newly configured sign read 'Welcome to the City of Manass' — punctuated by two large butt cheeks." On Thanksgiving Eve Tim discovered that there was a warrant out for his arrest for the stunt. After turning himself in to Manassas police, he was photographed, fingerprinted and scored a date for an upcoming

court appearance. He was then free to go, so long as he stayed in Virginia. Sadly, **WIHT** is located in Maryland.

Lone Star Salute To Wolfman Jack

Nearly 40 years after he left 250,000-watt blowtorch **XERF**, located across the border from Del Rio, TX, and seven years after his death from a heart attack, **Wolfman Jack** is coming back to Del Rio. The *San Antonio Express-News* reports that plans are proceeding for a \$130,000 bronze statue of the Wolfman to be unveiled at a downtown intersection on March 15, 2003. That will be followed by the opening of a Wolfman Jack museum and a proposed music festival. "He introduced himself as Bob Smith, and he wanted to know who the owner of XERF was," recalls lawyer **Arturo Gonzalez**, 94, who sold advertising in the U.S. for the station, which was based in nearby Ciudad Acuña, Mexico. "I said, 'What can you do?' and he said, 'I'm a radio announcer, and I can sell whatever you have to sell.' He was on the radio station that same night, selling baby chicks — 100 for \$2.98."



Wolfman Jack

Late word to the **ST Phun Phone** has **Jamillah Muhammad**, PD of Clear Channel Urban **WKKV/Milwaukee**, transferring to the PD chair at co-owned **WMXD/Detroit**. The move will come in February.

Eighteen months after moving from **CHR/Rhythmic** to **CHR/Pop**, Hispanic Broadcasting's recently acquired **KKSS/Albuquerque** returns to **CHR/Rhythmic** as "Kiss 97.3, the new home for hip-hop & R&B" under PD Tom "Jammer" Naylor. The move once again puts Kiss squarely in the face of American General Media's **KYLZ**. **Crash & Alley** remain in mornings, while Jammer moves his airshift from afternoons to middays. Night jock **Johnnie V.** is now doing afternoons, and prodigal son **Doughboy** returns from **KKXX/Bakersfield** for nights.

After 10 years with the Network Magazine Group, President **Gerry Cagle** says he'll leave the company, effective Jan. 1.

KSTJ & KKLZ/Las Vegas OM/PD Ken Carson exits the Beasley '80s-Classic Rock combo.

Continued on Next Page



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Street Talk®

Mudbone Manages His Anger

Eric Davis, a.k.a. WMRQ/Hartford's **Mudbone**, has filed a lawsuit against Marlin Broadcasting, owner of crosstown rival WCCC, and 'CCC GM Boyd Arnold, PD Michael Picozzi and air personality Michael "Kidd" DesFosses over a Dec. 9, 2000 incident at an Anger Management Tour performance at the Hartford Civic Center. The *Hartford Courant* reports that, during the event, Davis set up a tent inside the venue as part of a station promotion for the concert. Davis, who is African-American, alleges that DesFosses tried to collapse his tent and then used a racial slur. Several weeks after the show, Davis asked WCCC for an on-air apology and a \$1,000 donation in his name to the Hartford Boys & Girls Club, but Davis' lawyer says 'CCC refused, thus leading to the lawsuit.

Westwood One's *Radio Factor With Bill O'Reilly* takes the noon-2pm slot on **KLIF/Dallas**. The program previously aired in the market on crosstown KRLD on a tape-delayed basis in the overnight hours.

Entercom FM Talker **KQBZ (The Buzz)/Seattle** is loudly touting plans to debut a new "mystery" morning show next April. VP/OM **Clark Ryan** says market vet **John Maynard** and a super-secret co-host have both inked long-term deals to serve in the morning, beginning April 18, 2003. A company PR piece about the pending morning team said (caution: blatant radio hyperbole ahead), "With '?' and Maynard in the morning and Tom Leykis in the afternoon, The Buzz will soon become the buzz of Seattle radio!" However, our intrepid **ST** reporters found a graphic on the website for former KZOK afternoon duo Robin & Maynard that simply says "April 18, 2003," which leads us to believe that Maynard's co-host-to-be will be none other than longtime partner **Robin Erickson**.

VoiceHunter.com handles voice talent and consults and manages morning shows throughout the U.S. Parent company Goods Entertainment is now diversifying by going into the syndication side of the business. Goods Entertainment President (and radio vet) **Adam Goodman** is now spreading the love with his inaugural syndication project — *The Ace & TJ Morning Show*. The show, based at WNKS/Charlotte, is currently on the air in six markets. For more information, call him at 800-867-9532.

After eight years pumping out some of the industry's most outrageously creative promos, KFI/Los Angeles production whiz and station voice **Don Elliot** is going solo.

Longtime KZZU/Spokane PD/morning co-host **Ken Hopkins** sheds his PD duties. **Brew Michaels**, Director/Programming for parent Morgan Murphy's four-station cluster, will now oversee KZZU's programming.

MC Serch, best known for his work with seminal rap group 3rd Bass and, later, for a stint on the label side, now makes the next logical move — to radio. Serch is the new morning co-host at Clear Channel Urban **WJLB/Detroit**, teaming up with **CoCo** and **Foolish**.

After almost 10 years with WYSP/Philadelphia, MD **Nancy Palumbo** crosses the street to

RADIO & RECORDS



1

- **David Nathan** gets VP/Pop Promotion nod at Universal Records.
- **Bob Moody** made VP/Programming at Regent Communications.
- **Rick Porter** picked as Sr. VP/Market Manager of Radio One/Dayton.
- **Howard Mazer** upped to GM of Radio One/Baltimore.

5

- **John Roberts** boosted to VP/Programming at Clear Channel.
- **Mark Edwards** elevated to VP/Programming for WLIT/Chicago.
- ABC Radio Networks says it will move **Doug Banks** to mornings in March 1998.

10

- **Stephen Morris** advances to President of Arbitron.
- **Chuck Field** promoted to OM at KSFM/Sacramento.
- **Bill May** named PD of WRNO/New Orleans.

15

- **Sony** purchases the **CBS Records Group**.
- **Peg Kelly** ascends to VP/GM of WNBC/New York.
- **Gary Balaban** becomes PD of WLTE/Minneapolis.
- **Sue Wilson** accepts the PD chair at WDOK/Cleveland.



Peg Kelly

20



Big Ron O'Brien

- **Les Tracy** tapped as PD of KOME/San Jose.
- **Big Ron O'Brien** leaves WNBC/New York for afternoons at KIIS/Los Angeles.

25

- **Joe Isgro** advances to VP/Pop Promotion at Motown Records.
- **Charlie Van Dyke** promoted to OM of KLIF/Dallas.
- **Lee Arnold** named PD of WAAF/Worcester, MA.



Charlie Van Dyke

Greater Media Classic Rocker **WMGK** as Asst. PD/MD. She replaces **Steve Richards**, now PD of Triple A **WMPS/Memphis**.

Finally, **ST** offers its sincere condolences to the family and friends of industry vet **Michael Rose**, who died Dec. 1 of a heart attack at age 52. Rose was John Gorman's partner in Gorman Media for many years and was also Research Director for OmniAmerica. Rose, who also spent many years on the label side, is the former husband of **WOMC/Detroit** Asst. PD/MD **Lisa Rodman**. They have an 8-year-old daughter, **Abby**.

If you have Street Talk, call the **R&R News Desk** at 310-788-1699, or e-mail streettalk@radioandrecords.com

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50 Cent Cashes In With 'Wanksta'

Queens rapper is a street survivor, in more ways than one

During his days as a boxer, Curtis Jackson took a few shots in the ring. On the streets of New York, Jackson — better known as rapper **50 Cent** — had a roller-coaster life in the late '90s, including a failed record deal and a brush with death. Through street savvy, however, he was able to climb back to the top and catch the eye of hip-hop's hottest duo, Eminem and Dr. Dre.

Nowadays 50 Cent is the hottest act in the clubs, and he's breaking through at CHR/Rhythmic and Urban radio thanks to "Wanksta," a hot track that calls out rappers who use the gangsta image for profit.

The artist, who was once dropped by Columbia Records, was reportedly offered more than \$1 million by Eminem to sign with Shady Records following a bidding war. 50 Cent also has two tracks, "Wanksta" and "Places to Go," on the scorching *8 Mile* soundtrack.

While the hype is heavy, 50 Cent is no stranger to being the next big thing. In 1999 the Columbia-affiliated rap production team The Trackmasters hooked up with the then-unknown Queens rapper and recorded "How to Rob," wherein 50 Cent bragged about sticking up well-known artists like Timbaland and Master P.

As the song caught fire, Trackmasters and 50 Cent teamed up for *Power of the Dollar*, the young rapper's debut for Columbia, which featured a breakthrough single with Destiny's Child called "Thug Love."

But things took a drastic turn for the worse when, in May of 2000, 50 Cent was shot several times while sitting in a parked car with an acquaintance in Queens. He was hit in the legs and jaw. And, while Columbia had already released "Thug Love," heavy bootlegging of 50 Cent's album made the label reconsider its release. *Power of the Dollar* was pulled from the market, and 50 Cent was dropped.

Master Of Mix Tapes

What didn't kill 50 Cent — figuratively or literally — only made him stronger. Following the soured deal with Trackmasters/Columbia, 50 Cent and his clique, G-Unit, went underground. Making a name for himself on the mix-tape scene, 50 Cent also cut his own versions of the hottest hip-hop tracks out at the time.

"He didn't have any label representation or anybody really pushing him; it was just him and his crew," says **Ian Fletcher**, who works rap



50 Cent

promotion and oversees the street team at Interscope Records. "They were just blitzing mix tapes and taking the hot records out and doing their own versions."

The buzz on 50 Cent became undeniable, particularly with the track "Wanksta." "The 'Wanksta' record, from the tail end of the summer all the way until now, has been the biggest record in New York," says WQHT (Hot 97)/New York mixer **Mister Cee**, who's also a member of Funkmaster Flex's DJ crew, The Big Dawg Pitbulls.

"This guy's become a street phenomenon here. From putting out his own mix tapes to redoing other people's songs and kind of making them a little bit better than the original versions, he's been sweeping the streets with the G-Unit buzz.

"As a DJ, I can't even do a party without doing a whole 50 Cent-G-Unit set where I've gotta play at least five to seven songs in a row with his voice on them. It's really that crazy. I haven't seen anything like this, honestly, ever. Somebody who's got a buzz like this without an album out is really ridiculous."

History In The Making

Mister Cee has felt the buzz firsthand. "On Oct. 11 we did his first performance in New York, at Club Speed, which I was a part of," he says. "It was a legendary performance; it was history in there. It rained that whole day, yet we had about 1,500 people in the club and 3,000 people outside the club.

"That's what you're dealing with

when you're dealing with 50 Cent and G-Unit right now in New York. The buzz is really crazy on them. There's nobody hotter. There's nobody else in the street even touching what he's doing right now."

"When I went to New York about a month ago, every car was playing his mix tape," Fletcher says. "Every five minutes it was on both of the big stations out there. In every club, when the song comes on, they almost start fighting, 'cause it's such a big song. It's crazy."

Even more impressive to Cee is that 50 Cent was able to create this mix-tape buzz in the Big Apple. "It's unprecedented in New York," he says. "Sometimes you'll hear about an artist who broke on the mix-tape circuit because he did a couple of freestyles on different DJs' mix tapes, but for an artist to make his own mix tape and sell it, that's something you hear about artists out West or artists in the South doing.

"You never hear those types of

"As a DJ, I can't even do a party without doing a whole 50 Cent set. It's that crazy. I haven't seen anything like this, honestly, ever."

Mister Cee

stories out of New York. For him to do that is what's catching everybody's eye. That's what makes this whole thing mind-boggling to everybody."

Big Apple, Big Deal

As Sinatra noted in "New York, New York," if you can make it there, you can make it anywhere. But spreading the 50 Cent vibe didn't come without work. "At first it was a little slow everywhere outside of



CRAZY FOR CRAZYTOWN

Columbia rap-rockers Crazytown swung by Club R&R to play some tracks from their new album, *Darkhorse*, and share tattooing tips. Pictured are (l-r) R&R's Heidi Van Alstyne; Crazytown's Bret "Epic" Mazur; R&R's Brooke Williams, Katy Stephan, Frank Correia, Paul Colbert (kneeling) and Missy Haffley; Crazytown's Seth "Shifty Shellshock" Binzer; R&R's Al Machera; and Columbia's Veronica Amaranate.

the Northeast, because there was so much hype behind it," Fletcher says.

"Some mixers would say it was OK, but I'd tell them to keep listening. Outside of New York it wasn't an instant bang record. Those instant bang records come and go so fast.

"With this record, we had to work a little bit outside of the Northeast, but it's sticking now, which is the sign of a good record. It's starting to take off everywhere else. Usually, on a straight, grimy East Coast record like this, L.A. is one of the last regions to jump on it, but we have L.A. radio and mixers all over this record."

"The song 'Wanksta' seemed to have come out of nowhere," says **Michael Saunders**, PD at Urban WWPR/New York. "One minute it was a street hit, and, literally, the next day it was on the air in New York and the rest of the country."

Cee is certain that "Wanksta" will spread nationwide. For the uninitiated, he has some advice: "Buy those mix tapes, even if you have to buy them on the street at a bootleg table, so you can understand why everybody in New York is talking about this kid and why Eminem signed him. Pick up those mix tapes, and you'll really understand what 50 Cent and the G-Unit are all about."

Beating The Odds

Fletcher says everyone at the label is excited about the 50 Cent album, which will drop either in February or March of 2003. A Dr. Dre-produced track, "Up in the Club," is a potential next single.

In terms of 50 Cent's mix-tape street marketing, Fletcher points out that the rapper built his story the right way. "The streets are something you can't go back to," he says. "You have to grab the streets first, then you go after radio, then you go after the pop crossover crowd. You can't do it in

"I'm not surprised at the hype that 50 Cent has now. He's been grooming himself for this."

Ian Fletcher

any other direction. I'm not surprised at the hype that he has now. He's been grooming himself for this, so I think he's ready."

"50 Cent beat all the odds," Cee says. "He was with one of the best production teams — not just in hip-hop, but in music in general — with The Trackmasters. The deal fell through, and he was never able to put out an album. He had a buzz at one time with the 'How to Rob' record. Jay-Z dissed him on a record, saying, 'I'm about a dollar/What the fuck is 50 Cent?' When Jay did that, it kind of killed 50's career a little bit.

"Then he gets into the trouble where he's shot and survives. So, he beats all of those odds and comes back and says, 'All you motherfuckers, take that!' This is a kid who nobody thought could come back from what he came back from. It's really an incredible story."

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

Call me at 310-788-1658
or e-mail:

fcorreia@radioandrecords.com

THE INDUSTRY'S NO. 1 RETAIL CHART December 6, 2002

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	SHANIA TWAIN	Up	Mercury/IDJMG	633,359	-26%
—	2	TIM MCGRAW	Tim Mcgraw & The Dancehall...	Curb	601,899	—
3	3	8 MILE	Soundtrack	Shady/Interscope	398,762	+45%
—	4	2PAC	Better Dayz	Amaru/Tha Row/Interscope	380,512	—
2	5	NOW 11	Various	UTV	376,835	+21%
—	6	JENNIFER LOPEZ	This Is Me Then	Epic	362,918	—
—	7	PAUL MCCARTNEY	Back In The U.S. Live 2002	Capitol	229,313	—
9	8	AVRIL LAVIGNE	Let Go	Arista	226,739	+97%
—	9	SNOOP DOGG	Paid Tha Cost To Be Da Boss	Priority/Capitol	197,128	—
16	10	FAITH HILL	Cry	Warner Bros.	195,961	+126
10	11	EMINEM	Eminem Show	Shady/Aftermath/Interscope	183,421	+60%
12	12	CHRISTINA AGUILERA	Stripped	RCA	179,350	+66%
23	13	ELVIS PRESLEY	30 #1 Hits	RCA	172,894	+153
—	14	SYSTEM OF A DOWN	Steal This Album	American/Columbia	167,573	—
4	15	JA RULE	Last Temptation	Murder Inc./IDJMG	167,221	-26%
7	16	JAY-Z	Blueprint Vol.2 :The Gift...	Roc-A-Fella/IDJMG	148,732	-13%
13	17	SANTANA	Shaman	Arista	141,889	+52%
14	18	DIXIE CHICKS	Home	Monument	140,492	+56%
11	19	JUSTIN TIMBERLAKE	Justified	Jive	138,480	+28%
27	20	NELLY	Nellyville	Fo' Reel/Universal	132,054	+108
8	21	MISSY ELLIOTT	Under Construction	Gold Mind/Elektra/EEG	123,779	+2%
5	22	MATCHBOX TWENTY	More Than You Think You Are	Atlantic	116,938	-36%
—	23	DRU HILL	Dru World Order	Def Soul/IDJMG	114,101	—
—	24	ROOTS	Phrenology	MCA	105,993	—
18	25	NORAH JONES	Come Away With Me	Blue Note/Virgin	105,748	+39%
24	26	U2	Best Of 1990-2000	Interscope	105,734	+61%
28	27	NIRVANA	Nirvana	Geffen/Interscope	105,267	+70%
—	28	BABY AKA THE #1 STUNNA	Birdman	Cash Money/Universal	103,968	—
34	29	JOSH GROBAN	Josh Groban	143/Reprise	99,068	+72%
6	30	AUDIOSLAVE	Audioslave	Epic/Interscope	98,709	-42%
17	31	ROD STEWART	Great American Songbook	J	93,484	+21%
—	32	SUM 41	Does This Look Infected?	Island/IDJMG	92,163	—
32	33	ROLLING STONES	Forty Licks	Virgin	86,751	+45%
25	34	TOBY KEITH	Unleashed	DreamWorks	83,187	+29%
31	35	3 DOORS DOWN	Away From The Sun	Universal	79,629	+32%
—	36	BARBRA STREISAND	Duets	Columbia	79,617	—
29	37	ANDREA BOCELLI	Sentimento	Philips	75,725	+24%
38	38	JOHN MAYER	Room For Squares	Aware/Columbia	74,814	+80%
35	39	RASCAL FLATTS	Melt	Lyric Street	73,467	+39%
22	40	ELTON JOHN	Greatest Hits 1970-2002	UTV	73,107	0%
26	41	TLC	3d	Arista	69,126	+8%
39	42	GOOD CHARLOTTE	Young & The Hopeless	Epic	65,043	+62%
—	43	KELLY ROWLAND	Simply Deep	Columbia	62,412	—
—	44	BUSTA RHYMES	It Ain't Safe No More	J	61,448	—
41	45	PINK	M!\$sundaztood	Arista	61,152	+56%
40	46	KENNY G	Wishes: A Holiday Album	Arista	58,894	+49%
46	47	ALAN JACKSON	Let It Be Christmas	Arista	52,919	+62%
47	48	ALAN JACKSON	Drive	Arista	51,758	+62%
36	49	TONY BENNETT/K.D. LANG	What A Wonderful World	Columbia	51,572	+5%
—	50	BOB DYLAN	Bootleg Series Vol.5	Legacy	51,188	—

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ON ALBUMS

Feels Like Old Times!

Retailers this week are feeling friskier than Condoleezza Rice with a missile launcher aimed at Iraq. Sales are rising faster than Hugh Hefner after a hit of Viagra.

But seriously, folks, in the biggest sales week of the year by far, a total of 28 albums — count 'em, 28! — top the 100,000 mark. Leading the way is Mercury Nashville



Tim McGraw

Space Age biker chick Shania Twain, who tops Curb's Tim McGraw in a battle of country superstars as both smash through the 600,000 barrier.

McGraw is one of five newcomers to the top 10, which also includes Amaru/Tha Row/Interscope hip-hop icon 2Pac (No. 4), Epic's Jennifer Lopez (No. 6), Capitol's Paul McCartney double live CD (No. 7) and Priority/Capitol gangsta rapper Snoop Dogg (No. 9).



2Pac

With the Shady/Interscope 8 Mile soundtrack showing a healthy 45% increase at No. 3 and UTV's NOW! 11 boasting a 21% increase at No. 5, Doug Morris' Universal Music Group scores four of the top five albums. Rounding out the top 10 are Arista skate chanteuse Avril Lavigne (No. 8) with a whopping 97% increase and Warner Bros.' Faith Hill, McGraw's better half, whose sales gain 126%, thanks primarily to a pair of primetime TV specials featuring country's first couple.

Other chart newcomers include American/Columbia's System Of A Down (No. 14), Def Soul/IDJMG's Dru Hill (No. 23), MCA's Roots (No. 24), Cash Money/Universal's Baby a.k.a. The #1 Stunna (No. 28), Island/IDJMG's Sum 41 (No. 32), Columbia's Barbra Streisand (No. 36), J's Busta Rhymes (No. 44) and Legacy/Columbia's Bob Dylan,

with a double live album from 1975's Rolling Thunder Revue (No. 50).

Among the most impressive weekly increases are RCA's Elvis Presley, 23-13 and up 153% after a primetime TV special celebrating his musical legacy; Fo' Reel/Universal's Nelly, 27-20 and up 108%; Aware/Columbia's John Mayer, at No. 38 and up 80%; 143/Reprise's Josh Groban, 34-29, up 72%; and Geffen/Interscope's Nirvana, No. 27, up 70%. In all, 30 of the top 50 albums show increased sales.



Jennifer Lopez

December 6, 2002

Last Chance

It's finally December, and that means it's the last chance for labels to release their priority titles and the last chance for radio to introduce new music to its listeners. Here's a look at what's in store for radio in the coming week.

Daniel Bedingfield got through to his listeners with "Gotta Get Thru This," the title track of his debut album, and now he follows up this smash hit with "James Dean (I Wanna Know)." The 22-year-old singer-songwriter from London did most of the recording for the album in his bedroom, using a computer and one microphone, and would visit the studio just to place the finishing touches. "James Dean" is Going for Adds at Pop and Rhythmic.



Daniel Bedingfield

Also Going for Adds at Pop and Rhythmic is **DJ Sammy** with his latest, "Boys of Summer." Earlier this year DJ Sammy hit hard with his dance version of the Bryan Adams classic "Heaven." He stays true to his formula for success, this time remixing Don Henley's "Boys of Summer" into a soon-to-be club favorite.

JC Chasez of 'N Sync fame introduces his debut solo effort, "Blowin' Me Up (With Your Love)," to Pop and Rhythmic next week. Produced by Dallas Austin, "Blowin' Me Up" is featured in the upcoming film *Drumline*, starring Nick Cannon of Nickelodeon's *The Nick Cannon Show*. The film arrives in theaters on Dec. 13, and Chasez's solo album is scheduled for release next year.

The state of Virginia takes over the Rhythmic and Urban airwaves as two of its own deliver the latest cuts from their respective albums. **Missy Elliott** teams up with Timbaland to produce "Gossip Folks," the second single from *Under Construction*. Joining Elliott on the mike is none other than **Ludacris**. Malice and Pusha T, otherwise



Missy Elliott

known as **Clipse**, enlist the aid of Faith Evans for "Ma, I Don't Love Her." Fellow Virginia natives The Neptunes produced "Ma," which is the third single from Clipse's debut album, *Lord Willin'*.

The **Dixie Chicks** are on the move as they present "Travelin' Soldier" to Country next week. The Chicks' television special, *Home — In Concert*, will air on NBC on Dec. 10, and on Dec. 13 VHI will air an episode of

CMT's *Crossroads* featuring The Dixie Chicks and James Taylor.

Jessica Andrews also goes for adds at Country, with "There's More to Me Than You," the lead single from her forthcoming March 18 release, *Now*. The song was produced by Byron Gallimore. *Now* is 17-year-old Andrews' third album.

Pearl Jam come to the rescue of Rock, Active Rock and Alternative as they present "Save You," the followup to "I Am Mine." Both songs can be found on Pearl Jam's latest release, *Riot Act*. The band will be performing at Seattle's Key Arena on Dec. 8-9, and they resume touring in February with shows in Australia.

Christchurch, New Zealand band **Zed** enter the Alternative spotlight with "Starlight," which will be featured as the end title song of the Rob Schneider film *Hot Chick*. Schneider also makes an appearance in the video, playing a janitor who switches places with vocalist Nathan King as the result of a science experiment gone wrong. "Starlight" was written by Rivers Cuomo of Weezer. Says Cuomo, "I really like 'Starlight,' but I was never happy with the way Weezer performed it. I'm glad that Zed has finally done the song justice."

Kim Richey is Going for Adds at Triple A with "The Circus Song (Can't Let Go)," and, like the circus, Richey has traveled a lot in her life. Not only is she constantly touring, the singer-songwriter has also lived in many places, including South America, Europe, Boston and Colorado. Richey even dropped by the R&R offices in October to perform cuts from her latest album, *Rise*, and we hope she counts that visit as one of her favorite stops.

— Mike Trias

R&R Going For Adds

Week Of 12/9/02

CHR/POP

- CRAZY TOWN** Drowning (Columbia)
DANIEL BEDINGFIELD James Dean (I Wanna Know) (Island/IDJMG)
DJ SAMMY Boys Of Summer (Robbins)
JC CHASEZ Blowin' Me Up (With Her Love) (Jive)

CHR/RHYTHMIC

- CLIPSE f/FAITH EVANS** Ma, I Don't Love Her (Star Trak/Arista)
DANIEL BEDINGFIELD James Dean (I Wanna Know) (Island/IDJMG)
DJ SAMMY Boys Of Summer (Robbins)
JC CHASEZ Blowin' Me Up (With Her Love) (Jive)
KILLER MIKE Re-AKshon (Aquemini/Columbia)
MISSY ELLIOTT f/LUDACRIS Gossip Folks (Gold Mind/Elektra/EEG)
NAPPY ROOTS Headz Up (Atlantic)

URBAN

- CLIPSE f/FAITH EVANS** Ma, I Don't Love Her (Star Trak/Arista)
GANG STARR Skills (Virgin)
KILLER MIKE Re-AKshon (Aquemini/Columbia)
MISSY ELLIOTT f/LUDACRIS Gossip Folks (Gold Mind/Elektra/EEG)

URBAN AC

- JONATHAN BUTLER** Back To Love (Warner Bros.)
TONI BRAXTON A Better Man (Arista)

COUNTRY

- DIXIE CHICKS** Travelin' Soldier (Monument)
JESSICA ANDREWS There's More To Me Than You (DreamWorks)
TEBEY We Shook Hands (Man To Man) (BNA)

AC

- OPERATICA** Shine (Seasonal Mix) (E-Magine)

HOT AC

- BON JOVI** Misunderstood (Island/IDJMG)
BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)
DUNCAN SHEIK Half-Life (Atlantic)
FOO FIGHTERS All My Life (Roswell/RCA)

SMOOTH JAZZ

- PIECES OF A DREAM** Love's Silhouette (Heads Up)

ROCK

- PEARL JAM** Save You (Epic)

ACTIVE ROCK

- PEARL JAM** Save You (Epic)

ALTERNATIVE

- PEARL JAM** Save You (Epic)
SODIUM Alyssa Milano (Universal)
UNWRITTEN LAW Rest Of My Life (Lava)
ZED Starlight (Geffen/Interscope)

TRIPLE A

- DUNCAN SHEIK** Half-Life (Atlantic)
KIM RICHEY The Circus Song (Can't Let Go) (Lost Highway/IDJMG)
NEIL FINN Human Kindness (Nettwerk)
VARIOUS ARTISTS Making Singles, Drinking Doubles (Bloodshot)

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.



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A Perry Capital Corporation

MCA

Continued from Page 1

Marilyn LaCointre takes similar duties, based in New York. All three will report to a soon-to-be-named VP/Crossover, who will be based in Los Angeles and report to Lambert.

• **Modern Rock: William Marion** joins as National Director/Modern Rock. He is based in New York and reports to VP/Modern Rock **Lisa Cristiano**, who is based in Los Angeles.



Cristiano

• **Urban: Azim Rashid and Don Eason** remain Sr. Directors/Urban Promotion. **Dan Smalls** joins MCA as National Director/Lifestyle Marketing, based in New York. **Troy Marshall** becomes National Director/Urban Promotion, based in Los Angeles, while **Derek Berrien** joins MCA as Urban Mid-Atlantic Regional, **Roxanne Arango** joins as North Carolina Regional, and **Romero Hartfield** comes aboard as Field National/Southwest Promotion. All report directly to Pough.

• **Adult Formats: Dara Kravitz** will continue to handle the adult formats, with the added responsibility of promotion in the Northeast region. She remains in New York and reports to Lambert.



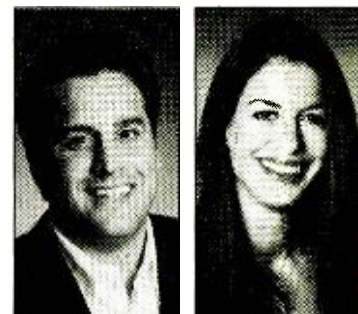
Lambert

Pough

• **Video: Lisa Frank** joins as VP/Video Promotion. She is based in New York and reports to Lambert.

"Today, with seismic shifts occurring in music, MCA will stay ahead of the curve by maximizing new opportunities in the Crossover, Alternative and Urban formats," Boberg said. "Craig Lambert and Benny Pough have assembled a fantastic new team to complement the incredible and richly varied MCA Records roster."

Lambert said. "A music company



Marella

Frank

is only as strong as its staff, and now we have in place a team that can bring home hit records in a wide variety of genres and formats. The changes we're making strengthen us, particularly in the Rhythmic Crossover and Modern Rock formats, which are the proven breeding grounds of Pop hits in recent years. In the months ahead MCA will strive to dominate these markets, thanks in large part to this gifted group of promotion professionals."

Pough said, "The team we have in place has the skill and determination to bring home all kinds of records in all kinds of formats. From the street-marketing foot soldiers to the senior national staff, everyone is working together for a common goal."

Infinity

Continued from Page 1

Ongaro, most recently President/CEO for Texas Therapy Centers, is a 20-year broadcasting veteran who has been an Exec. VP/Market Manager for AMFM and, previously, for Chancellor Media. He spent 12 years as GM of WOKY & WMIL/Milwaukee and served as VP of Sundance Broadcasting, where he began his career in 1981 as an AE.

Woods rises from the VP/Market Manager post for Infinity's KMLE, KOOL & KZON/Phoenix. He previously held a similar post for AMFM's former eight-station Phoenix cluster and has been VP for Nationwide Communications and served as co-founder and COO of the Radio Marketing Group. Woods, who has also been GM of WFOX/Atlanta and WHTZ/New York under Shamrock Broadcasting, began his career as Sales Manager for KNSD/Phoenix.

Revenue

Continued from Page 1

revenue accelerated for the fourth straight month, to its best position of the year, registering ahead of 2001 by 5% overall. Local business is up 4% for the January-October period, and national dollars are 10% better than in the first 10 months of last year.

With the exception of February, radio has experienced growth at both the local and national levels every month compared to 2001. RAB President/CEO Gary Fries reiterated the positive outlook for the upcoming six months, saying, "October's revenue gains have positioned radio for sustained growth throughout this quarter and next. Radio's resiliency has been a major factor in the increases we've seen so far this year. Radio is poised to continue to outperform other media into 2003."

Adelstein

Continued from Page 1

Listing radio, television, phone services, cable and Internet as those services that "touch every American in the most basic ways," Adelstein said he will work to ensure that "Americans have the best possible communications services by enhancing competition, promoting universal access to all communications services and efficiently managing the public spectrum."

Adelstein, whose term expires June 30, 2003, is a Democrat, giving Commissioner Michael Copps — the lone Democrat at the agency for more than a year — a new ally at the FCC.

"We have a new commissioner of outstanding ability and a commission at full complement at last," Copps said, adding that Adelstein arrives as the commission prepares for "one of the most momentous years in the long history of the FCC."

"Important votes that will dramatically affect the telecommunications and media landscapes will occur in

the coming months," Copps said. "On many of these issues, we are at a true crossroads. I am confident that our chances of finding the road to take have been significantly improved with the arrival of Commissioner Adelstein."

Within hours of being sworn in, Adelstein had named **Lisa Zaina Sr.** Legal Adviser, as well as Wireline Competition Advisor. Zaina comes to the commission from Shenandoah Telecommunications, where she served as VP/Industry & Regulatory Affairs and as Corporate Secretary. He also named **Sarah Whitesell** interim Media Legal Adviser. She has been Assoc. Chief of the FCC Media Bureau since June 2001.

Adelstein also appointed two more interim legal advisers: **Eric Einhorn** will handle wireline competition issues, while **Barry Ohlson** will oversee spectrum and international issues. On his permanent staff, Adelstein appointed **Kevin Venters** Staff Assistant and **Katherine Lapin** Confidential Assistant.

BUSINESS BRIEFS

Continued from Page 4

came despite protests against the **AFTRA**-backed legislation from Radio One, Sinclair Broadcasting and the Maryland-DC-Delaware Broadcasters Association. The council's decision applies to contracts made, extended or renewed after Jan. 1, 2003 and does not change the terms of existing contracts.

If the law is signed by Washington Mayor Anthony Williams and approved by Congress, it will directly affect only ABC's WMAL, WJZW & WRQX/Washington; Bonneville's WTOP-AM & FM, WGMS, WWVZ & WWZZ/Washington; and Howard University's WHUR, all of which are based in the District. However, all the region's broadcasters, including Maryland-based Radio One, may soon face legislation to ban after-contract noncompetes. "We will introduce this bill in January in the Maryland legislature," AFTRA/Washington-Baltimore Exec. Director Pat O'Donnell told R&R. The union will then focus its efforts on enacting similar legislation in Virginia, although that's not expected until late 2003 at the earliest.



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Going On The Record In 2002

□ A look back at some of this year's more memorable quotes

As the paper of record for the radio and record industries, it's always with great enthusiasm that I make my way through all the issues of R&R each year in search of memorable quotes from the colorful people who make up this great business.

From presidents of broadcast companies to label executives, air talents and consumers, you'll find words here that range from humorous to thought-provoking and just about everything in-between. Some of the year's more unforgettable lines come from label interns and two young children who download music. They are a sobering reminder of the dilemmas that labels face in the year ahead.

"We are for sale, but only at 30- and 60-second increments." — **Clarke Brown**, President, Jefferson-Pilot Communications

"In grasping how to get a larger market share, they forget that creative content is king; they forget that that's what music is all about." — **Clive Davis**, Chairman, RCA Music Group



Clarke Brown **Clive Davis**

"I'm not going to spend \$16 at Tower Records on a CD that's got one good song on it. All my friends are in the same boat at college. You're not going to get kids to spend \$17 on a CD; not when something's there for free." — **Alison Correll**, summer label intern

"We did not invent the MP3 player; Sony did. We do not make CD burners, but Sony does. We are not your enemy, so kicking the dog because you had a bad day doesn't make a hell of a lot of sense. Going to Congress and complaining about radio when you're the ones writing the checks doesn't make a hell of a lot of sense." — **Randy Michaels**, CEO, Clear Channel New Technologies

"We have to build a better mousetrap." — **Ron Geslin**, Sr. VP, RCA Records

"I have been in the business and love it from the radio side and consider myself a radio person, but it's very clear that consolidation hurt this business. When you have shared stations, shared talent and quarter-to-quarter



Randy Michaels **Ron Geslin**

cash-flow goals, that puts pressure on all of these guys, and it is impacting the product out there." — **Jimmy de Castro**, President, AOL Interactive, at R&R Convention 2002 (6/15/02)

"I'm looking for an opportunity to run a company." — **Jimmy de Castro**, after resigning as President of AOL Interactive on Nov. 12, after an eight-month stint

"I look at my 12-year-old, who was a huge Backstreet Boys, 'N Sync and Britney Spears fan two years ago. They are death now. My daughter is no longer not interested in them. She hasn't found another group of stars at that level to replace them in her tastes. That's what happens with Pop radio; it goes through cyclical periods.

"Look at KHS/Los Angeles. They were a five-share radio station. They are still a very good radio station today, but they were really over the top two years ago, because of that pop wave. I don't know when the next wave will be, and I don't know who the artist will be, but there will be one." — **Rick Cummings**, President, Emmis Radio



Jimmy De Castro **Rick Cummings**

"John Ivey is very balanced, gets the mechanics of morning shows, is creative, understands promotions, knows how to balance music, is fun and is excellent at finding the center of the room. He loves music, has great ears and is excellent at coaching talent. He also has a high confidence

level and is solid as a rock." — **Roy Laughlin**, Regional VP, Clear Channel, on Ivey's success as PD of KHS & KYSR/Los Angeles and Regional VP of Clear Channel/Los Angeles & Riverside

"It's incumbent upon you to have the best people that you possibly can in every slot. If you don't, failure is imminent." — **Jimmy Steal**, Emmis VP/Programming, KPWR & KZLA/Los Angeles

"It's not about competing against others for me; it's more about competing against ourselves on a station level and against myself on a personal level. I try to constantly achieve more and do better than we have before." — **Cadillac Jack McCartney**, VP/Programming, Clear Channel/Boston, and PD of Boston's WJMN and WXKS



Jimmy Steal **Cadillac Jack McCartney**

"I don't make stars, I discover them." — **Lyor Cohen**, Chairman/CEO, Island Def Jam Music Group

"Shows like MTV's *Cribs* are hurting the music business. You see this lavish life, and you're like, 'They don't need my money.' That's why people download." — **Hanif Chambers**, summer label intern

"I will always sing ballads, but I will not be afraid to continue to do new collaborations in hip-hop or whatever musical genres I choose. That's my right as an artist. Anything else would be boring as hell." — **Mariah Carey**

"My dad said, 'This burning of CDs is killing the record business,' but I just burned a CD the other day. If the record business wanted to stop us, they should have done something a while ago." — **Casey**, age 9

"As an industry, we've been complacent for so many years that time has passed by many of us. It's not because the consumer intended to hurt us in any way as an industry; it's be-



HOLLA BACK, YOUNG'N

Elektra recording artist Fabolous let the girls of WHHT/Syracuse know that this was his party. Seen here (l-r) are WHHT PD Erin Bristol, Fabolous, WHHT Promotion Director Sarah Lanieu and Elektra's Erik Mendelson.

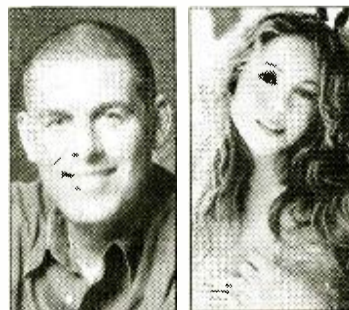
cause we like the way things were done years ago, and we haven't changed. But we have to change, and it's not too late." — **Antonio "L.A." Reid**, President/CEO, Arista Records

"I personally won't go into a record store to buy unless my computer breaks and the burner breaks and I have no other way of getting a new burner. I think my friends are probably the same way." — **Chandler**, age 11

"There's no such thing as 'callout using the Internet.' These are tools on the level of the request line. Accurate and actionable research is not an expense, it's an investment." — **Carolyn Gilbert**, Exec. VP/GM, Clear Channel's Critical Mass Media

"I'm a big fan of Internet music research. I believe it's the way all callout will be done in two years." — **Guy Zapoleon**, President/CEO, Zapoleon Media Strategies and Promosquad.com

"Clear Channel, after a burst of acquisitions, is taking a breather from making more purchases." — **Randall Mays**, CFO, Clear Channel



Lyor Cohen **Mariah Carey**

"Ten parent companies control two-thirds of both radio listeners and revenue nationwide. Two companies — Clear Channel and Viacom — control 42% of listeners and 45% of industry revenues. Four companies or fewer control over 50% of national listeners in 28 of 32 formats.

"In virtually every local market, four or less firms control 70% of mar-

ket share or greater. The consolidation of station management, coupled with industry trends toward shorter playlists and streamlined program decision-making, means a very small number

of 'gatekeepers' control access to the public airwaves." — **The Future of Music Coalition** study

"This report has as much credibility as Miss Cleo." — **Dennis Wharton**, spokesman, National Association of Broadcasters, commenting on the Future of Music Coalition study

"The study reflects the concerns I have been hearing from independent radio stations, concert promoters, artists and consumers." — **Sen. Russ Feingold**, saying the points raised in the Future of Music Coalition study are the reason he introduced the "Competition in Radio and Concert Industries Act" earlier this year

"In grasping how to get a larger market share, they forget that creative content is king; they forget that that's what music is all about."

Clive Davis

"Nothing would give me greater pleasure than to be able to bring one of the leading U.K. radio groups into the Clear Channel family." — **Loray Mays**, CEO, Clear Channel

"There was a high level of energy that was very intense — kind of like when you walk on a carpet, and everything you touch, you get a shock from it!" — **Carol Morgan**, former

Continued on Page 24

R&R CHR/Pop Top 50

December 6, 2002

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	EMINEM Lose Yourself (Shady/Interscope)	9183	-10	1056019	11	128/0
3	2	JENNIFER LOPEZ Jenny From The Block (Epic)	7730	+659	839519	9	131/0
2	3	NO DOUBT F/LADY SAW Underneath It All (Interscope)	7059	-301	753920	19	131/0
7	4	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	6374	+459	780307	11	117/2
5	5	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	5960	-53	615459	10	133/0
6	6	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	5525	-480	540790	13	113/0
11	7	CHRISTINA AGUILERA Beautiful (RCA)	5350	+826	630352	4	128/1
4	8	AVRIL LAVIGNE Sk8er Boi (Arista)	5177	-1057	516773	15	132/0
10	9	PINK Family Portrait (Arista)	5092	+275	563981	11	131/1
8	10	MADONNA Die Another Day (Maverick/WB)	5063	-815	467752	9	133/0
9	11	JUSTIN TIMBERLAKE Like I Love You (Jive)	4999	-615	561441	15	129/0
13	12	KELLY ROWLAND Stole (Columbia)	4508	+213	467675	12	128/0
15	13	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	4391	+538	416237	7	126/2
16	14	NIVEA Don't Mess With My Man (Jive)	4367	+572	460968	7	117/1
12	15	CREED One Last Breath (Wind-up)	4245	-140	459015	28	122/0
18	16	O-TOWN These Are The Days (J)	3628	+126	388282	8	119/0
14	17	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	3550	-493	332349	22	128/0
17	18	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	3378	-263	346547	18	112/0
19	19	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	3248	-253	371809	22	127/0
22	20	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3041	+237	301629	10	107/3
21	21	MATCHBOX TWENTY Disease (Atlantic)	2966	+50	277711	9	100/0
33	22	AVRIL LAVIGNE I'm With You (Arista)	2854	+1146	369169	2	128/6
31	23	NELLY Air Force Ones (Fo' Reel/Universal)	2696	+689	262667	4	94/6
32	24	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	2556	+639	244880	4	119/4
23	25	TLC Girl Talk (Arista)	2555	-265	247071	8	109/0
29	26	SEAN PAUL Gimme The Light (VP/Atlantic)	2302	+282	249130	5	87/3
28	27	LIFEHOUSE Spin (DreamWorks)	2239	+44	193748	11	92/0
27	28	NAPPY ROOTS Po' Folks (Atlantic)	2090	-244	199331	14	76/0
34	29	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	1986	+332	158511	6	73/11
25	30	KELLY CLARKSON A Moment Like This (RCA)	1976	-483	228860	13	85/0
24	31	CRAIG DAVID What's Your Flava? (Wildstar/Atlantic)	1936	-577	177447	8	105/0
40	32	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	1892	+532	202662	3	85/12
35	33	CHRISTINA AGUILERA Dirty (RCA)	1673	+56	246357	14	105/0
36	34	DJ SAMMY & YANOU Heaven (Candlelight) (Robbins)	1572	+15	162135	9	3/0
Debut	35	JUSTIN TIMBERLAKE Cry Me A River (Jive)	1519	+838	196984	1	107/22
38	36	NORAH JONES Don't Know Why (Blue Note/Virgin)	1510	+1	164703	6	85/2
30	37	OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	1461	-547	139429	16	122/0
39	38	SHAGGY Strength Of A Woman (MCA)	1448	+7	187606	5	80/0
43	39	MARIAH CAREY Through The Rain (MonarC/IDJMG)	1391	+180	202610	5	101/3
42	40	KYLIE MINOGUE Come Into My World (Capitol)	1332	+73	171536	4	90/5
37	41	MICHELLE BRANCH Goodbye To You (Maverick/WB)	1303	-239	132380	20	111/0
50	42	LASGO Something (Robbins)	1244	+273	253729	2	41/7
45	43	JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	1157	+28	113741	5	65/0
47	44	LL COOL J Luv U Better (Def Jam/IDJMG)	1117	+55	102552	2	54/3
41	45	UNCLE KRACKER In A Little While (Lava)	1080	-199	102436	15	81/0
Debut	46	T.A.T.U. All The Things She Said (Interscope)	1050	+150	72776	1	76/6
Debut	47	STEREO FUSE Everything (EO/Wind-up)	1005	+93	64163	1	50/1
48	48	HOOBASTANK Running Away (Island/IDJMG)	1003	-52	143587	20	72/0
44	49	BIG TYMERS Oh Yeah (Cash Money/Universal)	994	-181	100454	6	57/0
46	50	ASHANTI Happy (Murder Inc./IDJMG)	974	-112	94490	19	99/0

133 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 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002. The Arbitron Company). (C) 2002. R&R, Inc.

Most Added.

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ARTIST TITLE LABEL(S)	ADDS
VANESSA CARLTON Pretty Baby (A&M/Interscope)	64
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	29
JUSTIN TIMBERLAKE Cry Me A River (Jive)	22
STONE SOUR Bother (Roadrunner/IDJMG)	22
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	12
MARIO C'mon (J)	12
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	11
SIMPLE PLAN I'd Do Anything (Lava/Atlantic)	11
JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	11
DIXIE CHICKS Landslide (Monument)	9
SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	8

MARIAH CAREY

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DEC. 11TH TODAY SHOW

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AVRIL LAVIGNE I'm With You (Arista)	+1146
JUSTIN TIMBERLAKE Cry Me A River (Jive)	+838
CHRISTINA AGUILERA Beautiful (RCA)	+826
NELLY Air Force Ones (Fo' Reel/Universal)	+689
JENNIFER LOPEZ Jenny From The Block (Epic)	+659
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	+639
NIVEA Don't Mess With My Man (Jive)	+572
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	+538
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	+532
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	+459

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
AVRIL LAVIGNE Complicated (Arista)	2623
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	2154
VANESSA CARLTON Ordinary Day (A&M/Interscope)	2045
PINK Just Like A Pill (Arista)	1852
P. DIDDY F/GINUWINE I Need A Girl... (Bad Boy/Arista)	1567
DJ SAMMY & YANOU Heaven (Robbins)	1510
OUR LADY PEACE Somewhere Out There (Columbia)	1506
NELLY Hot In Herre (Fo' Reel/Universal)	1491
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1347
LINKIN PARK In The End (Warner Bros.)	1327
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1242
JIMMY EAT WORLD The Middle (DreamWorks)	1197

R&R Station Playlists have moved to the web.
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R&R CHR/Pop Top 50 Indicator

December 6, 2002

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2773	-29	79841	10	50/0
3	2	NO DOUBT F/LADY SAW Underneath It All (Interscope)	2712	-61	77093	18	48/0
4	3	EMINEM Lose Yourself (Shady/Interscope)	2681	-11	75967	9	51/0
5	4	JENNIFER LOPEZ Jenny From The Block (Epic)	2656	+210	68645	7	49/1
2	5	MADONNA Die Another Day (Maverick/WB)	2582	-199	74397	8	49/0
8	6	PINK Family Portrait (Arista)	2012	+162	57701	10	50/0
6	7	AVRIL LAVIGNE Sk8er Boi (Arista)	1927	-309	57549	14	43/0
9	8	MATCHBOX TWENTY Disease (Atlantic)	1864	+83	53725	8	50/0
14	9	CHRISTINA AGUILERA Beautiful (RCA)	1854	+310	55829	3	50/1
7	10	JUSTIN TIMBERLAKE Like I Love You (Jive)	1839	-270	50548	13	42/0
13	11	KELLY ROWLAND Stole (Columbia)	1821	+210	50206	11	48/1
12	12	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	1733	+79	47504	10	49/1
15	13	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	1672	+209	46822	7	50/0
11	14	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	1672	+5	45487	11	43/0
16	15	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	1599	+148	43676	6	48/0
10	16	CREED One Last Breath (Wind-up)	1558	-138	43283	28	39/0
17	17	O-TOWN These Are The Days (J)	1345	+97	35748	7	41/0
21	18	LIFEHOUSE Spin (DreamWorks)	1208	+75	34048	12	48/1
27	19	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	1168	+174	30194	6	45/6
26	20	NIVEA Don't Mess With My Man (Jive)	1166	+148	35435	4	42/2
19	21	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	1150	-17	34863	21	33/0
18	22	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1089	-87	35079	20	37/0
29	23	AVRIL LAVIGNE I'm With You (Arista)	1080	+302	31097	2	49/4
23	24	CRAIG DAVID What's Your Flava? (Wildstar/Atlantic)	1052	-67	27793	7	40/0
20	25	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	1021	-139	29220	17	32/0
30	26	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	933	+184	24809	3	44/4
25	27	TLC Girl Talk (Arista)	914	-131	25828	7	38/0
22	28	KELLY CLARKSON A Moment Like This (RCA)	809	-320	21557	11	28/2
33	29	NELLY Air Force Ones (Fo' Reel/Universal)	741	+129	17973	3	37/4
31	30	KYLIE MINOGUE Come Into My World (Capitol)	667	-21	18512	4	28/0
28	31	OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	576	-231	15513	15	21/0
38	32	SEAN PAUL Gimme The Light (VP/Atlantic)	560	+54	16105	3	30/2
36	33	UNCLE KRACKER In A Little While (Lava)	553	-4	15151	14	18/0
43	34	3 DOORS DOWN When I'm Gone (Republic/Universal)	528	+128	14378	2	30/5
Debut	35	JUSTIN TIMBERLAKE Cry Me A River (Jive)	515	+399	14862	1	39/11
41	36	T.A.T.U. All The Things She Said (Interscope)	511	+46	13739	4	35/0
37	37	MARIAH CAREY Through The Rain (MonarC/IDJMG)	505	-21	14037	8	32/2
39	38	JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	476	-22	15720	6	25/1
35	39	MICHELLE BRANCH Goodbye To You (Maverick/WB)	474	-102	14782	20	17/0
34	40	NAPPY ROOTS Po' Folks (Atlantic)	464	-124	12522	13	24/0
40	41	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	444	-33	12583	4	29/1
44	42	CANDY BUTCHERS You Belong To Me Now (RPM)	426	+27	12188	9	16/0
42	43	SHAGGY Strength Of A Woman (MCA)	413	-7	11275	4	17/0
50	44	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	409	+116	10883	2	29/8
46	45	CREED Don't Stop Dancing (Wind-up)	385	+43	11100	2	26/2
47	46	NORAH JONES Don't Know Why (Blue Note/Virgin)	368	+42	8733	2	22/3
48	47	STEREO FUSE Everything (EQ/Wind-up)	344	+20	8052	5	17/0
Debut	48	SEV Same Old Song (Geffen/Interscope)	315	+61	9131	1	29/0
49	49	CHRISTINA AGUILERA Dirty (RCA)	284	-29	9243	12	11/0
Debut	50	LL COOL J Luv U Better (Def Jam/IDJMG)	276	+18	7254	1	16/1

53 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 11/24-Saturday 11/30.

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Most Added.

ARTIST TITLE LABEL(S)	ADDS
VANESSA CARLTON Pretty Baby (A&M/Interscope)	36
JUSTIN TIMBERLAKE Cry Me A River (Jive)	11
STONE SOUR Bother (Roadrunner/IDJMG)	9
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	8
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	6
3 DOORS DOWN When I'm Gone (Republic/Universal)	5
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	5
AVRIL LAVIGNE I'm With You (Arista)	4
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	4
NELLY Air Force Ones (Fo' Reel/Universal)	4
VONRAY Inside Out (Elektra/EEG)	4
LEANN RIMES Tic Toc (Curb)	3
NORAH JONES Don't Know Why (Blue Note/Virgin)	3
SOFIA LOELL Utopia (Curb)	3
K-CI & JOJO This Very Moment (MCA)	3
NIVEA Don't Mess With My Man (Jive)	2
MARIAH CAREY Through The Rain (MonarC/IDJMG)	2
SEAN PAUL Gimme The Light (VP/Atlantic)	2
KELLY CLARKSON A Moment Like This (RCA)	2
CREED Don't Stop Dancing (Wind-up)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JUSTIN TIMBERLAKE Cry Me A River (Jive)	+399
CHRISTINA AGUILERA Beautiful (RCA)	+310
AVRIL LAVIGNE I'm With You (Arista)	+302
JENNIFER LOPEZ Jenny From The Block (Epic)	+210
KELLY ROWLAND Stole (Columbia)	+210
PUDDLE OF MUDD She... (Flawless/Geffen/Interscope)	+209
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	+184
KID ROCK W/SHERYL CRDW Picture (Lava/Atlantic)	+174
PINK Family Portrait (Arista)	+162
VANESSA CARLTON Pretty Baby (A&M/Interscope)	+156
MISSY ELLIDTT Work It (Gold Mind/Elektra/EEG)	+148
NIVEA Don't Mess With My Man (Jive)	+148
NELLY Air Force Ones (Fo' Reel/Universal)	+129
3 DODRS DOWN When I'm Gone (Republic/Universal)	+128
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	+116
O-TOWN These Are The Days (J)	+97
LASGO Something (Robbins)	+94
DIXIE CHICKS Landslide (Monument)	+93
MATCHBOX TWENTY Disease (Atlantic)	+83
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	+79
SDFIA LOELL Utopia (Curb)	+76
LIFEHOUSE Spin (DreamWorks)	+75
SEV Same Old Song (Geffen/Interscope)	+61
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	+56
SEAN PAUL Gimme The Light (VP/Atlantic)	+54
K-CI & JOJO This Very Moment (MCA)	+54
VONRAY Inside Out (Elektra/EEG)	+50
LEANN RIMES Tic Toc (Curb)	+48
T.A.T.U. All The Things She Said (Interscope)	+46
CREED Don't Stop Dancing (Wind-up)	+43

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R&R
THE INDUSTRY'S NEWSPAPER

ON THE RECORD
with
Kotter
PD, WVYB/Daytona Beach



The two words to best describe the sound of 103-3 The Vibe right now would have to be "rock" and "rap." We're getting a great reaction out of Lifehouse's "Spin," Puddle Of Mudd's "She Hates Me" and Good Charlotte's "Lifestyles." • On the other side, the phones are exploding for LL Cool J's "Luv U Better" and Sean Paul's "Gimme the Light." We're also getting phenomenal early reaction for 3 Doors

Down's "When I'm Gone" and the new one from Kylie Minogue, "Come Into My World," and Simple Plan are starting to take off as well with "I'd Do Anything." There's also a big early buzz on both The Dixie Chicks' "Landslide" and Vonray's "Inside Out," which I think is going to

be a huge song for the New Year. • Rounding out the playlist and further diversifying the sound of the station are Aaliyah's "Miss You," which has had a pretty good early run, and Sev's "Same Old Song," which is quickly becoming a great phone story after less than a week of airplay for us and combines both rock and rap. It doesn't get any easier than that. It's a great sign that CHR can end the year with a huge crop of really good music. Hopefully, the coming year will be just as good!

Wearing the Most Added crown is **Vanessa Carlton**, who garners 64 adds for "Pretty Baby" (A&M/Interscope). Coming in second are **B2K** and **P. Diddy** with 29 adds for their collaboration, "Bump, Bump, Bump" (Epic). Tied for third are **Stone Sour's** "Bother" (Roadrunner/IDJMG) and **Justin Timberlake's** "Cry Me a River" (Jive), each with 22 adds ... Last week's Most Added track gains the most ground in the debut category this week. Timberlake's "Cry Me a River" (Jive) debuts at No. 35* and lands at second on the Most Increased Play list with a +838. **Avril Lavigne's** "I'm With You" (Arista) is top dog on the M.I.P. list with a + 1,146, which hurls the teen from No. 33-22*. And, yes, she is the biggest chart mover ... There's a four-way tie for second in the leaps and bounds category. But wait! I must mention **T.A.T.U.**, whose single "All the Things She Said" (Interscope) makes its debut at No. 46*. Meanwhile, **Stereo Fuse's** "Everything" (EO/Wind-up) enters just below the young ladies at No. 47* ... Now, back to the issue of biggest moves. With eight being the magic number, **Lasgo's** "Something" (Robbins) jumps 50-42*; **Jay-Z f/Beyoncé's** "03 Bonnie & Clyde" (Roc-A-Fella/IDJMG) shoots up 40-32*; **Good Charlotte's** "Lifestyles of the Rich and Famous" (Epic) shines with its 32-24* status; and **Nelly's** "Air Force Ones" (Fo' Reel/Universal) styles at 31-23* ... **Christina Aguilera** gains a + 826 for "Beautiful" (RCA), coming in third on the M.I.P. list ... Speaking of photography, **Kid Rock f/Sheryl Crow's** "Picture" (Lava/Atlantic) moves from 34-29* and gains +332, while **Pink's** "Family Portrait" (Arista) scoots 10-9* and gains +275.

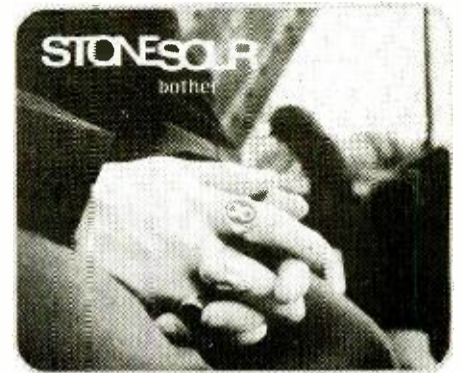
— Tanya O'Quinn/Asst. Editor



ON THE RISE

ARTIST: **Stone Sour**
LABEL: **Roadrunner/IDJMG**

By **TANYA O'QUINN** / ASSISTANT EDITOR



I have to admit that when I first began this review, I focused on biographical information, because I am not too familiar with **Stone Sour**. It's not because they aren't hot, it's simply because I wander from pop to R&B to rock to hip-hop to AC-leaning tracks to hard-core rap. In the course of my editorial duties, many bands get lost in the shuffle. However, when I opened Stone Sour's debut single, "Bother," and saw the lyrics, I, being a lover of words, immediately put the CD in the player. I had to see how these guys delivered such an intense message. The answer: very well. Stone Sour did not disappoint.

I think "astonished" would best describe my emotions upon hearing the first few notes of this somewhat depressing, melancholy tune. Powerful lyrics are passionately and melodically expressed over guitar lines that intensify the anguish of such an emotional situation. Written by Corey Taylor, best known as the singer for metal band Slipknot, this song touches on the very essence of man. Dissecting humankind down to the tiniest molecule, Taylor reaches far beyond the soul (if there is such a place) to a realm where, if it weren't for negative emotion, the heart wouldn't feel at all.

Far from hope, the song's protagonist seems to be holding tightly to nothing. It's like when someone wants to die but doesn't have the energy to take his or her own life. They drift through life on the back of hopelessness, holding onto the coattails of desperation and reaching for the embrace of mortality. As if conversing with God, the

embattled spirit expresses its displeasure, to put it mildly, with life. Though consciously wanting to die, subconsciously the spirit wants to live; hence the contradictory chorus: "You don't need to bother/I don't need to be/I'll keep slipping farther/But once I hold on/I won't let go till it bleeds." While the ego slowly drowns in an ocean of pain, frustration and confusion, the spirit intercedes with a life vest not filled with air, but with hope, pride and faith.

Ten years in the making, Stone Sour are now ready to share their music with the world. Consisting of Taylor (vocals), Slipknot guitarist James Root, Josh Rand (guitar), Shawn Economaki (bass) and Joel Ekman (drums), Stone Sour came together in 1992, when Taylor and Ekman formed the band. Soon thereafter Economaki came aboard. The trio began to play clubs with various musicians filling in on guitar. Three years later Root showed up for practice and got the slot permanently.

With wild musical abandon, Stone Sour didn't try to fit into any genre; they simply delivered their hard rock softened by melody with journeys through emotional peaks and valleys. In 1997 the thrill was gone, and the band broke up. Taylor and Root found fame with Slipknot, but Taylor revived Stone Sour after a meeting with Rand. The pair spent about a year and a half collaborating. The end result: Stone Sour. The original bandmembers reunited and, after pondering a name change, decided to stick with the group's original moniker. Ten years after the fact, the group continue to do things their way, and now they have the means to bring it to the masses.

TELL US WHAT YOU THINK!

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Kci&Jojo

"This Very Moment"
The next hit single and video
From the new album **EMOTIONAL**

Already On:

- | | | | |
|------------------|-------------------|---------------------|--------------------|
| WKSC/Chicago | WIOQ/Philadelphia | WKQI/Detroit | KBXX/Houston |
| WKFS/Cincinnati | KHTS/San Diego | KMEL/San Francisco | KYLD/San Francisco |
| WPOW/Miami | KZZP/Phoenix | KKFR/Phoenix | WKST/Pittsburgh |
| WFLZ/Tampa | KKRZ/Portland | KFMS/Las Vegas | WFHN/Providence |
| KBBT/San Antonio | Z90/San Diego | KFMD/Denver | WQZQ/Nashville |
| KCHZ/Kansas City | WNCI/Columbus | KZHT/Salt Lake City | KIKI/Honolulu |
| WAKS/Cleveland | WKSS/Hartford | KSLZ/St. Louis | KFSM/Sacramento |
| KRQQ/Tucson | KOHT/Tucson | WPXY/Rochester | WKGS/Rochester |
| KQKQ/Omaha | KVEG/Las Vegas | | |

New this week:
WIHT/Washington D.C.
WBTS/Atlanta

Featured in the Upcoming Movie "Deliver Us From Eva" Starring LL Cool J

December 6, 2002

RateTheMusic.com
 BY MODEL: ASP™

**America's Best Testing CHR/Pop Songs 12+
 For The Week Ending 12/6/02.**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
EMINEM Lose Yourself (Shady/Interscope)	4.18	4.14	96%	28%	4.27	97%	25%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	4.10	3.98	93%	21%	4.10	93%	25%
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	4.05	3.95	80%	13%	3.98	78%	13%
GOOD CHARLOTTE Lifestyles Of The Rich And Famous (Epic)	3.95	-	64%	10%	3.91	64%	10%
KELLY CLARKSON A Moment Like This (RCA)	3.92	3.87	97%	42%	3.86	97%	45%
CHRISTINA AGUILERA Beautiful (RCA)	3.92	3.92	79%	11%	3.92	76%	12%
MATCHBOX TWENTY Disease (Atlantic)	3.91	3.92	70%	11%	3.96	73%	11%
LIFEHOUSE Spin (DreamWorks)	3.89	3.87	57%	9%	3.98	55%	7%
KELLY ROWLAND Stole (Columbia)	3.82	3.85	78%	16%	3.68	77%	19%
AVRIL LAVIGNE Complicated (Arista)	3.81	3.74	99%	60%	3.80	99%	64%
TLC Girl Talk (Arista)	3.79	3.76	76%	11%	3.84	72%	11%
AVRIL LAVIGNE Sk8erBoi (Arista)	3.77	3.75	98%	48%	3.63	99%	52%
NO DOUBT Underneath It All (Interscope)	3.74	3.73	98%	47%	3.87	99%	42%
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3.74	3.66	81%	19%	3.77	82%	20%
PINK Family Portrait (Arista)	3.72	3.80	90%	25%	3.68	89%	27%
O-TOWN These Are The Days (J)	3.72	3.77	78%	16%	3.67	75%	16%
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	3.71	3.71	89%	39%	3.71	88%	41%
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	3.70	3.66	94%	54%	3.71	94%	54%
NIVEA Don't Mess With My Man (Jive)	3.64	3.61	56%	15%	3.59	51%	14%
JENNIFER LOPEZ Jenny From The Block (Epic)	3.64	3.64	93%	29%	3.49	93%	35%
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	3.61	3.56	86%	28%	3.55	86%	28%
JUSTIN TIMBERLAKE Like I Love You (Jive)	3.60	3.56	96%	41%	3.71	95%	40%
CREED One Last Breath (Wind-up)	3.60	3.64	90%	44%	3.60	89%	45%
PAUL OAKENFOLD Starry Eyed Surprise (Maverick/Reprise)	3.60	3.63	75%	24%	3.70	71%	20%
VANESSA CARLTON Ordinary Day (A&M/Interscope)	3.58	3.60	96%	46%	3.51	95%	51%
NELLY Air Force Ones (Fo' Reel/Universal)	3.57	-	51%	11%	3.45	48%	11%
CRAIG DAVID What's Your Flava (Wildstar/Atlantic)	3.56	3.35	76%	19%	3.51	75%	20%
ANGIE MARTINEZ F/LIL' MO & SACARIO If I Could Go (EastWest/EEG)	3.54	3.63	75%	31%	3.64	74%	30%
MADONNA Die Another Day (Warner Bros.)	3.47	3.48	94%	31%	3.33	94%	37%
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	3.40	3.48	91%	53%	3.41	91%	52%

Total sample size is 689 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

New & Active

3 DOORS DOWN When I'm Gone (Republic/Universal)
 Total Plays: 769, Total Stations: 50, Adds: 1

SIMPLE PLAN I'd Do Anything (Lava/Atlantic)
 Total Plays: 716, Total Stations: 70, Adds: 11

DIXIE CHICKS Landslide (Monument)
 Total Plays: 622, Total Stations: 55, Adds: 9

SEV Same Old Song (Geffen/Interscope)
 Total Plays: 542, Total Stations: 49, Adds: 6

ASHANTI Baby (Murder Inc./IDJMG)
 Total Plays: 508, Total Stations: 15, Adds: 0

SOLUNA Monday Mi Amor (DreamWorks)
 Total Plays: 488, Total Stations: 47, Adds: 5

B2K AND P. DIDDY Bump, Bump, Bump (Epic)
 Total Plays: 485, Total Stations: 64, Adds: 29

VONRAY Inside Out (Elektra/EEG)
 Total Plays: 477, Total Stations: 51, Adds: 6

K-CI & JOJO This Very Moment (MCA)
 Total Plays: 462, Total Stations: 45, Adds: 3

AALIYAH Miss You (BlackGround/Universal)
 Total Plays: 456, Total Stations: 42, Adds: 4

Songs ranked by total plays

Going On The Record....

Continued from Page 20

wife of the legendary Robert W. Morgan, on Top 40 powerhouse KHJ/Los Angeles

"I walk in, and he says, 'Rob, say hello to Joe Kennedy and John Kennedy Jr.' Speechless and shocked, I shake their hands as Daniel Glass announces to them that I am the new star intern and a future superstar of the industry." — **Rob Stone**, Cornerstone Promotion

"Program directors get the opportunity to talk about their stations in interviews like this, but sometimes our staffs don't get the credit they deserve. As the PD, I may be leading the staff,

"It's scary to think of how temporary life is. As soon as I begin to take it for granted, please, Lord, send someone over here to kick my ass."

Elvis Duran



Nikki Nite



Elvis Duran

but we are a team." — **Nikki Nite**, PD, WFBC Greenville, SC

"Our copy of the *Girls Gone Wild* video was stolen out of our office — and that's not a joke." **Ace & TJ**, morning drive talents, WNKS (Kiss 95.1)/Charlotte; hosts, the syndicated *Ace & TJ Show*

"You should redouble your brainstorming efforts to figure out new ways to make commercials better and reduce the number of commercials." — **Arbitron/Joint Communications** study, "What Women Want: Five Secrets to Better Ratings"

"Change is inevitable. Lead change. I am a convert." — **Randy Michaels**, CEO, Clear Channel Radio, at R&R Convention 2002 (6/14/02)

"I am excited about the opportunity to once again look out into the future and help shape the way we will adapt to it. I enjoy the challenge and

stimulation of breaking new ground and look forward to this newly created position." — **Randy Michaels**, after being appointed CEO of Clear Channel New Technologies (7/23/02)

"I met someone because of Sept. 11. All of this makes you appreciate life. It's scary to think of how temporary life is. As soon as I begin to take it for granted, please, Lord, send someone over here to kick my ass." — **Elvis Duran**, morning drive talent, WHITZ (Z100)/New York



Ace & TJ

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

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THE BERT SHOW GETS A LITTLE TLC

Arista recording artists Chilli and T-Boz share some "Girl Talk" with Bert Weiss, host of *The Bert Show* on WWQ/Atlanta. Seen here (l-r) are *Bert Show* Executive Producer Jeff Dauler, TLC member Chilli, Weiss, TLC member T-Boz and *Bert Show* co-hosts Melissa Carter and Lindsay Brien.

PLEASE SEND YOUR PHOTOS

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DONTAY THOMPSON
dthompson@radioandrecords.com

The 'BrainChild' Of The Music Industry

□ For Chris Stokes, image is everything

The name **Chris Stokes**, a.k.a. BrainChild, may not be familiar to you, but the countless contributions he's made and roles he's played in the music industry will have you wondering how a guy this young possesses so much talent and energy.

Not only does Stokes have the good instincts and ability that allow him to cultivate talent, he's also an artist manager, stylist, music producer and video director. Oh, and did I mention that he's also directed a feature film (*House Party 4*), serves as a senior executive at Interscope/Geffen/A&M and is Chairman/CEO of the Ultimate Group, a multifaceted entertainment company that aims to take its talent to the next level — the ultimate level?

Stokes was responsible for discovering artists such as Brandy, IMX (formerly Immature) and B2K. With his all talent, experience and knowledge, it would seem that Stokes is in a position to do whatever he wants. I recently spoke with him about finding talent and the importance of developing and maintaining an artist's image, as well as his plans for the future.

R&R: What prompted you to get into the music business?

CS: My mother was in the music industry. Irene Carter-Stokes — they call her "Mama Stokes" — was



Chris Stokes

doing a lot of television shows, like *Good Times* and *Sanford & Son* and things like that, which made me want to be behind the scenes, like a TV producer. What really inspired me to move forward and to want to represent singing acts was the group The Boys ["Dial My Heart"], when they were on Motown. They made me want

to start a male group, because I thought they were the cutest, doper, most boy group, and I felt they had a good vibe.

I wanted to assemble a group like that, so I put together Second Soul. But Epic felt I was too young and didn't know what I was doing at the time. Cheryl Dickerson decided to take over the project, so I lost the group. Then I put together Immature, who were signed by Virgin. That didn't work out. I took them to MCA, and they signed them. I did an album for them that featured "Never Lie," which was a No. 1 single. They blew up, and my career began.

R&R: When you started your career in music, what goals did you set for yourself?

CS: I wanted to be the \$400 million or \$500 million man. I'm on my way. When I started out, what I really wanted was to be like Berry Gordy — to be successful and to have hit groups. I wanted someone to trust me enough to give me a powerful position and give me the opportunity to go out there and bring new talent to the music industry.

"I like to make my videos look bigger than those of other video directors. The other directors put the money in their pockets, and I put all of it into the video."

R&R: You discovered some highly successful artists. When did you first realize that you had the ability to make artists into superstars?

CS: Artists have to already be superstars within themselves. There's a scent they give off; I can pick that up. Like Brandy — she was a superstar with or without me. She had a pretty voice, and her energy was so out there. She knew she was going to be a superstar. She used to tell me when I was working with Immature, "You need to work with me, because I'm going to be the biggest artist you've ever had." She knew she was going to be a star, and I knew she was going to be a star.

B2K's Omarion — I always knew he would be a star. I used to tell his mom, even when he was about 6 years old, that I would be working with him and that he was gonna be a star. He had energy, confidence and an arrogance that wasn't cocky. He is a kind, humble guy, but he knows how to be arro-

Director's List

Here's a partial listing of Chris Stokes' directing credits:

Feature Films

House Party 4: Down to the Last Minute (also co-Executive Producer)

Music Videos

MARQUES HOUSTON That Girl (*The Ultimate Group/Interscope*)
B2K f/P. DIDDY Bump Bump Bump (*The Ultimate Group/Epic*) (co-director)
IMX Beautiful (*The Ultimate Group/New Line Records*)
IMX Clap Your Hands (*The Ultimate Group/New Line Records*)
LSG Door #1 (*Elektra Records*)
BIZZY BONE Thugz Cry (*Relativity Records*)
IMMATURE Give Up The Ghost (*MCA Records*)
IMMATURE I'm Not A Fool (*MCA Records*)
IMMATURE I Don't Mind (*MCA Records*)
IMMATURE Feel The Funk (*MCA Records*)
IMMATURE Lover's Groove (Remix) (*MCA Records*)

gant when it comes to being a performer. That's what it takes to be a superstar, being able to turn it on when you are in front of the camera and off when you are not.

R&R: Was there a moment when you realized that you had a talent for discovering superstars?

CS: I realized I had talent when "Never Lie" went to No. 1, because I wrote and produced it.

R&R: What do you look for in a superstar?

CS: I look for someone who has a lot of confidence, who has a certain arrogance but still has a humble spirit. Someone who can dance. A really good-looking person who is in shape.

R&R: How important is an artist's image?

CS: It's everything. An artist is his or her image. Michael Jackson was one of the biggest entertainers ever, and it was all about image. The style that you have and the way you look is what makes people cling to you. You have to have a hit song, too, but image is really important. For example, our new artist Needa-S had been in training for a year and a half before any record companies saw her. She'd been dancing and training and was grooming herself to be like Janet Jackson. She had to go through a lot to prepare herself.

R&R: What kind of qualities do you believe an artist with a good image should possess?

CS: Spirit and attitude.

R&R: How did you get into directing videos?

CS: Immature were really big, and we had just finished one of their albums. There wasn't a lot of money left, and MCA asked me to direct one of the videos. Since I had been on so many sets, I gave it a shot. That was 52 videos ago.

R&R: Since image is everything, in your opinion, directing those videos also got you involved in how the artists' images were reflected through video.

CS: I like to be a part of their imaging, and I like to make my videos look bigger than those of other video directors. The other directors put the money in their pockets, and

I put all of it into the video. I want the artist's image to look right, and no one can capture an artist the way I can.

R&R: How did directing videos lead to directing *House Party 4*?

CS: After directing so many videos, I developed the desire to direct a feature. So I did. Directing videos involves a smaller budget and one-day shoots. I wanted to do something bigger, to do a big project instead of a three-minute video.

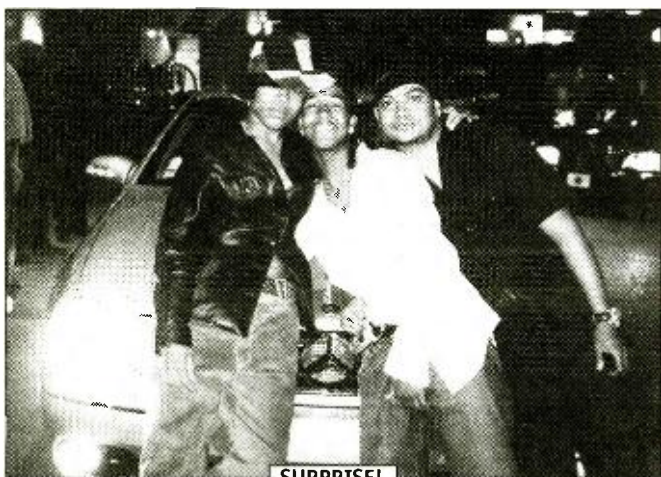
R&R: Tell us about your company, the Ultimate Group.

"Artists have to already be superstars within themselves. There's a scent they give off; I can pick that up."

CS: It's an all-around entertainment company. We produce movies and videos and manage acts. We're a record label, we are a styling company, and we are an artist-development company. Our main focus is putting together acts for labels.

R&R: You have your company and a key position at Interscope Records. What else do you want to accomplish in your career?

CS: To be Steven Spielberg. I love to direct. I like working at Interscope, but I don't know if that's what I want to do for the rest of my life.



SURPRISE!

Chris Stokes and Ketrina Askew (a.k.a. Taz), partners in the Ultimate Group, recently surprised B2K's Omarion with a party and a Mercedes Benz for his 18th birthday. Pictures here (l-r) are Askew, Omarion and Stokes in front of Omarion's new ride. I think I need to become part of a boy band.

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

Call me at 310-788-1677

or e-mail:

dthompson@radioandrecords.com

R&R CHR/Rhythmic Top 50

Powered By



December 6, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	5340	-99	804649	14	78/3
2	2	EMINEM Lose Yourself (Shady/Interscope)	5325	-21	733422	11	75/1
4	3	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	4291	+491	530382	8	76/0
3	4	SEAN PAUL Gimme The Light (VP/Atlantic)	3960	-224	453428	13	77/0
7	5	NELLY Air Force Ones (Fo' Reel/Universal)	3550	+369	411893	8	74/0
6	6	JENNIFER LOPEZ Jenny From The Block (Epic)	3347	+107	454282	9	69/1
5	7	LL COOL J Luv U Better (Def Jam/IDJMG)	3291	-423	463859	15	74/0
8	8	NIVEA Don't Mess With My Man (Jive)	2898	+4	411069	20	54/0
10	9	CLIPSE When The Last Time... (Star Trak/Arista)	2733	+65	438468	13	65/1
15	10	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	2358	+488	306709	3	66/1
13	11	ISYSS Single For The Rest Of My Life (Arista)	2289	-28	225788	15	55/0
9	12	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	2223	-481	257208	20	74/0
19	13	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	2148	+604	318828	4	75/2
14	14	AMANDA PEREZ Angel (Powerhouse/Mad Chemistry)	2097	+186	175287	10	46/0
11	15	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	2014	-353	257126	23	56/0
12	16	ASHANTI Baby (Murder Inc./IDJMG)	2010	-313	265175	25	61/0
16	17	EVE Satisfaction (Ruff Ryders/Interscope)	1958	+257	262389	6	66/1
17	18	AALIYAH Miss You (BlackGround/Universal)	1851	+179	265097	4	64/1
21	19	BABY F/P. DIDDY Do That... (Cash Money/Universal)	1754	+249	231188	6	69/2
20	20	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	1693	+151	140392	11	58/4
26	21	JA RULE Thug Lovin' (Murder Inc./IDJMG)	1493	+184	207110	6	63/1
23	22	WC The Streets (Def Jam/IDJMG)	1398	-84	193686	12	37/1
29	23	SNOOP DOGG From Tha Chuuuch... (Doggy Style/Priority/Capitol)	1286	+194	180153	6	59/5
25	24	XZIBIT Multiply (Loud/Columbia)	1230	-130	152604	14	34/0
28	25	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	1200	+34	250332	6	32/1
22	26	BIG TYMERS Oh Yeah (Cash Money/Universal)	1192	-311	124141	17	54/0
27	27	ERICK SERMON F/REDMAN React (J)	1145	-111	275846	11	57/0
30	28	TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)	1038	+134	104231	5	43/2
34	29	CHRISTINA AGUILERA Beautiful (RCA)	1026	+205	131846	3	37/3
35	30	BUSTA RHYMES Make It Clap (J)	978	+168	172780	4	52/3
24	31	TLC Girl Talk (Arista)	961	-410	134070	10	59/0
32	32	ANGIE MARTINEZ F/KELIS Take You Home (Elektra/EEG)	892	+62	117552	5	48/1
36	33	FIELD MOB Sick Of Being Lonely (MCA)	830	+93	68722	8	32/1
31	34	KELLY ROWLAND Stole (Columbia)	771	-122	94389	12	42/0
37	35	50 CENT Wanksta (Shady/Aftermath/Interscope)	768	+46	194358	2	25/4
39	36	AMERIE Talkin' To Me (Rise/Columbia)	765	+66	131361	7	41/1
38	37	MUSIQ Dontchange (Def Soul/IDJMG)	739	+27	125511	15	20/0
42	38	MADONNA Die Another Day (Maverick/WB)	687	+49	70059	8	16/0
48	39	NAS Made You Look (Columbia)	639	+116	198582	2	37/11
40	40	CHRISTINA AGUILERA Dirty (RCA)	637	-27	59471	13	19/0
Debut	41	WAYNE WONDER No Letting Go (VP)	627	+137	144311	1	20/3
46	42	JAHEIM Fabulous (Divine Mill/WB)	622	+84	128819	3	28/1
45	43	SHADE SHEIST F/NATE DOGG Wake Up (MCA)	612	+67	98081	2	28/2
41	44	AALIYAH I Care 4 U (BlackGround)	604	-57	167296	18	8/0
49	45	BENZINO Rock The Party (Elektra/EEG)	590	+71	153413	13	43/0
47	46	TYRESE How You Gonna Act Like That (J)	574	+49	53426	2	38/3
44	47	EMINEM 8 Mile (Shady/Aftermath/Interscope)	567	-13	90044	2	12/1
Debut	48	BLU CANTRELL Breathe (Arista)	553	+272	57093	1	38/3
43	49	JUSTIN TIMBERLAKE Like I Love You (Jive)	531	-62	60230	15	26/0
Debut	50	R. KELLY Ignition (Jive)	519	+90	59175	1	22/2

Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
FAT JOE All I Need (Terror Squad/Atlantic)	20
LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	16
NAS Made You Look (Columbia)	11
XZIBIT Symphony In X Major (Loud)	9
NAAM BRIGADE What You Doin Wit Dat (ARTISTdirect)	7
SNOOP DOGG From Tha... (Doggy Style/Priority/Capitol)	5
TANK Let Me Live (BlackGround)	5
SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	4
TONI BRAXTON Hit The Freeway (Arista)	4
K-CI & JOJO This Very Moment (MCA)	4
JUSTIN TIMBERLAKE Cry Me A River (Jive)	4
50 CENT Wanksta (Shady/Aftermath/Interscope)	4
COMMON F/MARY J. BLIGE Come Close To Me (MCA)	4
SOLANGE' F/N.O.R.E. Feelin' You (Columbia)	4
SWIZZ BEATZ Bigger Business (DreamWorks)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	+604
JAY-Z F/BEYONCE '03 Bonnie... (Roc-A-Fella/IDJMG)	+491
2PAC Thugz Mansion (Amaru/Death Row/Interscope)	+488
NELLY Air Force Ones (Fo' Reel/Universal)	+369
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	+309
BLU CANTRELL Breathe (Arista)	+272
EVE Satisfaction (Ruff Ryders/Interscope)	+257
LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	+252
BABY F/P. DIDDY Do That... (Cash Money/Universal)	+249
CHRISTINA AGUILERA Beautiful (RCA)	+205

New & Active

DRU HILL I Should Be... (Def Soul/IDJMG)	Total Plays: 484, Total Stations: 26, Adds: 1
YING YANG TWINS By Myself (Koch)	Total Plays: 475, Total Stations: 20, Adds: 0
JUSTIN TIMBERLAKE Cry Me A River (Jive)	Total Plays: 464, Total Stations: 27, Adds: 4
LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	Total Plays: 460, Total Stations: 51, Adds: 16
TONI BRAXTON Hit The Freeway (Arista)	Total Plays: 446, Total Stations: 35, Adds: 4
TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)	Total Plays: 406, Total Stations: 20, Adds: 2
OOBIE F/LIL' JON... Nothin's Free (TVT)	Total Plays: 330, Total Stations: 19, Adds: 1
504 BOYZ Tight Whips (New No Limit/Universal)	Total Plays: 326, Total Stations: 21, Adds: 2
K-CI & JOJO This Very Moment (MCA)	Total Plays: 273, Total Stations: 31, Adds: 4
WESTSIDE CONNECTION It's The Holiday (Hollywood)	Total Plays: 264, Total Stations: 23, Adds: 1

Songs ranked by total plays

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

81 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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

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R&R Rhythmic Mix Show Top 30

December 6, 2002

RANK ARTIST TITLE LABEL

- 1 **MISSY ELLIOTT** Work It (Gold Mind/Elektra/EEG)
- 2 **CLIPSE** When The Last Time... (Star Trak/Arista)
- 3 **JAY-Z f/BEYONCE '03** Bonnie & Clyde (Roc-A-Fella/IDJMG)
- 4 **EMINEM** Lose Yourself (Shady/Interscope)
- 5 **NIVEA** Don't Mess With My Man (Jive)
- 6 **SEAN PAUL** Gimme The Light (VP/Atlantic)
- 7 **BABY f/P. DIDDY** Do That (Cash Money/Universal)
- 8 **LL COOL J** Love You Better (Def Jam/IDJMG)
- 9 **2PAC** Thugz Mansion (Amaru/Tha Row/Interscope)
- 10 **JENNIFER LOPEZ** Jenny From The Block (Epic)
- 11 **ERICK SERMON f/REDMAN** React (J)
- 12 **NAS** Made You Look (Columbia)
- 13 **NIVEA** Don't Mess With My Man (Jive)
- 14 **BUSTA RHYMES** Make It Clap (J)
- 15 **50 CENT** Wanksta (Shady/Aftermath/Interscope)
- 16 **BENZINO** Rock The Party (Elektra/EEG)
- 17 **B2K f/P. DIDDY** Bump, Bump, Bump (Epic)
- 18 **SNOPP DOGG** From Tha Chuuuch To... (Doggy Style/Priority/Capitol)
- 19 **XZIBIT** Multiply (Loud/Columbia)
- 20 **WC** The Streets (Def Jam/IDJMG)
- 21 **WAYNE WONDER** No Letting Go (VP)
- 22 **EVE** Satisfaction (Ruff Ryders/Interscope)
- 23 **BIG TYMERS** Oh Yeah (Cash Money/Universal)
- 24 **ERYKAH BADU f/COMMON** Love Of My Life (Magic Johnson/MCA)
- 25 **CAM'RON** Hey Ma (Roc-A-Fella/IDJMG)
- 26 **JA RULE f/B BROWN** Thug Lovin' (Murder Inc./IDJMG)
- 27 **FIELD MOB** Sick Of Being Lonely (MCA)
- 28 **BABY** What Happened To That Boy? (Cash Money/Universal)
- 29 **TLC** Girl Talk (Arista)
- 30 **TRINA** B.R. Alright (Slip-N-Slide/Atlantic)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/24-11/30/02.
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PHIAT MIX SIX

- NAS** Made You Look (Columbia)
WAYNE WONDER No Letting Go (VP)
BUSTA RHYMES f/SEAN PAUL Make It Clap (Remix) (J)
XZIBIT f/DR. DRE Symphony In X Major (Loud/Columbia)
LL COOL J f/AMERIE Paradise (Def Jam/IDJMG)
DAMANI Move (Compound Entertainment)



The hottest record is Damani's "Move" (Compound Entertainment). The beat is crazy, and it fits a lot of joints out right now, BPM-wise. Also, a lot of other DJs are saying that the hook is crazy and the beat is insane. The clubs go crazy for this joint. As soon as they hear the hook one time, they know it, because it's so easy to remember. "Move your ass to the back of the line!" Every time you put this record on, people start yelling. I can't believe it. People really get into this record. Definitely a reaction record. (Editor's Note: Be on the lookout for Damani's "Move" remix with Clipse and Kardinal Offishal. Also, congrats to Clinton Sparks, nominated for Best New Mixtape DJ, Best Skills on a Mixtape and Best Radio Mixtape DJ at the Mixtape Awards in NYC.)

DJ Clinton Sparks, WBOT/Boston, WZMX/Hartford, Super Radio Syndication



Although Erick Sermon's "Love Iz" (J) is an album cut, this joint is one of those tracks that you put on repeat and listen to over and over. Great album from beginning to end. That's something hard to find nowadays. Smilez & Southstar's "Tell Me" (ARTISTdirect) is blowing up everywhere. It's got a great sound, and I think this one is going to be huge in Houston. I'm also feeling Toni Braxton and Loon on "Hit the Freeway" (Arista). Come on, it's Toni, it's a jam, and she still looks hella good!

DJ Penetrate, KPTY/Houston



REAL WORLD IN VEGAS

Ahhh, it pays to be a jock in Sin City! Pictured here partying at the Palm Hotel in Las Vegas, which is also the setting for MTV's *Real World Las Vegas*, are KVEG/Las Vegas afternoon jock Jeff G and *Real World* cast member Arissa. Wonder what they were doing?

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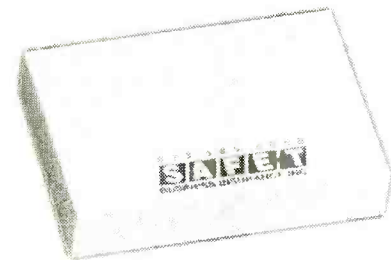
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ON THE RECORD

This Week's Hottest Music Picks

John E. Kage
MD, KQKS/Denver

Jennifer Lopez featuring LL Cool J's "All I Have" (Epic): Slam dunk! Smash.

Ja Rule featuring Ashanti's "Mesmerize" (Murder Inc./IDJMG): The winning formula. Sounds like another Ja smash to me.

Angie Martinez featuring Kelis' "Take You Home" (EastWest/EEG): Angie has carved out her own unique style of hip-hop sound. The hook is strong, and I think this has the potential to be bigger than her first single.

Jesse Duran
PD, KGGI/Riverside

J.Lo featuring LL Cool J's "All I Have": Gonna be huge, like her booty!

LL Cool J featuring Amerie's "Paradise" (Def Jam/IDJMG): Gonna be a big year for LL.

Fat Joe's "All I Need" (Terror Squad/Atlantic): Great-sounding record.

Chris Tyler

Asst. PD/MD, WJMN/Boston

Busta Rhymes featuring Mariah Carey's "I Know What You Want" (J): I think this is a hit. Nice midtempo record.

Missy Elliott featuring Ludacris' "Gossip Folks" (Gold Mind/Elektra/EEG): We finally got serviced on this. It's f****g ridiculous!

J.Lo featuring LL Cool J's "All I Have": We put this on as soon as we got the album. I was like, "This has to be played immediately." It's second or third in requests, next to Wayne Wonder's "No Letting Go."

Mark Adams

VP/Programming, Rose City Radio
& PD, KXJM/Portland, OR

J.Lo featuring LL Cool J's "All I Have": Huge. It's already pulling No. 1 phones; a great cut from J.Lo's CD.

Solange featuring N.O.R.E.'s "Feelin' You (Pt. 2)" (Columbia): Starting to feel this on a

mix level. Cool cut.

Naam Brigade featuring Juvenile's "What You Doin' Wit Dat" (ARTIST-direct): Hot in the mix. Could be another "Back That Azz Up" — I can see this blowin' up.

BoomKat featuring DJ Quik's "The Wreckoning" (DreamWorks): I've been a fan of this for a long time. Killer track, with unusual and distinctive vocals.

LL Cool J featuring Amerie's "Paradise": Another good LL cut.

50 Cent's "Wanksta" (Shady/Aftermath/Interscope): The hottest street record we're playing.

Antdogg

PD, KKUU/Palm Springs, CA

Xzibit's "Choke Me, Spank Me" (Loud/Columbia): Cuz I'm a freak like C-Lo.

Justin Timberlake featuring Timbaland's "Cry Me a River" (Jive): Cuz he can sing and the women like him.

J.Lo featuring LL Cool J's "All I Have": Cuz I love her ass phat!

Naam Brigade featuring Juvenile's "What You Doin' Wit Dat": Cuz I f*** my girl to it every night. Holla!

Big Bear

Interim PD, KCAQ/Oxnard, CA

Mariah Carey featuring Westside Connection's "Irresistible (Remix)" (MonarC/IDJMG): Doing the most right now! The synergy is incredible, and people are noticing. Blowing



J.Lo

up on the phones, c-mail and fax — everywhere.

Common featuring Mary J. Blige's "Come Close to Me" (MCA): A great song with an even better video! There is no reason to be afraid of it; we need music like this. Trust!

Xzibit's "Symphony in X Major" (Loud/Columbia): On-point like pins and needles. A banger! And not just for the West Coast — cut that s*** out! A heater that has been blowing up mix show for us and is ready to graduate.

Dana Cortez

PD/MD, KMRK/Midland-Odessa, TX

Angie Martinez featuring Kelis' "Take You Home": Funky and fresh. This girl has it!

Erykah Badu featuring Common's "Love of My Life" (MCA): What a great record! I'm playing the screwed-up video edit, and my females are diggin' this track. Males appreciate what the song's about too. Hip-hop, baby!

Lil Jon & The Eastside Boyz featuring Mystikal's "I Don't Give a @#\$%!" (TVT): Proving it's never too late to play a hit. Very hard, very aggressive and very strong phones!

JoJo Collins

MD, KDGS/Wichita

Justin Timberlake featuring Timbaland's "Cry Me a River": One of the best tracks off the *Justified* CD. You can also tell it's a Timbaland track, and I'm feelin' this big time!

LL Cool J featuring Amerie's "Paradise": Uncle L rockin' those bells again! He's letting all the new-skoolers know that he's the legend. Ten albums and still goin' on strong. Also paying homage to Keni Burke with the "Risin' to the Top" sample.

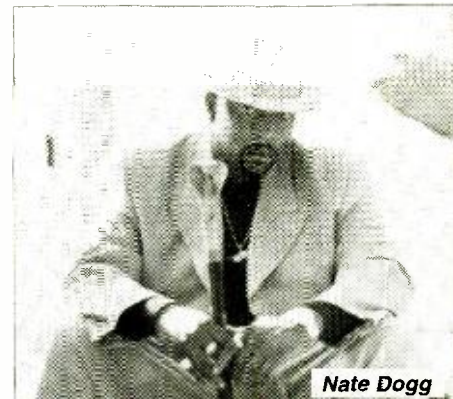
Nate Dogg featuring Eve's "Get Up" (Elektra/EEG): I like the style that Nate's been doing for a while. I also like the gospel breakdown in the middle of the song.

Craig David featuring Sting's "Rise & Fall" (Wildstar/Atlantic): This is one of those sleeper records that will bite you before you take a nibble. Craig and Sting's voices blend very well. Look out for this one.

D Rock

PD, KBMB/Sacramento

Missy Elliott's "Pussycat" (Gold Mind/Elektra/EEG): This has been getting top five phones ever since we put it on.



Nate Dogg

Trick Daddy's "Thug Holiday" (Slip-N-Slide/Atlantic): A good cut that's more Southern-driven.

Puerto Rico

MD, KOHT/Tucson

Nappy Roots' "Headz Up" (Atlantic): I heard it, and I loved it. Dat's some down-South country, ish.

50 Cent's "Wanksta": Another one I'm feelin'. "Wanksta" is a hot one.

Nate Dogg featuring Eve's "Get Up": Nice track from Nate and Eve puts the icing on — it's gangsta!

Joe featuring Jadakiss' "I Want a Girl Like You" (Jive): It's cool.

Thea Mitchem

PD/MD, WXYV/Baltimore

J.Lo featuring LL Cool J's "All I Have": The song is a smash, using the Ronnie & Debra Laws hook from "Very Special." It's an instant phone getter.

R. Kelly's "Ignition" (Jive): What can I say? R. Kelly has done it again. It's the song everyone hates to admit they love. Huge phones!

Angel Garcia

PD, KWYL/Reno, NV

Busta Rhymes featuring Mariah Carey's "I Know What You Want": This is a no-brainer. It's automatic. It's the hottest joint on the album.

Sean Paul's "Punkie" (VP/Atlantic): The Spanish version is hot. A very impressive song.

J.Lo featuring LL Cool J's "All I Have": I'm amazed at this song! I guarantee it will impress everyone.

Lil Rob's "Barely Gettin' By" (Upstairs): Blowing up.

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America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 12/6/02.

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top songs like Eminem's 'Lose Yourself' and Nivea's 'Don't Mess With My Man'.

Total sample size is 521 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.

HEAD RUSH

ARTIST: Solangé LABEL: Columbia

By MIKE TRIAS/ASSISTANT EDITOR



Sixteen-year-old Solangé Knowles has already had a lifetime of experience in the music business. The Houston native has always wanted to be a performer, and at age 13 she became a dancer on tour with her sister Beyoncé's group, Destiny's Child.

"Feelin' You," featuring N.O.R.E., is the lead single from Solangé's debut CD, and it's just starting to hit radio. The video for "Feelin' You" was directed by Sanna Hamri (Rowland's "Stole").

Solangé's debut album, Solo Star, will arrive in stores early next year, with production by Solangé, Beyoncé, Timbaland, The Neptunes, Damon Elliott, IMX, Rockwilder, Kandi Burruss (TLC) and Linda Perry (Pink).

Reporters

Grid of reporter information by region, including station call letters, reporter names, and contact details for various markets like Anchorage, Charlotte, Fresno, etc.

* Monitored Reporters 91 Total Reporters 81 Total Monitored 10 Current Indicator Playlists





KASHON POWELL
kpowell@radioandrecords.com

Women In Charge

□ A look at some female program directors

The music business is, without a doubt, a very male-dominated industry, and this is reflected in the prevalence of male PDs. But there are a few women that are making their marks in the field. I recently had a chance to speak with some very knowledgeable and passionate female PDs.

WZAK/Cleveland PD **Kim Johnson** didn't always want to be in radio. She recalls walking by her high school radio station, and something grabbed her attention. "There was a radio/TV class in my high school that I took, and it kind of sparked my interest in the field," she says.

"I had planned on going to one of the local broadcast centers for some classes, but my teacher suggested I attend a four-year college. So, I went to Ohio University and majored in radio/TV. My first job was doing overnights at WJMO/Cleveland."

WIZF/Cincinnati PD **Terri Thomas** also realized her love for radio early in life. "My high school had a 10-watt radio station, so I've been on the radio since I was 14 years old," she says. "I started thinking about seriously pursuing a career in the field when I was offered a job at a small Oldies station in Massachusetts at age 15. At that point, my interest in radio began growing."

WUBT/Nashville PD **Kiki "The First Lady" Henson** got her start in radio quite by accident. She never envisioned herself being on the radio, but she knew that she wanted to be in the music industry. "I couldn't rap or sing, but I wanted to be around hip-hop," she says.

"I used to do independent promotions in St. Louis, so I knew all of the DJs at KMJM. The station's OM, Chuck Atkins, was looking to make some changes and wanted a female personality who was very knowledgeable about hip-hop and lived the lifestyle."

"The DJs recommended me, but I wasn't interested in the job the first time they offered it to me. The second time, I accepted the proposal and was hired as co-host of

The Mad Flava Show with Doc Love, who is now MD at WKKV/Milwaukee. I was there for six years."

A Job To Love

Working your way up the ladder to PD is, for most radio people, the ultimate achievement. And there are many things to love about the job. Johnson

says that having the opportunity to share information with her hosts is one of the things she enjoys most.

"I love talking with the staff about our ratings, how to increase TSL and what come is all about," she says. "It's helpful for them to know these things, because it helps them understand their craft and do their jobs better. Prior to becoming a PD, I didn't get that kind of information."

Thomas' greatest joys as a PD are reaching the station's goals and seeing her ideas turn out successfully, but her biggest excitement comes from working with her on-air personalities. "I have a fabulous staff, and I really love helping them," she says. "They are young and hungry, and I'm so proud of them. People always comment on the family atmosphere that we have here. Everyone is so supportive."

Henson's favorite aspect of being a PD is what she can contribute to the sound of the station. "I love being able to bring a real diverse, multifaceted type of programming to the station. Hip-hop is universal, and I like being able to put a universally balanced station on the airwaves."

The Downsides

As with any job where you're the person in charge, there are also downsides and big challenges to being a PD. Thomas, who also serves as midday personality on WIZF, hates being interrupted while she's on the air. "Keeping the staff out of the studio while I'm on the air has been my biggest problem," she says. "I love being on the air, and a variety of issues can come up during the midday shift."

Johnson doesn't really like the human-resources aspects of her position. "My least favorite part of this job is managing people," she says. "It's the little things, like when a jock is broadcasting dead air and he doesn't know it, so I have to call him up."

"Also, since I came up from the ranks of my peers, it's been a challenge to get them to understand that I'm in this position to help them and teach them and that I need them to accept me. It's kind of tough, because I was an air personality with them, and now I'm their boss. I've learned to allow my actions to speak for me."

Henson finds that being a PD can be very stressful. "It's so much more than

just programming your station," she says. "You have to deal with the sales staff, promotions and clients, and you have tons of meetings. The biggest lesson I've had to learn is patience."

It's About Passion

All of these ladies speak very passionately about their respective stations, with the kind of enthusiasm that every GM loves their PD to have. Thomas says, "WIZF is an 18-34 hip-hop and R&B station, but we have a lot of listeners who are older than 34."

"I like to think of us as being one station, one nation. We actually use a drop on the air that says 'One station, one nation, hip-hop and R&B for every generation.' Our station is full of energy. I have jocks who have personality and can relate to the lifestyle. We have fun."

"As a PD, your life revolves around the radio station, and you have to be prepared to give it your all. Programming is not just doing a log and an airshift."

Kiki Henson

"People like to follow the radio station. Listeners flock to wherever we are. We have the kind of vibe that keeps the community interested in what we're doing. We're doing a good job of entertaining them and getting them through their day."

Henson describes WUBT as featuring the best of both worlds. "It's hip-hop and R&B, but it's balanced well," she says. "It's East Coast, West Coast and down South mixed with great R&B records."

A Woman In A Man's World

When a woman steps into the male-dominated arena of programming a radio station, she is sometimes treated differently because of her gender. "I think that — not just in this job, but in any job — people often act differently toward females when they're in management or a position of power," Johnson says.

"Since I came up from the ranks of my peers, it's been a challenge to get them to understand that I'm in this position to help them and teach them and that I need them to accept me."

Kim Johnson

"When I first became PD, I noticed a couple of changes in the way people treated me. I would ask certain people to look at something or do something for me, and they wouldn't take me seriously. That changed after they realized that I meant business and that I knew what I was doing."

Thomas shares a similar story of becoming aware of a change in the way people perceived her. "When I was coming up through the ranks, I noticed it, but I was really fortunate to have some great mentors who took me seriously," she says. "Without them, I don't think that I would be where I am today."

"My first PD, Phillip David March, really helped me lay the foundation for my work and hone my craft. When Hurricane Dave was PD here, he always made me feel like an equal. If I had an idea or an opinion, he took it seriously. He's one of my biggest supporters. It was never about me being a woman and not being qualified. Dave always told me that I could do whatever I wanted to do and that he would give me the tools to get there."

Henson says, "In this position, you sometimes have to be firm. It's easier for people to respect resolve when it's coming from a man because of the myth that females are supposed to be docile. When a woman makes a decision and sticks by it, people respond to it a lot differently than if it was a guy in the same situation."

Must Be The Music

A major part of a PD's job is making sure that the music played on the air is right for the station. Although there can sometimes be many people involved in the decisionmaking process, the final and sole responsibility for playing the right song rests on the shoulders of the PD.

"My music meetings include my Music Coordinator, Big Greg; my Mix Show Coordinator, DJ Skills; and KG Smooth, one of my jocks who has shown a real interest in music," says Thomas. "The meetings are open to anyone on the staff who wants to participate."

"Everyone's opinion is important, and I also believe in teaching my staff about the process. I make sure that everyone understands how the music decisions are being made; it gives them a better understanding of radio. Sometimes we get so busy that we don't take the time to teach others. I had some great teachers, so I think it's my responsibility to be a teacher in return."

Outside of holding weekly music

meetings with various members of the staff, many radio stations today utilize callout research. Through the years, there have been those who have sung the praises of research, but there are also others who think it's unnecessary.

Henson says, "Research is a very important tool, and it's great to have, but it should be used in combination with your gut feeling when deciding whether to play a record. Since I program hip-hop, I can't rely solely on research. I have to be out in the clubs and see what's bangin' in the streets. I watch BET and MTV, and I read hip-hop publications. For your gut to be accurate, you have to be into the lifestyle."

Thomas agrees that callout research should be combined with other things. "Callout is a factor," she says. "It's not the be-all and end-all, but it is one of the important aspects. I also take what's hot in the clubs and on the streets of Cincinnati into consideration, as well as what people are buying in the record stores."

"I look at what's happening in the region as well. Every week I hold a conference call with my company's PDs in the Midwest, and that discussion is invaluable to me. And there's always my gut instinct. Basically, I try to get as much information as I can to make the best decision."

Words Of Wisdom

With these women sitting in one of the most sought-after positions in radio, many people look to them for advice on how to become a PD. "You must learn as much as you can about the business of radio," Johnson says. "Learn about all the aspects of the station — sales, promotions, music, traffic, etc. Reach out to PDs, and try to develop relationships with them."

"Make sure you spend time with a programmer," Henson says. "Try to find out everything that the job entails and the sacrifices that you have to make. As a PD, your life revolves around the radio station, and you have to be prepared to give it your all. Programming is not just doing a log and an airshift; there's so much more to it than that."

"Find a mentor, more than one if possible," Thomas advises. "Learn to be a good listener. Learn as much as you can about every part of what makes a radio station run. As much as I love being a PD, I also have a good understanding of how my department needs to work with sales. Radio is a business."



Terri Thomas



Kiki Henson



Kim Johnson

R&R Urban Top 50

December 6, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	3428	-83	550770	13	68/0
2	2	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	2995	-39	484730	17	63/0
3	3	LL COOL J Luv U Better (Def Jam/IDJMG)	2583	-360	395992	17	67/0
4	4	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	2542	+28	338764	8	65/0
6	5	SEAN PAUL Gimme The Light (VP/Atlantic)	2415	-49	374895	14	17/0
7	6	NELLY Air Force Ones (Fo' Reel/Universal)	2331	+59	362674	9	62/0
5	7	MUSIQ Dontchange (Def Soul/IDJMG)	2253	-214	400154	18	65/0
8	8	EMINEM Lose Yourself (Shady/Interscope)	2049	+117	275742	7	52/1
11	9	JAHEIM Fabulous (Divine Mill/WB)	1824	+189	295172	10	58/2
12	10	R. KELLY Ignition (Jive)	1775	+245	265284	8	64/1
9	11	CLIPSE When The Last Time... (Star Trak/Arista)	1653	-81	228275	14	55/0
14	12	ERICK SERMON F/REDMAN React (J)	1589	+138	233646	10	59/1
21	13	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	1546	+369	227116	4	65/1
18	14	JA RULE Thug Lovin' (Murder Inc./IDJMG)	1483	+174	184746	5	62/0
10	15	GINUWINE Stingy (Epic)	1453	-215	234139	24	58/0
13	16	ASHANTI Baby (Murder Inc./IDJMG)	1408	-116	188485	25	60/0
19	17	AMERIE Talkin' To Me (Rise/Columbia)	1382	+85	207661	9	52/1
20	18	DRU HILL I Should Be... (Def Soul/IDJMG)	1368	+153	219412	8	59/1
27	19	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	1268	+305	176544	3	59/2
17	20	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1252	-109	171524	21	12/1
16	21	TLC Girl Talk (Arista)	1224	-150	126601	9	57/0
26	22	AALIYAH Miss You (BlackGround/Universal)	1098	+130	220499	4	9/3
28	23	EVE Satisfaction (Ruff Ryders/Interscope)	1085	+133	135697	5	45/0
23	24	BUSTA RHYMES Make It Clap (J)	1085	+85	149089	6	60/2
25	25	BABY F/P. DIDDY Do That... (Cash Money/Universal)	1065	+89	145628	5	52/1
29	26	FIELD MOB Sick Of Being Lonely (MCA)	1047	+102	129722	9	30/1
32	27	SNOOP DOGG From Tha Chuuuch... (Doggy Style/Priority/Capitol)	1005	+120	147538	5	52/1
30	28	TONI BRAXTON Hit The Freeway (Arista)	970	+52	152790	6	51/0
31	29	BENZINO Rock The Party (Elektra/EEG)	960	+59	139172	9	48/2
24	30	JENNIFER LOPEZ Jenny From The Block (Epic)	958	-35	116007	7	45/0
35	31	50 CENT Wanksta (Shady/Aftermath/Interscope)	949	+194	128237	4	46/6
22	32	MARIO Braid My Hair (J)	850	-256	74077	12	54/0
36	33	TYRESE How You Gonna Act Like That (J)	844	+102	104223	5	47/3
34	34	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	818	+25	59987	5	47/3
33	35	CAM'RON Hey Ma (Roc-A-Fella/IDJMG)	732	-146	80497	16	43/0
40	36	TRICK OAOOY Thug Holiday (Slip 'N Slide/Atlantic)	720	+70	93937	3	38/1
38	37	WHITNEY HOUSTON One Of Those Days (Arista)	708	+46	101068	4	47/3
47	38	NAS Made You Look (Columbia)	696	+164	133551	2	46/1
Debut	39	LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	647	+285	116384	1	54/8
42	40	VIVIAN GREEN Emotional Rollercoaster (Columbia)	620	+32	88802	3	34/2
43	41	OOBIE F/LIL' JON... Nothin's Free (TVT)	614	+28	54902	3	24/0
46	42	COMMON F/MARY J. BLIGE Come Close To Me (MCA)	611	+71	104558	2	38/4
Debut	43	BLACKSTREET Deep (DreamWorks)	530	+90	79904	1	52/2
37	44	FAT JOE F/GINUWINE Crush Tonight (Terror Squad/Atlantic)	501	-177	56746	9	45/0
49	45	NEXT Imagine That (J)	492	+11	60792	2	38/1
39	46	B2K Why I Love You (Epic)	481	-178	57804	14	41/0
Debut	47	LIL' JON & THE EASTSIDE BOYZ I Don't Give A @#\$% (TVT)	472	+88	58825	1	21/0
Debut	48	TANK Let Me Live (BlackGround)	457	+16	44087	1	33/1
48	49	YING YANG TWINS By Myself (Koch)	455	-38	53899	15	29/0
—	50	PETEY PABLO Blow Your Whistle (Jive)	442	+20	41675	4	34/0

69 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 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
K-CI & JOJO This Very Moment (MCA)	38
FAT JOE All I Need (Terror Squad/Atlantic)	29
RUSTY WATERS Cornbread (Virgin)	19
LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	8
50 CENT Wanksta (Shady/Aftermath/Interscope)	6
NAPPY ROOTS Headz Up (Atlantic)	6
SLUM VILLAGE F/ MS. JADE... Disco (Barak/Capitol)	6
XZIBIT Symphony In X Major (Loud)	6
JOE F/JADAKISS I Want A Girl Like You (Jive)	5
COMMON F/MARY J. BLIGE Come Close To Me (MCA)	4
NATE DOGG F/EVE Get Up (Elektra/EEG)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	+369
2PAC Thugz Mansion (Amaru/Death Row/Interscope)	+305
LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)	+285
R. KELLY Ignition (Jive)	+245
50 CENT Wanksta (Shady/Aftermath/Interscope)	+194
JAHEIM Fabulous (Divine Mill/WB)	+189
JA RULE Thug Lovin' (Murder Inc./IDJMG)	+174
NAS Made You Look (Columbia)	+164
DRU HILL I Should Be... (Def Soul/IDJMG)	+153
ERICK SERMON F/REDMAN React (J)	+138

New & Active

SWIZZ BEATZ Bigger Business (DreamWorks)	Total Plays: 438, Total Stations: 32, Adds: 1
LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)	Total Plays: 403, Total Stations: 27, Adds: 2
TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)	Total Plays: 400, Total Stations: 30, Adds: 2
504 BOYZ Tight Whips (New No Limit/Universal)	Total Plays: 349, Total Stations: 22, Adds: 1
ROOTS Break You Off (MCA)	Total Plays: 339, Total Stations: 27, Adds: 0
WAYNE WONDER No Letting Go (VP)	Total Plays: 325, Total Stations: 8, Adds: 3
FREEWAY What We Do (Roc-A-Fella/IDJMG)	Total Plays: 324, Total Stations: 18, Adds: 1
DEBORAH COX The Morning After (J)	Total Plays: 295, Total Stations: 33, Adds: 2
BLU CANTRELL Breathe (Arista)	Total Plays: 284, Total Stations: 24, Adds: 0
SYLEENA JOHNSON Guess What (Jive)	Total Plays: 252, Total Stations: 12, Adds: 1

Songs ranked by total plays

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



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Stations and their adds listed alphabetically by market

Reporters

WAJZ/Albany, NY * PD/MD: Sugar Bear APD: Marie Cristal 1 JOE F/JADAKISS "Girl" 1 COMMONMARRY J. BLIGE "Close" FAT JOE "Need" NAPPY ROOTS "Headz" NEXT "Imagine" RUSTY WATERS "Cornbread"	KTGX/Beaumont, TX * DM: Jim West PD/MD: Kim Stevens No Adds	WIZF/Cincinnati, OH * PD/MD: Terri Thomas 23 COMMONMARRY J. BLIGE "Close" WENZ/Cleveland, OH * OM/MD: Hurricane Dave Smith MD: Lexx Ali 40 LIL' FLIP "Ball" 13 BENZINO "Party" 2 K-CI & JOJO "Moment" 1 NAPPY ROOTS "Headz"	WJLB/Detroit, MI * PD: KJ Holiday APD/MD: Kris Kelley K-CI & JOJO "Moment" XZIBIT "Major"	WJBT/Jacksonville, FL * PD: Mike Williams MD: G-Wiz 8 ERICK SERMON/REDMAN "React" 2 AALIYAH "Miss" 2 DRU HILL "Should"	WFXM/Macon, GA OM/MD: Ralph Meachum 5 FAT JOE "Need" 5 RUSTY WATERS "Cornbread"	WQJE/New Orleans, LA * DM: Carla Boatner PD: Angela Watson JAHEIM "Fabulous"	WDCR/Richmond, VA * PD: Terry Foxx MD: Reggie Baker 29 2PAC "Mansion" 22 LIL' FLIP "Ball"	WFUN/St. Louis, MO * PD: Mo'Shay APD: Craig Black MD: Koa Koa Thai 15 50 CENT "Wanksta" 4 K-CI & JOJO "Moment"
KBCE/Alexandria, LA PD: Gerod Stevens APD/MD: Dell Banks FAT JOE "Need" RUSTY WATERS "Cornbread" SLUM VILLAGE "Disco"	WJZD/Biloxi-Gulfport, MS * OM/MD: Rob Neal MD: Tabari Daniels FAT JOE "Need" K-CI & JOJO "Moment" RUSTY WATERS "Cornbread"	WBOT/Boston, MA * PD: Steve Gousby APD: Lamar Robinson MD: T. Clark 10 50 CENT "Wanksta" 4 LL COOL J/FAMERIE "Paradise"	WJNN/Dothan, AL DM/MD: JR Wilson MD: Jamar Wilson 30 EVE "Satis" 25 SEAN PAUL "Light" 25 TLC "Girl" 20 R. KELLY "Ignition" 10 FAT JOE "Need" 10 K-CI & JOJO "Moment" 10 RUSTY WATERS "Cornbread" 10 SOLANGE F/N.O.R.E. "Feelin'"	KPRS/Kansas City, MO * APD/MD: Myron Fears No Adds	WIBB/Macon, GA PD: Mike Williams APD: Ava Blakk 24 BLACKSTREET "Deep" 20 ISSYS "Rest" 14 B2K AND P. DIDDY "Bump" 11 2PAC "Mansion" 7 LL COOL J/FAMERIE "Paradise" 3 COMMONMARRY J. BLIGE "Close" 3 NAPPY ROOTS "Headz"	WELS/New York, NY * PD: Vinny Brown MD: Deneen Wornack 15 K-CI & JOJO "Moment"	WRHH/Richmond, VA * PD: J.D. Kunes MD: Alvin "Big Nat" Smalls No Adds	WPHR/Syracuse, NY * PD: Butch Charles MD: Kenny Dees 7 K-CI & JOJO "Moment" 3 SLUM VILLAGE "Disco" DEBORAH COX "After" FAT JOE "Need"
KEDG/Alexandria, LA OM/MD: Jay Stevens MD: Wade Hampton FAT JOE "Need" RUSTY WATERS "Cornbread"	WBTK/Buttalo, NY * PD/MD: Skip Dillard FAT JOE "Need" K-CI & JOJO "Moment" RUSTY WATERS "Cornbread" SLUM VILLAGE "Disco" SYLEENA JOHNSON "What"	WWHT/Atlanta, GA * PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Debraux 36 BABY FIP DIDDY "That" 16 50A BOYZ "Tight" SMILEZ AND SOUTHSTAR "Tel"	WZFX/Fayetteville, NC * PD: Jeff Anderson APD: Garrett Davis MD: Taylor Morgan 1 LL COOL J/FAMERIE "Paradise" NAS "Look"	KIIZ/Killeen-Temple, TX PD/MD: Mychal Maguire 10 BLACKSTREET "Deep" 10 FAT JOE "Need" 10 JOE F/JADAKISS "Girl" 10 K-CI & JOJO "Moment" 10 NEXT "Imagine"	WHRK/Memphis, TN * DM/MD: Nate Bell APD: Eileen Collier MD: Devin Steel 18 K-CI & JOJO "Moment" 14 JAHEIM "Fabulous" RUSTY WATERS "Cornbread" VIVIAN GREEN "Emotional"	WWPR/New York, NY * PD: Michael Saunders FAT JOE "Need" JA RULE/FASHANTI "Mesmerize"	WDRK/Rochester, NY * MD: Andre Marcel MD: Kala O'Neal 12 NURAH JONES "Know" 10 WAYNE WONDER "Letting" 2 K-CI & JOJO "Moment" XZIBIT "Major" SLUM VILLAGE "Disco" FAT JOE "Need"	WTMP/Tampa, FL MD: Big Money Ced 19 K-CI & JOJO "Moment" 11 FAT JOE "Need" 10 RUSTY WATERS "Cornbread"
WHTA/Atlanta, GA * PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Debraux 36 BABY FIP DIDDY "That" 16 50A BOYZ "Tight" SMILEZ AND SOUTHSTAR "Tel"	WWWZ/Charleston, SC * DM/MD: Terry Base MD: Yonni O'Donohue 18 LL COOL J/FAMERIE "Paradise" 14 50 CENT "Wanksta" 12 JOE F/JADAKISS "Girl" 9 BLACKSTREET "Deep" 2 SLUM VILLAGE "Disco" FAT JOE "Need" K-CI & JOJO "Moment" NAPPY ROOTS "Headz" NATE DOGG FEVE "Get"	WVVE/Atlanta, GA * OM/MD: Tony Brown APD/MD: Tasha Love 13 BUSTA RHYMES "Clap" 5 WHITNEY HOUSTON "Those"	WZMM/Columbus, SC * PD/MD: Mike Love APD: Vernessa Pendergrass 11 50 CENT "Wanksta" 10 LL COOL J/FAMERIE "Paradise" 10 RUSTY WATERS "Cornbread" 4 K-CI & JOJO "Moment" 2 BLACKSTREET "Deep" 1 JOE F/JADAKISS "Girl" 1 NATE DOGG FEVE "Get" 1 SLUM VILLAGE "Disco" FAT JOE "Need" NAPPY ROOTS "Headz" XZIBIT "Major" WESTSIDE CONNECTION "Hoidaze"	WZDR/Miami, FL * DM/MD: Cedric Hollywood 40 WAYNE WONDER "Letting" 30 AMERIE "Talkin'" 2 RUSTY WATERS "Cornbread" 2 K-CI & JOJO "Moment" 2 TALIB KWELI/FIBILAL "Out" FAT JOE "Need"	WOWI/Norfolk, VA * OM/MD: Daisy Davis APD/MD: Michael Mauzone AALIYAH "Miss" FAT JOE "Need" K-CI & JOJO "Moment"	WVSP/Oklahoma City, OK * OM/MD: Terry Monday MD: Eddie Brasco 10 K-CI & JOJO "Moment" FAT JOE "Need" RUSTY WATERS "Cornbread"	WTLZ/Saginaw, MI * PD: Eugene Brown 1 LL COOL J/FAMERIE "Paradise" K-CI & JOJO "Moment"	KJMM/Tulsa, OK * OM: Bryan Robinson PD: Terry Monday APD/MD: Aaron Bernard 19 K-CI & JOJO "Moment" RUSTY WATERS "Cornbread" XZIBIT "Major" FAT JOE "Need"
WFXA/Augusta, GA * DM/MD: Ron Thomas APD: Mojo 6 LL COOL J/FAMERIE "Paradise" 2 TRICK DADDY "Thug"	WPEG/Charlotte, NC * PD: Terri Avery APD/MD: Nate Quick 20 K-CI & JOJO "Moment" FREEWAY "What"	WVFA/Augusta, GA * DM/MD: Ron Thomas APD: Mojo 6 LL COOL J/FAMERIE "Paradise" 2 TRICK DADDY "Thug"	WJMS/Gainesville-Ocala, FL * PD/MD: Quincy 1 K-CI & JOJO "Moment" FAT JOE "Need" RUSTY WATERS "Cornbread"	WKKW/Milwaukee, WI * PD: Jamillah Muhammad MD: Doc Love 2 NATE DOGG FEVE "Get" FAT JOE "Need" K-CI & JOJO "Moment"	WVUS/Philadelphia, PA * PD: Glenn Cooper MD: Coka Lani AMD: Cosmic Key 2 K-CI & JOJO "Moment" 2PAC "Mansion" FAT JOE "Need" TYRESE "Gonna"	WVSP/Oklahoma City, OK * OM/MD: Terry Monday MD: Eddie Brasco 10 K-CI & JOJO "Moment" FAT JOE "Need" RUSTY WATERS "Cornbread"	WRJZ/Shreveport, LA * PD: Long John MD: Kelli Dupree No Adds	WESE/Tupelo, MS PD/MD: Pamela Aniese 3 AALIYAH "Miss" EVE "Satis" JA RULE "Thug" TYRESE "Gonna"
WPRW/Augusta, GA * PD: Tim Snell MD: Nightrain FAT JOE "Need" K-CI & JOJO "Moment" WHITNEY HOUSTON "Those"	WJTT/Chattanooga, TN * PD: Keith Landecker MD: Magic FAT JOE "Need" K-CI & JOJO "Moment"	WVFA/Augusta, GA * DM/MD: Ron Thomas APD: Mojo 6 LL COOL J/FAMERIE "Paradise" 2 TRICK DADDY "Thug"	WJMG/Greenville, SC * PD/MD: Doug Davis No Adds	WZLX/Mobile, AL * PD/MD: Myrona Reuben No Adds	WVUS/Philadelphia, PA * PD: Glenn Cooper MD: Coka Lani AMD: Cosmic Key 2 K-CI & JOJO "Moment" 2PAC "Mansion" FAT JOE "Need" TYRESE "Gonna"	WVSP/Oklahoma City, OK * OM/MD: Terry Monday MD: Eddie Brasco 10 K-CI & JOJO "Moment" FAT JOE "Need" RUSTY WATERS "Cornbread"	WRJZ/Shreveport, LA * PD: Long John MD: Kelli Dupree No Adds	WKYS/Washington, DC * PD: Darryl Huckaby MD: P-Stew 7 WHITNEY HOUSTON "Those" 5 SMILEZ AND SOUTHSTAR "Tel" 2 TRINA FLUDACRIS "Right" FAT JOE "Need"
WERO/Baltimore, MD * PD: Dion Summers APD/MD: Neke Al Night 1 COMMONMARRY J. BLIGE "Close"	WCCI/Chicago, IL * DM/MD: Erroy Smith APD/MD: Tiffany Green No Adds	WVFA/Augusta, GA * DM/MD: Ron Thomas APD: Mojo 6 LL COOL J/FAMERIE "Paradise" 2 TRICK DADDY "Thug"	WJMG/Greenville, SC * PD/MD: Doug Davis No Adds	WZLX/Mobile, AL * PD/MD: Myrona Reuben No Adds	WVUS/Philadelphia, PA * PD: Glenn Cooper MD: Coka Lani AMD: Cosmic Key 2 K-CI & JOJO "Moment" 2PAC "Mansion" FAT JOE "Need" TYRESE "Gonna"	WVSP/Oklahoma City, OK * OM/MD: Terry Monday MD: Eddie Brasco 10 K-CI & JOJO "Moment" FAT JOE "Need" RUSTY WATERS "Cornbread"	WRJZ/Shreveport, LA * PD: Long John MD: Kelli Dupree No Adds	WKYS/Washington, DC * PD: Darryl Huckaby MD: P-Stew 7 WHITNEY HOUSTON "Those" 5 SMILEZ AND SOUTHSTAR "Tel" 2 TRINA FLUDACRIS "Right" FAT JOE "Need"
WEMX/Baton Rouge, LA * PD/MD: Adrian Long No Adds	WPWX/Chicago, IL * MD: Tracy Reynolds 8 K-CI & JOJO "Moment" 2 TYRESE "Gonna" SMILEZ AND SOUTHSTAR "Tel"	WVFA/Augusta, GA * DM/MD: Ron Thomas APD: Mojo 6 LL COOL J/FAMERIE "Paradise" 2 TRICK DADDY "Thug"	WJMG/Greenville, SC * PD/MD: Doug Davis No Adds	WZLX/Mobile, AL * PD/MD: Myrona Reuben No Adds	WVUS/Philadelphia, PA * PD: Glenn Cooper MD: Coka Lani AMD: Cosmic Key 2 K-CI & JOJO "Moment" 2PAC "Mansion" FAT JOE "Need" TYRESE "Gonna"	WVSP/Oklahoma City, OK * OM/MD: Terry Monday MD: Eddie Brasco 10 K-CI & JOJO "Moment" FAT JOE "Need" RUSTY WATERS "Cornbread"	WRJZ/Shreveport, LA * PD: Long John MD: Kelli Dupree No Adds	WKYS/Washington, DC * PD: Darryl Huckaby MD: P-Stew 7 WHITNEY HOUSTON "Those" 5 SMILEZ AND SOUTHSTAR "Tel" 2 TRINA FLUDACRIS "Right" FAT JOE "Need"
WJMI/Jackson, MS * DM/MD: Stan Branson 8 K-CI & JOJO "Moment" 6 RUSTY WATERS "Cornbread" FAT JOE "Need"	WRJH/Jackson, MS * PD: Steve Poston MD: Lil' Home FAT JOE "Need" JOE F/JADAKISS "Girl" K-CI & JOJO "Moment" RUSTY WATERS "Cornbread" XZIBIT "Major"	WVFA/Augusta, GA * DM/MD: Ron Thomas APD: Mojo 6 LL COOL J/FAMERIE "Paradise" 2 TRICK DADDY "Thug"	WJMG/Greenville, SC * PD/MD: Doug Davis No Adds	WZLX/Mobile, AL * PD/MD: Myrona Reuben No Adds	WVUS/Philadelphia, PA * PD: Glenn Cooper MD: Coka Lani AMD: Cosmic Key 2 K-CI & JOJO "Moment" 2PAC "Mansion" FAT JOE "Need" TYRESE "Gonna"	WVSP/Oklahoma City, OK * OM/MD: Terry Monday MD: Eddie Brasco 10 K-CI & JOJO "Moment" FAT JOE "Need" RUSTY WATERS "Cornbread"	WRJZ/Shreveport, LA * PD: Long John MD: Kelli Dupree No Adds	WKYS/Washington, DC * PD: Darryl Huckaby MD: P-Stew 7 WHITNEY HOUSTON "Those" 5 SMILEZ AND SOUTHSTAR "Tel" 2 TRINA FLUDACRIS "Right" FAT JOE "Need"
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PHUNDAMENTALLY phat

ARTIST: **Jaheim**
LABEL: **Divine Mill/WB**

By **TANYA O'QUINN** / ASSISTANT EDITOR



The song that made me realize this young man was working with something I needed to vibe to was "Just In Case." The realistic approach to mortality enveloped within the unconditional intensity of love made me raise both Maybelline-enhanced eyebrows. This became my jam. And then came "Anything." The soulful, romantic, powerful sounds of **Jaheim** can do no wrong. Though there are some lyrics that I haven't been captivated by and some melodies that haven't been of much influence, the vocals always do the job. His soulful sound is very capable of leading the melody, as well as flawlessly blending in with the romantic orchestration of the groove.

"Fabulous," the debut single from his second album, *Still Ghetto*, didn't seize my attention right away. I heard the song, recognized the voice and moved on. It was the message, which I hadn't paid much attention to, that left me feeling unsatisfied. I guess because of the roughneck Romeo's distinctive vocal styling, I'm more prone to like his romantic, sexual messages than any others (or is that just the Viagra?). However, one day I was chillin' on the couch and watching *106 & Park*, and the video for "Fabulous" came on. Seeing the beautiful faces of the future tugged at my heart (and reminded me that my clock hadn't stopped ticking ... it was on "snooze"). As the well-built, chocolate crooner with the thug approach to fashion soulfully and sentimentally sang of the African-American experience, I couldn't help but vibe along with the infectious melody, attempt to sing the encouraging lyrics and wallow in the tender feeling of compassion for those whose lives are mirrored in this tale of surviving life.

From *Ghetto Love* to *Still Ghetto*, Jaheim is from the streets and incorporates its harsh reality in his music. "My music is all about my life," he explains. "I take my stories straight out of the inner city, and my sound is about what's happen-

ing on the street." The mean streets of the projects of New Brunswick, NJ were his stage, and his leading lady was his mother, Julie. Jaheim's father passed away while Jaheim was a toddler, so his mom had to teach three young boys how to be men. Though life was hard growing up in the projects, the love of his mother and music added pastel colors to the harsh tones of black and white, supplying an ounce of hope to a disheartening situation and sharpening the focus of what society would quickly label "a statistic."

"Singing was my way out," says Jaheim. "No matter how hard life got, I could always make myself and my mom feel better with a song. It was our salvation." When his mom passed away, Jaheim felt like giving up. "When I lost my mom, it felt like I'd lost everything," he says. "I didn't have the strength to go on pursuing my career, but in the end I realized that it was what she would have wanted."

In 2001 his debut album, *Ghetto Love*, was released. The first single, "Could It Be," focused on the emotional deception sometimes accompanying the increase in income. The hit single compared the concept of love to the power of the dollar. This year's release is introduced with the single "Fabulous." The song celebrates African-American heritage, recognizes the challenges we face and encourages us to victory over our many adversities.

Still Ghetto contains more notable tunes than the single; however, I don't want to give y'all more than you may be ready for. This is just the beginning; this joint will be revisited very soon.

ON THE RECORD

WITH
Kiki "The First Lady" Henson
PD, WUBT/Nashville

101.1 BEAT

I must say that I really love DJ Kut's remix of Jay-Z's "Me and My Girlfriend." This song is off the banger! He included Jay-Z, Beyoncé, 2Pac and Toni Braxton, and I think it's great that he put everybody in the song, because some people were saying that it was wrong of Jay-Z not to include 2Pac in the original version. • I am anxiously awaiting Method Man's new album. He's my favorite male rapper. Lil' Kim is my favorite female rapper, and I'm waiting for her to come out and mop the floor with them. I love Lil' Kim. • I like the remix of "Breathe" by Blu Cantrell and Sean Paul. I don't know if it would work in the South too well, but I love it. Everybody's feeling the new Aaliyah ("Miss You."), and I think Dru Hill's "I Should Be..." is a great comeback song. • Snoop Dogg's "From the Chuuuch to da Palace" is one of my favorite songs as well. I've always been a big Snoop Dogg fan, even though I was born and raised in Brooklyn. I just love his style, his flow and his voice. He's so smooth. I like that song a lot. • There is a lot of good music out there, but I'm in Method Man limbo right now, just waiting for his album to drop. However, I do have to give props to Nelly for the success of his second album and to Eve for holding it down.

Tank rolls in on his motorcycle, Lil Jon & The Eastside Boyz are in a Yukon, Blackstreet pull up in a black Escalade, and LL Cool J has Amerie riding shotgun as all four acts debut on the Urban chart this week. Tank's "Let Me Live" (Blackground) debuts at 48*, Jon's "I Don't Give a @#\$%" (TVT) enters at 47*, Blackstreet's "Deep" (DreamWorks) is at 43*, and LL's "Paradise" (Def Jam/IDJMG) seizes the No. 39* spot ... The biggest chart move is made by **Nas**, whose "Made You Look" (Columbia) goes a glaring 47-38*. Tied for second are **B2K & P. Diddy**, whose "Bump, Bump, Bump" (Epic) grooves from 21-23*, and **2Pac**, whose "Thugz Mansion" (Amaru/Death Row/Interscope) must be a mobile home, 'cause it travels from 27-19* ... Welcome back to **Petey Pablo**, who rejoins the chart at No. 50* with "Blow Your Whistle" (Jive) ... In the Most Added column, **K-Ci & JoJo** seize the moment at Urban and grab 38 adds with "This Very Moment" (MCA). **Fat Joe** comes in second with "All I Need" (Terror Squad/Atlantic) landing at 29, and newcomer **Rusty Waters** comes in third with "Combread" (Virgin) ... No acts debuted on the Urban AC chart this week; however, **Whitney Houston's** "One of Those Days" (Arista) tops the Most Increased with a +151 and gently slides up a notch, to 7* ... **Jaheim's** "Fabulous" (Divine Mill/Warner Bros.) gains 101 and also slides up one spot, to 10*, while a +87 elevates **Syleena Johnson's** "Guess What" (Jive) from 13-11* ... The biggest chart move at Urban AC is by **Deborah Cox's** "Morning After" (J), which rises from 29-23* ... **K-Ci & JoJo** are also Most Added on the adult side, with 10 new adds.

Urban ON THE RADIO

— **Tanya O'Quinn/Asst. Editor**

Urban AC Reporters

Stations and their adds listed alphabetically by market

<p>WALR/Atlanta, GA * DM: Tradia Charmont PD: Ron Davis No Adds</p>	<p>WVAZ/Chicago, IL * PD: Elroy Smith APD: Armando Rivera No Adds</p>	<p>WUKS/Fayetteville, NC * PD: Rod Cruise APD: Garrett Davis MD: Calvin Pee 4: DRU HILL "Should"</p>	<p>KMKJ/Kansas City, MO * PD: Greg Love MD: Trey Michaels BONEY JAMES "Heaven" MARY MARY "Try"</p>	<p>WYLD/New Orleans, LA * DM: Carla Boatner PD/APD/MD: Aaron "A.J." Apple No Adds</p>	<p>WKJS/Richmond, VA * PD/MD: Kevin Gardner 1: LATIMORE & MOORE "Loveable"</p>	<p>WIMX/Toledo, OH * DM/MD: Rocky Love MD: Denise Brooks K-CI & JOJO "Moment" NORMAN BROWN FMOORE "Feeling"</p>
<p>WWIN/Baltimore, MD * VP/Prog.: Kathy Brown PD: Tim Watts MD: Keith Fisher No Adds</p>	<p>WZAC/Cleveland, OH * PD: Kim Johnson No Adds</p>	<p>WFLM/Ft. Pierce, FL * PD/MD: Michael James 10: MARY MARY "Try" K-CI & JOJO "Moment" NORMAN BROWN FMOORE "Feeling"</p>	<p>KNEK/Lafayette, LA * PD/MD: John Kinitt CRAIG DAVID "Personal" K-CI & JOJO "Moment"</p>	<p>WRKS/New York, NY * PD: Toya Beasley MD: Julie Gustines No Adds</p>	<p>WVBE/Roanoke-Lynchburg, VA * PD: Walt Ford 4: MARY MARY "Try" BONEY JAMES "Heaven" NORMAN BROWN FMOORE "Feeling" RUSSELL "Rich"</p>	<p>WHUR/Washington, DC * PD/MD: David A. Dickinson MARY MARY "Try" NORMAN BROWN FMOORE "Feeling"</p>
<p>KQXL/Baton Rouge, LA * PD/MD: Mya Vernon No Adds</p>	<p>WLXC/Columbia, SC * Int. PD: Doug Williams MD: Tre Taylor BONEY JAMES "Heaven" K-CI & JOJO "Moment" NORMAN BROWN FMOORE "Feeling"</p>	<p>WQMG/Greensboro, NC * PD: Alvin Stowe No Adds</p>	<p>KVGS/Las Vegas, NV * PD: Vic Clemons MD: Adrian Wagers 9: VIVIAN GREEN "Emotional"</p>	<p>WJMR/Milwaukee-Racine, WI * PD/MD: Laurl Jones 13: "KELLY" "Ignition" 10: K-CI & JOJO "Moment"</p>	<p>WSVY/Norfolk, VA * PD/MD: Michael Mauzone MARY MARY "Try"</p>	<p>KMJM/St. Louis, MO * DM/MD: Chuck Atkins No Adds</p>
<p>WBHK/Birmingham, AL * PD: Jay Dixon MD: Darryl Johnson No Adds</p>	<p>WAGH/Columbus, GA PD: Rasheeda MD: Ed Lewis No Adds</p>	<p>KMJO/Houston-Galveston, TX * PD: Carl Conner MD: Sam Choico No Adds</p>	<p>KOKY/Little Rock, AR * PD: Mark Dylan MD: Jamal Quarles No Adds</p>	<p>WJMW/Milwaukee, WI DM: Steve Scott PD/MD: Tyrone Jackson 5: CRAIG DAVID "Personal" K-CI & JOJO "Moment"</p>	<p>WVUL/Norfolk, VA * DM: Don London PD/MD: DC 1: VIVIAN GREEN "Emotional"</p>	<p>WMLJ/Washington, DC * PD: Kathy Brown MD: Mike Chase No Adds</p>
<p>WMGL/Charleston, SC * PD: Terry Base APD/MD: Beinda Parker K-CI & JOJO "Moment" NORMAN BROWN FMOORE "Feeling"</p>	<p>KRNB/Dallas-Ft. Worth, TX * DM/MD: Sam Weaver MD: Rudy V SYLEENA JOHNSON "What" WHITNEY HOUSTON "Those"</p>	<p>WTLC/Indianapolis, IN * DM/MD: Brian Wallace MD: Garth Adams No Adds</p>	<p>KHHT/Los Angeles, CA * PD: Michelle Santosuosso No Adds</p>	<p>WQK/Nashville, TN * PD/MD: D.C. No Adds</p>	<p>WCFB/Orlando, FL * DM/MD: Steve Holtbrook MD: Joe Davis No Adds</p>	<p>WFDL/Mobile, AL * PD: Steve Crumbley MD: Kathy Barlow No Adds</p>
<p>WBAV/Charlotte, NC * PD/MD: Terri Avery BONEY JAMES "Heaven" MARY MARY "Try"</p>	<p>WMXD/Detroit, MI * PD/APD: Oneil Stevens MD: Sheila Little BLACKSTREET "Deep" K-CI & JOJO "Moment" NORMAN BROWN FMOORE "Feeling"</p>	<p>WKXI/Jackson, MS * PD/MD: Stan Branson BONEY JAMES "Heaven" K-CI & JOJO "Moment" NORMAN BROWN FMOORE "Feeling"</p>	<p>KJLH/Los Angeles, CA * PD/MD: Andrea Russell 4: BONEY JAMES "Heaven" BLACKSTREET "Deep" CRAIG DAVID "Personal" DEBORAH COX "After"</p>	<p>WQKQ/Nashville, TN * PD/MD: D.C. No Adds</p>	<p>WDAS/Philadelphia, PA * Sin. Mgr./PD: Joe Tamburo MD: Joann Gamble No Adds</p>	<p>WYCB/New Haven, CT * DM: Wayne Schmidt PD: Juan Castillo APD: Steven Richardson MD: Doc-P No Adds</p>
<p>WLOV/Chattanooga, TN * PD/MD: Sam Terry BLACK COFFEE & JOE "Home" K-CI & JOJO "Moment" NORMAN BROWN FMOORE "Feeling" RUSSELL "Rich"</p>	<p>WSOL/Jacksonville, FL * PD: Mike Williams APD/MD: K.J. No Adds</p>	<p>WRBV/Macon, GA PD/MD: Lisa Charles 15: MARY MARY "Try" MIKE PHILLIPS "Special"</p>	<p>WFXC/Raleigh-Durham, NC * DM/MD: Cy Young APD/MD: Jodi Berry No Adds</p>	<p>*Monitored Reporters 48 Total Reporters 44 Total Monitored 4 Total Indicator</p>		

R&R Urban AC Top 30

Powered By



December 6, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MUSIQ Dontchange (Def Soul/IDJMG)	1277	+50	207628	15	41/0
2	2	GERALD LEVERT Funny (Elektra/EEG)	965	-124	151185	19	39/0
3	3	HEATHER HEADLEY He Is (RCA)	887	-31	118091	10	41/0
4	4	INDIA.ARIE Little Things (Motown)	790	-33	100633	14	39/0
6	5	RUFF ENDZ Someone To Love You (Epic)	769	+40	126292	38	36/0
5	6	ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	752	+12	123990	12	25/0
8	7	WHITNEY HOUSTON One Of Those Days (Arista)	742	+151	119838	5	42/1
7	8	ANGIE STONE More Than A Woman (J)	635	-48	76976	15	38/0
9	9	AALIYAH I Care 4 U (BlackGround)	612	+33	108867	12	12/0
11	10	JAHEIM Fabulous (Divine Mill/WB)	577	+101	86076	8	32/0
13	11	SYLEENA JOHNSON Guess What (Jive)	538	+87	92888	4	34/1
10	12	LUTHER VANDROSS I'd Rather (J)	526	-17	90556	46	35/0
12	13	VIVIAN GREEN Emotional Rollercoaster (Columbia)	504	+36	66787	6	37/2
14	14	BRIAN MCKNIGHT Let Me Love You (Motown)	426	-1	64340	9	35/0
15	15	DAVE HOLLISTER Baby Do Those Things (Motown)	343	-46	32904	12	25/0
18	16	DRU HILL I Should Be... (Def Soul/IDJMG)	295	+23	36411	6	25/1
17	17	GLENN JONES I Wonder Why (Peak)	254	-23	25447	13	19/0
19	18	KENNY LATTIMORE/CHANTE' MOORE Loveable... (Arista)	246	+7	29865	7	20/1
16	19	TANK One Man (BlackGround)	242	-64	31369	14	23/0
22	20	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	240	+24	50788	8	4/0
21	21	AL JARREAU Secrets Of Love (GRP/VMG)	239	+21	12979	11	15/0
23	22	TYRESE How You Gonna Act Like That (J)	228	+16	31175	5	21/0
29	23	DEBORAH COX The Morning After (J)	218	+71	30165	2	20/1
20	24	BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)	203	-28	22306	16	24/0
24	25	GINUWINE Stingy (Epic)	202	+21	46212	4	4/0
26	26	NEXT Imagine That (J)	192	+27	19909	2	18/0
28	27	MARIAH CAREY Through The Rain (MonarC/IDJMG)	179	+30	16866	3	15/0
27	28	SOUNDS OF BLACKNESS Don't You Ever... (Sounds Of Blackness)	179	+30	11970	3	12/0
25	29	THEO Get Your Groove On (TWP Productions)	174	+4	7090	11	9/0
30	30	WYCLEF JEAN Two Wrongs (Columbia)	121	-25	16327	16	10/0

44 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
K-CI & JOJO This Very Moment (MCA)	13
N. BROWN F/C. MOORE Feeling The Way (Warner Bros.)	9
BONEY JAMES Heaven (Warner Bros.)	6
MARY MARY I Try (Columbia)	6
VIVIAN GREEN Emotional Rollercoaster (Columbia)	2
BLACKSTREET Deep (DreamWorks)	2
CRAIG DAVID Personal (Wildstar/Atlantic)	2
RUSSELL Rich Man (Independent)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
WHITNEY HOUSTON One Of Those Days (Arista)	+151
JAHEIM Fabulous (Divine Mill/WB)	+101
SYLEENA JOHNSON Guess What (Jive)	+87
DEBORAH COX The Morning After (J)	+71
MUSIQ Dontchange (Def Soul/IDJMG)	+50
LUTHER VANDROSS Take You Out (J)	+43
RUFF ENDZ Someone To Love You (Epic)	+40
BLACKSTREET Deep (DreamWorks)	+40
R. KELLY Ignition (Jive)	+38
MICHAEL JACKSON Butterflies (Epic)	+37

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DONELL JONES You Know That... (Untouchables/Arista)	373
MAXWELL Lifetime (Columbia)	353
JAHEIM Anything (Divine Mill/WB)	345
LUTHER VANDROSS Take You Out (J)	317
YOLANDA ADAMS The Battle Is The Lords (Verity)	292
MUSIQ Halfcrazy (Def Soul/IDJMG)	281
GERALD LEVERT Made To Love Ya (EastWest/EEG)	277
JOE What If A Woman (Jive)	253
MAXWELL This Woman's Work (Columbia)	244
MARY MARY In The Morning (Columbia)	232
YOLANDA ADAMS Open My Heart (Elektra/EEG)	218
YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	200
MICHAEL JACKSON Butterflies (Epic)	190
ANGIE STONE Wish I Didn't Miss You (J)	178
JILL SCOTT The Way (Hidden Beach/Epic)	170
GLENN LEWIS Don't You Forget It (Epic)	162

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

New & Active

NICCI GILBERT My Side Of The Story (MCA)
Total Plays: 117, Total Stations: 10, Adds: 0

BLACKSTREET Deep (DreamWorks)
Total Plays: 89, Total Stations: 12, Adds: 2

KENNY G F/BRIAN MCKNIGHT All The Way (Arista)
Total Plays: 81, Total Stations: 9, Adds: 0

TONY TERRY In My Heart (Golden Boy)
Total Plays: 64, Total Stations: 8, Adds: 0

BONEY JAMES Heaven (Warner Bros.)
Total Plays: 62, Total Stations: 13, Adds: 6

MARY MARY I Try (Columbia)
Total Plays: 43, Total Stations: 8, Adds: 6

BRAXTON BROTHERS What Did I Say (Peak)
Total Plays: 34, Total Stations: 4, Adds: 0

K-CI & JOJO This Very Moment (MCA)
Total Plays: 33, Total Stations: 11, Adds: 10

NORMAN BROWN F/CHANTE' MOORE Feeling The Way (Warner Bros.)
Total Plays: 0, Total Stations: 9, Adds: 9

Songs ranked by total plays

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Interrep's 2002 Qualitative Profile Of Country Listeners

□ Who they are, where they live and what they buy

The Oct. 25 Country column featured Katz Research's study of Country audience composition, TSL and share trends. This week we delve into the actions and spending habits of the Country listener with Interrep's new Qualitative Profile of the format.

A quick review of this new report shows that Country listeners are incredible consumers of a wide range of products and services. In fact, Country leads in a whole host of consumer categories.

Sharing this information with your airstaff will help them get a better picture of who's listening to them. Sharing it with your sales department will help them demonstrate the spending strength of Country listeners to clients while also helping to dispel some myths and overcome the negative Country bias.

We're No. 1

According to the Interrep study, Country is the No. 1 format among adults 18+, with a weekly cume of 41,893,000 people. CHR was second with 37,870,000; News/Talk third with 35,067,000; AC fourth with 31,551,000; and Oldies fifth with 29,971,000.

Country is No. 1 among adults 25-54, with a weekly cume of 26,158,000. CHR is second with 24,051,000; AC third with 22,178,000; Classic Rock fourth with 21,721,000; and News/Talk fifth with 20,711,000.

Country also leads in a number of other areas, some of which contradict the conventional perception of our audience. For instance, Country radio reaches nearly 5 million adults 25-54 who have attended some college — tops in that category. CHR is second at 4.629



million, Classic Rock third at 4.387 million, News/Talk fourth at 3.909 million and Oldies fifth at 3.820 million.

Country is No. 1 among adults 25-54 with full-time jobs. The format reaches almost 20 million of these folks. CHR is second with 17.632 million, Classic Rock third with 17.337 million, AC fourth with 16.586 million and News/Talk fifth with 16.209 million.

Country is the top format in reaching adults 25-54 who are married — over 18 million of them. News/Talk is next at 15.271 million, AC third at 14.658 million, Classic Rock fourth at 14.227 million and CHR fifth at 14.167 million.

Country leads the way in reaching adults 25-54 who own their own homes, with over 20 million listeners in that category. News/Talk is next at 16.546 million, Classic Rock third with 16.235 million, AC fourth at 16.189 million and Oldies fifth at 15.739 million.

Keep On Truckin'

On the consumer level, Country also leads in a number of adult 25-54 Qualitative Consumer categories. It leads all formats in listeners who have savings accounts, certificates of deposit, new-car loans, home mortgages, auto insurance, homeowners insurance, life insurance, medical insurance, credit cards, department-store credit cards, projection TVs, camcorders, cellular or digital phones and personal home computers (owned by the household).

Country also leads among those who, in the past year, have bought a new vehicle and those who have bought a used vehicle. It's on top of all formats with listeners who own a sport utility vehicle and among those who own any truck (two- or four-door).

Country is No. 1 among those who have visited family restaurants and steak houses in the last six months and on top among those who have visited a fast food or drive-in restaurant in that period. Country is No. 1 among those who have consumed regular cola, other regular drinks (not cola), diet cola and other diet drinks (not cola).

Country leads among those who have shopped at department, clothing and variety stores in the past six months and among those who have shopped at convenience stores during that time frame. Country is tops among those shopping at Wal-Mart and Kmart. It's No. 1 among shoppers (in the past year) for men's clothing, women's clothing, athletic shoes and any shoes.

This format leads the way around the house as well, ranking first with listeners who have had any home remodeling done in the past year and listeners who've purchased any tools in that time.

Country is No. 1 with listeners who participate in a number of leisure activities, including attending auto shows, entertaining at home, reading books, visiting the zoo and taking overnight camping trips.

Country ranks second among all formats with listeners who have an IRA and those who have a 401(k). It ranks third among all formats with listeners who have mutual funds and among those who have bonds.

Interestingly, Country listeners are

It's true that Country mirrors America, as we see in this table comparing the makeup of the U.S. 18+ population and the Country radio audience.

Demo	% 18+ U.S. Population	% Country's 18+ Audience
• Males 18+	48%	48%
• Females 18+	52%	52%
• Adults 18-34	13%	13%
• Adults 25-34	19%	20%
• Adults 35-44	22%	22%
• Adults 45-54	18%	20%
• Adults 55+	28%	25%
• Adults 18-49	64%	67%
• Adults 25-54	59%	62%
• Median age	43.4	42.6

No. 2 behind those beer-swilling Classic Rockers in overall beer consumption. However, Country listeners do lead in consumption of low-calorie domestic beer.

Country is No. 2 among those who buy baby (under 1 year old) clothes. We're No. 2, behind CHR radio, in the number of listeners who engage in casino gambling.

Country is on top of all formats with listeners who own a sport utility vehicle and among those who own any truck.

'Country Mirrors America'

Interrep points out in its study that Country "mirrors America" in demos and a number of other important areas. This becomes apparent in Table 1, which compares the various cells of the U.S. population to the Country radio audience.

Country radio's audience not only mirrors America, it mirrors Americans. For example, 55% of the U.S. 18+ population is employed, vs. 60% of Country radio's 18+ audience. Of the U.S. adult population, 10% are employed as Executive/Administrator/Manager, and 10% of Country radio's 18+ audience falls into that category. Of the U.S. adult population, 18% are employed as Technical/Clerical/Sales, and 20% of Country radio's 18+ audience falls into that category.

When it comes to education, 51% of the U.S. 18+ population attended some college or more vs. 47% of Country radio's 18+ audience.

The Country audience also mirrors America in household income. Table 2 shows the percentage of the U.S. 18+ population in various income brackets as compared to Country radio's 18+ audience.

Who? Where? What?

Interrep's study also identifies Country's top five audience-sharing

formats — Rock (24%), Classic Rock (24%), Oldies (22%), AC (21%) and CHR and Hot AC (tied at 20%). The top five formats that Country shares listeners with are CHR (18%), AC (16%), Oldies (16%), Classic Rock (16%) and News/Talk (13%).

Country's audience distribution by region is 11% Northeast, 17% West, 29% Midwest and 43% South. Almost two-thirds of Country's audience resides in Metro Areas, with 24% living in Central City Areas, 42% in Suburban Areas and 34% in non-MSA areas.

Making the Country audience very attractive to advertisers is the fact that of all Country radio listeners:

- 62% are in the 25-54 demo
- 67% are in the 18-49 demo
- 47% have attended some college or more
- 62% are married
- 77% own their own home
- 70% are employed
- 73% have a household income over \$30,000
- 49% have a household income over \$50,000
- 44% have one or more children at home

Interrep also flatly states, "Among adult homeowners, Country is the No. 1 radio format in a qualitative cume ranking. Country radio clearly offers the best opportunity to reach the greatest number of adult homeowners — 32.3 million!"

I wonder if Home Depot and Lowes are aware of that stat? Interrep goes on to say that of the adult 18+ U.S. population, 144,359,000 own their own homes. Country's qualitative cume is 32,266,000 — an index of 109.

My thanks to Interrep's Mary Ann Slepavic and Michele Skettino for sharing this with me so I could share it with you. If you'd like more information about their work, e-mail Michelle at michele_skettino@interrep.com.

The table below shows the percentages of the U.S. 18+ population and the Country radio audiences in various income brackets.

Income Bracket	% 18+ U.S. Population	% Country's 18+ Audience
• Household Income \$30K+	71%	73%
• Household Income \$40K+	60%	61%
• Household Income \$50K+	49%	49%
• Household Income \$60K+	40%	39%
• Median Household Income	\$49,463	\$49,417

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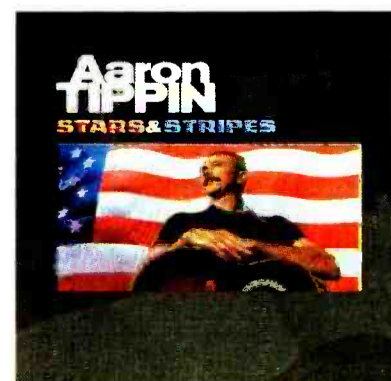
"Love Like There's No Tomorrow"



*"Truth is, none of us know
what tomorrow holds and we
should cherish every moment
we can with those we love"*

Aaron Tippin

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Looking And Listening

□ A day in the life of an A&R exec

As Music Row labels refocus priorities in promotions and marketing departments, many people are taking a closer look at A&R departments as well. These executives are the gatekeepers — or the first bridge, depending on your outlook — to new music. This week we talk to one of them, **Michelle Metzger**, Director/A&R for Curb Records.

Metzger has been in artist relations for a dozen years, and while she's not necessarily on the lookout for a new artist to sign right now, she has a sense of what she would like to see from Country music artists in the near future.

She, like some radio program directors, believes the crossover of the genre's artists is not helping format. "At first, crossing artists over to other formats was great, because it helps sales," she says. "But now it's killing our format. We've lost our demographic."

This erosion of audience, Metzger says, is part of the reason country music sales continue to slump. "Why would someone listen to Country if they can listen to hot AC and hear the country artists?" she asks. "We need to be truer to our format instead of signing pop artists for Country and then crossing them over. It's a change we're trying to make at Curb, and hopefully other labels will do it as well, and we can rebuild our demographic."

So, if A&R departments can be viewed as early barometers of changes in the music, then perhaps a more traditional focus is in store? Metzger is careful to say that this is just her individual opinion.

A Hard Day's Night

Curb's A&R department is smaller than that of most labels, and this is by design. "It's basically a committee of me, Mike Curb and Phil Gernhard," Metzger says. "We're a skeleton crew over here. The only problem I have is that there are so many more writers and publishers out there and that all the other labels are so much more heavily staffed."

It's difficult for Metzger to find the time to see all the artists and songwriters she wants to see. On top of meetings throughout the day, she must attend showcases at

night, which can be tough to schedule as the divorced mother of a young daughter.

"I don't think writers and publishers understand how much I have on me," she says. "Sometimes, I can't go. I'm divorced and have my daughter every other week. I'll go to many showcases though."

In some ways Metzger finds the showcase atmosphere to be more relaxed, with less pressure on her to offer instant feedback to the performer. "Typically, at showcases they understand," she says. "I usually take a package and study it, and there are followup phone calls, but there is not usually pressure on the spot. I've had that in meetings with managers and producers though."

"We need to be truer to our format instead of signing pop artists for Country and then crossing them over."

Pressure Cooker

Most of the pressure in A&R doesn't come from external sources like managers or producers, however, but from within the A&R executives themselves. "Typically, I meet with producers, writers, publishers and artists," Metzger says. "Every day is different, and anything is possible on any given day."

"Sometimes, my day will change because a writer or publisher will pop in with a song they want me to hear. I listen, of course, because I don't want to miss it." There is

always the danger of being too busy to hear a great hit, and Metzger is very careful to make time to listen.

Aside from that, her days and weeks are fairly predictable. "I take a lot of song meetings in a day," she says. "There are times when I have a lot of showcases or phone calls or phone work. I sign off on all the artist invoices, approving them. I also approve studio time that is being booked."

She also works to find new songs for her artists. "Usually, I'm looking for songs for multiple artists," she says. "They'll bring in songs for LeAnn Rimes and Jo Dee Messina and Steve Holy. They'll bring songs for many artists to one meeting. If I like them, I take copies. If I don't, I'll give them feedback and try to educate them on what we're really looking for."

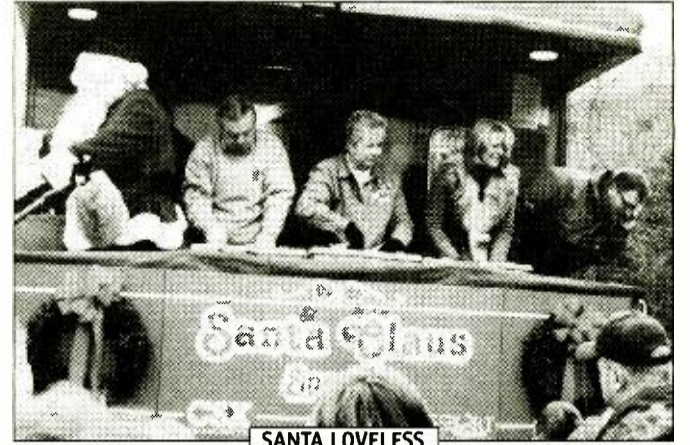
That, Metzger says, is an integral part of her job. "The biggest thing is knowing an A&R person's ear," she says. "And it's important for an A&R person to be honest in those meetings, so publishers and writers know what it is you want. They need to learn your ear and learn what you like, and they need to know your artists."

Lend Me Your Ear

What Metzger wants varies, and she mostly relies on her instincts when choosing songs or choosing artists to sign. "It's just my gut that I go with," she says. "I know in my gut if someone is a true artist. There are a lot of good singers and good writers out there, but when it's the real thing, when it's a true artist, it just shines through."

And it would have to, with labels signing, perhaps, one or two artists per year, and A&R executives seeing more artist packages and showcases and attending more meetings than they can possibly put a number on.

Despite the clutter, Metzger has been able to find quite a few great songs among the many she has



SANTA LOVELESS

Patty Loveless (second from r) joined the volunteers on the Santa Train to hand out free Christmas gifts recently in Marrowbone, KY.



DANCEHALL DOCTORING

Tim McGraw joined the brass at CMT after his recent performance on *Most Wanted Live*. Seen here (l-r) are CMT's Chris Parr, McGraw and CMT's Brian Philips.

heard. Some of her most recent finds include Tim McGraw's "It's Your Love" and "Grown Men Don't Cry" and LeAnn Rimes' "One Way Ticket" and "I Need You."

Metzger says her ear for music comes from her parents and from an old jukebox she has that she listened to every day. "It's one of the most incredible things I have," she says. "Having all those old records

"When it's the real thing, when it's a true artist, it just shines through."

on it that Mike Curb produced, then meeting him and Phil after they'd had such an influence on me my whole life — it was incredible."

Metzger respects the men she works with and says that they also respect what she brings to the table. "I don't want to bring them anything unless I love it," she says. "When they see the excitement level in me, they know it's good."

Pure Luck

Like many in the business, Metzger fell into her role in A&R. She was working as a receptionist at Giant Records when James

Stroud asked her to help find a song for Kenny Rogers and Travis Tritt to record as a duet. "It was pure luck that I was asked to help out," she says.

Metzger found the song, but it was never put out. "But I had helped James Stroud find it, so he asked if I would like to move into the A&R department," she says.

In her 12 years in the business, Metzger has seen many changes. She says there is one enduring common misconception about A&R though: "The only true misconception involves what it takes to break an artist and the time it takes to do it. We can't sign someone and have a record out in three months."

With Curb's current roster of stars, Metzger says the company is not looking to sign anyone right now. "But we're not going to stop listening and looking," she adds.

TALK BACK TO R&R!

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December 6, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	± POINTS	TOTAL PLAYS	± PLAYS	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	RASCAL FLATTS These Days (Lyric Street)	16262	-286	5640	-174	25	146/0
3	2	TOBY KEITH Who's Your Daddy? (DreamWorks)	16257	+909	5695	+305	19	146/0
4	3	GEORGE STRAIT She'll Leave You With A Smile (MCA)	15814	+635	5558	+283	15	146/0
2	4	KEITH URBAN Somebody Like You (Capitol)	14324	-1542	4936	-456	23	146/0
5	5	DIXIE CHICKS Landslide (Monument)	14206	-611	5123	-146	15	146/0
7	6	TIM MCGRAW Red Ragtop (Curb)	13408	+1292	4821	+475	13	141/0
9	7	MARK WILLS 19 Somethin' (Mercury)	11578	+1100	4006	+421	11	145/0
6	8	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	11187	-1013	4015	-262	9	143/0
10	9	EMERSON DRIVE Fall Into Me (DreamWorks)	10541	+614	3891	+203	22	145/1
12	10	KENNY CHESNEY A Lot Of Things Different (BNA)	9834	+586	3664	+280	14	144/0
11	11	TERRI CLARK I Just Wanna Be Mad (Mercury)	9661	+134	3473	+83	16	141/1
15	12	BLAKE SHELTON The Baby (Warner Bros.)	8690	+1191	2929	+484	7	141/3
13	13	BROOKS & DUNN Every River (Arista)	8481	-123	3169	+20	14	144/0
14	14	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	8353	+76	3205	+80	21	144/0
17	15	AARON LINES You Can't Hide Beautiful (RCA)	7943	+596	2646	+132	17	140/1
16	16	BRAD PAISLEY I Wish You'd Stay (Arista)	7855	+418	2887	+125	16	140/2
18	17	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	6568	+281	2549	+130	20	133/1
19	18	LONESTAR Unusually Unusual (BNA)	6513	+318	2324	+113	15	136/1
20	19	GARY ALLAN Man To Man (MCA)	6268	+166	2336	+62	11	135/0
22	20	KELLIE COFFEY At The End Of The Day (BNA)	4980	+177	1905	+67	18	131/2
23	21	TRICK PONY On A Mission (H2E/WB)	4615	+260	1782	+93	14	125/1
24	22	CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	4491	+354	1733	+112	20	122/1
25	23	TRACE ADKINS Chrome (Capitol)	4314	+236	1651	+113	11	112/2
27	24	JENNIFER HANSON Beautiful Goodbye (Capitol)	3623	+387	1407	+137	17	110/2
26	25	STEVE HOLY I'm Not Breakin' (Curb)	3508	+87	1378	+24	14	112/5
31	26	JOE NICHOLS Brokenheartsville (Universal South)	3487	+845	1201	+315	7	95/5
32	27	VINCE GILL Next Big Thing (MCA)	3307	+688	1280	+256	5	112/10
28	28	STEVE AZAR Waitin' On Joe (Mercury)	3298	+296	1316	+112	19	113/1
29	29	DARRYL WORLEY Family Tree (DreamWorks)	2988	+209	1083	+54	9	104/4
30	30	DEANA CARTER There's No Limit (Arista)	2879	+158	1120	+78	7	108/4
37	31	FAITH HILL When The Lights Go Down (Warner Bros.)	2506	+856	763	+310	4	68/12
33	32	ANDY GRIGGS Practice Life (RCA)	2472	+49	1022	+41	12	113/4
34	33	TANYA TUCKER A Memory Like I'm Gonna Be (Tuckertime/Capitol)	1987	+99	787	+95	13	69/3
36	34	CHRIS CAGLE What A Beautiful Day (Capitol)	1908	+251	591	+115	4	66/7
41	35	MARTINA MCBRIDE Concrete Angel (RCA)	1721	+487	616	+192	4	65/7
42	36	DIAMOND RIO I Believe (Arista)	1582	+360	621	+122	2	72/10
40	37	LEE ANN WOMACK Forever Everyday (MCA)	1540	+181	662	+72	7	77/4
35	38	RODNEY ATKINS My Old Man (Curb)	1459	-229	649	-75	11	79/5
38	39	ANTHONY SMITH John J. Blanchard (Mercury)	1434	-75	563	-14	10	64/1
39	40	DARYLE SINGLETARY I'd Love To Lay You Down (Audium)	1381	-65	498	-17	11	40/0
Debut	41	KEITH URBAN Raining On Sunday (Capitol)	1375	+610	478	+240	1	67/18
44	42	TRACY BYRD Lately (Been Dreamin' Bout...) (RCA)	1120	+174	484	+66	4	60/8
45	43	CRAIG MORGAN Almost Home (Broken Bow)	1041	+103	492	+51	7	60/4
43	44	TOMMY SHANE STEINER What We're Gonna Do About It (RCA)	961	-246	344	-122	9	36/0
46	45	KEVIN DENNEY It'll Go Away (Lyric Street)	906	+15	429	+9	5	65/3
47	46	KID ROCK W/SHERYL CROW Picture (Lava/Antalctic)	902	+33	260	-11	9	10/0
Debut	47	TIM MCGRAW Tiny Dancer (Curb)	835	+250	222	+74	1	3/2
48	48	MARK CHESNUTT I Want My Baby Back (Columbia)	826	-4	416	+7	7	64/0
50	49	PINMONKEY I Drove All Night (BNA)	792	+21	345	+25	2	56/3
Debut	50	TIM MCGRAW She's My Kind Of Rain (Curb)	642	+511	190	+159	1	1/0

148 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 11/24-11/30. Bullets appear on songs gaining in points or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Breaker status is awarded to songs reported by 60% of the panel for the first time. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added
www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
SHANIA TWAIN Up! (Mercury)	22
TAMMY COCHRAN Love Won't Let Me (Epic)	21
KEITH URBAN Raining On Sunday (Capitol)	18
FAITH HILL When The Lights Go Down (Warner Bros.)	12
VINCE GILL Next Big Thing (MCA)	10
DIAMOND RIO I Believe (Arista)	10
DIXIE CHICKS Travelin' Soldier (Monument)	9
TRACY BYRD Lately (Been Dreamin' Bout...) (RCA)	8
CHRIS CAGLE What A Beautiful Day (Capitol)	7
MARTINA MCBRIDE Concrete Angel (RCA)	7
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	6

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BLAKE SHELTON The Baby (Warner Bros.)	+484
TIM MCGRAW Red Ragtop (Curb)	+475
MARK WILLS 19 Somethin' (Mercury)	+421
JOE NICHOLS Brokenheartsville (Universal South)	+315
FAITH HILL When The Lights Go Down (Warner Bros.)	+310
TOBY KEITH Who's Your Daddy? (DreamWorks)	+305
GEORGE STRAIT She'll Leave You With A Smile (MCA)	+283
KENNY CHESNEY A Lot Of Things Different (BNA)	+280
VINCE GILL Next Big Thing (MCA)	+256
KEITH URBAN Raining On Sunday (Capitol)	+240

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TIM MCGRAW Red Ragtop (Curb)	+1292
BLAKE SHELTON The Baby (Warner Bros.)	+1191
MARK WILLS 19 Somethin' (Mercury)	+1100
TOBY KEITH Who's Your Daddy? (DreamWorks)	+909
FAITH HILL When The Lights Go Down (Warner Bros.)	+856
JOE NICHOLS Brokenheartsville (Universal South)	+845
VINCE GILL Next Big Thing (MCA)	+688
GEORGE STRAIT She'll Leave You With A Smile (MCA)	+635
EMERSON DRIVE Fall Into Me (DreamWorks)	+614
KEITH URBAN Raining On Sunday (Capitol)	+610

Breakers

No Songs Qualified For Breaker Status This Week

Songs ranked by total plays

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

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R&R Country Top 50 Indicator

December 6, 2002

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	GEORGE STRAIT She'll Leave You With A Smile (MCA)	3393	-147	2693	-112	16	73/0
3	2	TOBY KEITH Who's Your Daddy? (DreamWorks)	3379	-76	2652	-77	18	74/0
2	3	RASCAL FLATTS These Days (Lyric Street)	3316	-162	2597	-132	25	73/0
5	4	TIM MCGRAW Red Ragtop (Curb)	3206	+104	2517	+73	14	74/0
6	5	EMERSON DRIVE Fall Into Me (DreamWorks)	2969	+169	2347	+132	24	72/0
4	6	DIXIE CHICKS Landslide (Monument)	2960	-381	2315	-314	16	71/0
10	7	MARK WILLIS 19 Somethin' (Mercury)	2745	+247	2170	+185	10	74/0
9	8	KENNY CHESNEY A Lot Of Things Different (BNA)	2738	+126	2189	+102	14	73/0
7	9	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	2727	-53	2167	-47	9	74/0
11	10	BROOKS & DUNN Every River (Arista)	2472	-1	1948	-4	16	72/0
13	11	TERRI CLARK I Just Wanna Be Mad (Mercury)	2423	+65	1902	+39	15	68/1
14	12	BRAD PAISLEY I Wish You'd Stay (Arista)	2215	+4	1731	+5	19	73/0
15	13	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	2209	+84	1720	+59	22	72/0
12	14	KEITH URBAN Somebody Like You (Capitol)	2115	-359	1660	-292	25	69/0
19	15	BLAKE SHELTON The Baby (Warner Bros.)	2009	+243	1573	+198	6	73/1
16	16	GARY ALLAN Man To Man (MCA)	2000	+73	1599	+57	12	73/0
20	17	AARON LINES You Can't Hide Beautiful (RCA)	1888	+138	1508	+99	18	68/2
17	18	LONESTAR Unusually Unusual (BNA)	1873	-17	1475	-23	16	72/0
18	19	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	1748	-141	1352	-121	22	57/0
21	20	TRICK PONY On A Mission (H2E/WB)	1695	+6	1365	+7	16	64/0
22	21	KELLIE COFFEY At The End Of The Day (BNA)	1558	+83	1203	+57	18	70/4
23	22	TRACE ADKINS Chrome (Capitol)	1402	+22	1102	+20	11	67/3
27	23	VINCE GILL Next Big Thing (MCA)	1272	+131	965	+91	4	65/3
25	24	DARRYL WORLEY Family Tree (DreamWorks)	1230	+35	1008	+27	10	59/0
24	25	CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	1217	-43	957	-43	21	55/0
30	26	JOE NICHOLS Brokenheartsville (Universal South)	1176	+117	970	+93	7	60/1
26	27	STEVE AZAR Waitin' On Joe (Mercury)	1128	-57	924	-57	21	56/1
29	28	JENNIFER HANSON Beautiful Goodbye (Capitol)	1122	+20	910	+8	16	61/5
31	29	ANDY GRIGGS Practice Life (RCA)	970	+30	778	+17	13	54/2
32	30	DEANA CARTER There's No Limit (Arista)	892	+59	718	+43	7	59/1
34	31	STEVE HOLY I'm Not Breakin' (Curb)	867	+35	688	+12	14	46/2
33	32	LEE ANN WOMACK Forever Everyday (MCA)	824	-9	680	-2	8	50/1
36	33	DIAMOND RIO I Believe (Arista)	716	+146	573	+107	3	43/6
41	34	MARTINA MCBRIDE Concrete Angel (RCA)	624	+189	502	+155	2	47/8
35	35	ANTHONY SMITH John J. Blanchard (Mercury)	615	+15	521	+12	10	37/1
37	36	TANYA TUCKER A Memory Like I'm Gonna Be (Tuckertime/Capitol)	592	+28	488	+25	13	30/2
42	37	CHRIS CAGLE What A Beautiful Day (Capitol)	556	+154	461	+129	2	40/8
43	38	FAITH HILL When The Lights Go Down (Warner Bros.)	529	+146	413	+97	2	38/10
39	39	TRACY BYRD Lately (Been Dreamin' Bout...) (RCA)	525	+27	459	+20	4	35/0
38	40	DARYLE SINGLETARY I'd Love To Lay You Down (Audiom)	484	-23	400	-18	11	28/0
40	41	KEVIN DENNEY It'll Go Away (Lyric Street)	478	-9	395	-7	4	33/1
49	42	KEITH URBAN Raining On Sunday (Capitol)	472	+235	376	+174	2	39/13
44	43	TOMMY SHANE STEINER What We're Gonna Do About It (RCA)	293	-28	250	-22	8	19/0
46	44	MARK CHESNUTT I Want My Baby Back (Columbia)	265	-9	213	-5	9	20/1
Debut	45	RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	252	+64	225	+47	1	17/3
47	46	RODNEY ATKINS My Old Man (Curb)	251	-7	191	+2	7	15/0
48	47	DARON NORWOOD In God We Trust (H2E/Lofton Creek)	243	-4	213	+1	2	21/0
50	48	PINMONKEY I Drove All Night (BNA)	238	+7	203	+5	3	20/1
45	49	NEAL MCCOY The Luckiest Man In The World (Warner Bros.)	231	-54	176	-49	10	15/2
Debut	50	KID ROCK F/ALLISON MOORER Picture (Lava/Atlantic)	200	+34	169	+30	1	10/2

74 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 11/24-Saturday 11/30.
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Most Added.

ARTIST TITLE LABEL(S)	ADDS
KEITH URBAN Raining On Sunday (Capitol)	13
FAITH HILL When The Lights Go Down (Warner Bros.)	10
MARTINA MCBRIDE Concrete Angel (RCA)	8
CHRIS CAGLE What A Beautiful Day (Capitol)	8
DIAMOND RIO I Believe (Arista)	6
TAMMY COCHRAN Love Won't Let Me (Epic)	6
JENNIFER HANSON Beautiful Goodbye (Capitol)	5
KELLIE COFFEY At The End Of The Day (BNA)	4
CHARLIE DANIELS/TRAVIS TRITT Southern Boy (Blue Hat/Audiom)	4
SHANIA TWAIN Up! (Mercury)	4
TRACE ADKINS Chrome (Capitol)	3
VINCE GILL Next Big Thing (MCA)	3
REBECCA LYNN HOWARD Forgive (MCA)	3
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	3
ALAN JACKSON Let It Be Christmas (Arista)	3
AARON LINES You Can't Hide Beautiful (RCA)	2
MONTGOMERY GENTRY My Town (Columbia)	2
ANDY GRIGGS Practice Life (RCA)	2
STEVE HOLY I'm Not Breakin' (Curb)	2
TANYA TUCKER A Memory Like I'm Gonna Be (Tuckertime/Capitol)	2

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
MARK WILLIS 19 Somethin' (Mercury)	+247
BLAKE SHELTON The Baby (Warner Bros.)	+243
KEITH URBAN Raining On Sunday (Capitol)	+235
MARTINA MCBRIDE Concrete Angel (RCA)	+189
EMERSON DRIVE Fall Into Me (DreamWorks)	+169
CHRIS CAGLE What A Beautiful Day (Capitol)	+154
FAITH HILL When The Lights Go Down (Warner Bros.)	+146
DIAMOND RIO I Believe (Arista)	+146
AARON LINES You Can't Hide Beautiful (RCA)	+138
VINCE GILL Next Big Thing (MCA)	+131

Most Increased Plays

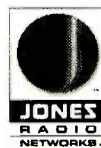
ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLAKE SHELTON The Baby (Warner Bros.)	+198
MARK WILLIS 19 Somethin' (Mercury)	+185
KEITH URBAN Raining On Sunday (Capitol)	+174
MARTINA MCBRIDE Concrete Angel (RCA)	+155
EMERSON DRIVE Fall Into Me (DreamWorks)	+132
CHRIS CAGLE What A Beautiful Day (Capitol)	+129
DIAMOND RIO I Believe (Arista)	+107
KENNY CHESNEY A Lot Of Things Different (BNA)	+102
AARON LINES You Can't Hide Beautiful (RCA)	+99
FAITH HILL When The Lights Go Down (Warner Bros.)	+97
JOE NICHOLS Brokenheartsville (Universal South)	+93
VINCE GILL Next Big Thing (MCA)	+91
SHANIA TWAIN Up! (Mercury)	+81
TIM MCGRAW Red Ragtop (Curb)	+73
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	+59
GARY ALLAN Man To Man (MCA)	+57
KELLIE COFFEY At The End Of The Day (BNA)	+57
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	+47
DEANA CARTER There's No Limit (Arista)	+43
TERRI CLARK I Just Wanna Be Mad (Mercury)	+39
TAMMY COCHRAN Love Won't Let Me (Epic)	+39



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Source: Arbitron Nationwide Fall '01 to Spring '02. ACH, A25-54 exact times, subject to imbalances printed therein.

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES December 6, 2002

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of October 28-November 3.



Password of the Week: Switzer
Question of the Week: Question 1: How important is it to you that your favorite radio station not use crude language or engage in crude behavior on the radio? **Question two:** Would you agree or disagree with this statement.... "Radio personalities (DJs) should be able to say whatever they please on the radio." (Note: This is phase two of the question, bringing the total sample to 400 persons.)

Total
 Very important: 60%
 Somewhat important: 18%
 No opinion: 15%
 Not important: 7%
 Q2, Disagree w/statement: 80%

P1
 Very important: 55%
 Somewhat important: 23%
 No opinion: 14%
 Not important: 8%
 Q2, Disagree w/statement: 79%

P2
 Very important: 62%
 Somewhat important: 19%
 No opinion: 15%
 Not important: 4%
 Q2, Disagree w/statement: 81%

Male
 Very important: 53%
 Somewhat important: 22%
 No opinion: 18%
 Not important: 8%
 Q2, Disagree w/statement: 78%

Female
 Very important: 68%
 Somewhat important: 14%
 No opinion: 12%
 Not important: 6%
 Q2, Disagree w/statement: 82%

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
GEORGE STRAIT She'll Leave You With A Smile (MCA)	34.0%	75.3%	15.3%	97.3%	4.3%	2.5%
KEITH URBAN Somebody Like You (Capitol)	42.3%	74.8%	11.8%	97.3%	4.5%	6.3%
EMERSON DRIVE Fall Into Me (DreamWorks)	37.8%	72.5%	18.8%	99.3%	6.3%	1.8%
TOBY KEITH Who's Your Daddy (DreamWorks)	44.8%	70.0%	14.8%	98.5%	9.0%	4.8%
TERRI CLARK I Just Want To Be Mad (Mercury)	31.5%	70.0%	19.0%	95.8%	5.3%	1.5%
RASCAL FLATTS These Days (Lyric Street)	33.3%	69.8%	18.3%	98.5%	5.3%	5.3%
DIXIE CHICKS Landslide (Monument)	41.0%	69.0%	17.0%	98.8%	10.0%	2.8%
MONTGOMERY GENTRY My Town (Columbia)	34.3%	68.8%	17.8%	98.3%	5.5%	6.3%
KENNY CHESNEY A Lot Of Things Different (BNA)	34.3%	68.3%	21.3%	97.5%	7.3%	0.8%
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	28.8%	66.5%	22.3%	98.5%	8.3%	1.5%
TIM MCGRAW Red Ragtop (Curb)	29.0%	66.0%	22.3%	97.5%	5.5%	3.8%
BROOKS & DUNN Every River (Arista)	24.8%	65.3%	23.0%	95.5%	5.5%	1.8%
MARK WILLS Nineteen Something (Mercury)	27.8%	64.8%	24.0%	97.0%	6.8%	1.5%
SHANIA TWAIN I'm Gonna Getcha Good (Mercury)	28.8%	63.3%	19.3%	96.8%	10.0%	4.3%
TRICK PONY On A Mission (H2E/WB)	28.0%	62.5%	19.3%	96.3%	12.5%	2.0%
REBECCA LYNN HOWARD Forgive (MCA)	27.3%	61.5%	21.5%	96.0%	8.5%	4.5%
BRAD PAISLEY I Wish You'd Stay (Arista)	23.0%	61.3%	21.8%	89.8%	5.5%	1.3%
JOHN MICHAEL MONTGOMERY 'Til Nothin' Comes... (Warner Bros.)	22.8%	60.8%	28.0%	95.5%	5.5%	1.3%
JOE NICHOLS Brokenheartsville (Universal South)	21.3%	60.5%	19.5%	84.0%	3.5%	0.5%
LONESTAR Unusually Unusual (BNA)	20.8%	58.5%	24.5%	90.8%	6.3%	1.5%
BLAKE SHELTON The Baby (Warner Bros.)	27.5%	57.3%	21.0%	87.8%	8.5%	1.0%
CAROLYN DAWN JOHNSON One Day Closer To You (Arista)	21.3%	56.3%	26.5%	93.3%	8.3%	2.3%
KELLIE COFFEY At The End Of The Day (BNA)	21.5%	56.0%	23.8%	90.3%	9.0%	1.5%
JENNIFER HANSON Beautiful Goodbye (Capitol)	22.0%	55.3%	25.5%	92.0%	9.8%	1.5%
GARY ALLAN Man To Man (MCA)	20.8%	54.8%	23.3%	87.8%	8.0%	1.8%
RODNEY ATKINS My Old Man (Curb)	19.8%	54.8%	20.0%	82.0%	6.8%	0.5%
AARON LINES You Can't Hide Beautiful (RCA)	18.8%	53.5%	26.8%	93.0%	10.5%	2.3%
VINCE GILL Next Big Thing (MCA)	23.3%	53.0%	20.0%	86.5%	11.0%	2.5%
STEVE HOLY I'm Not Breaking (Curb)	19.0%	52.0%	23.3%	89.0%	11.8%	2.0%
TANYA TUCKER A Memory Like I'm Gonna Be (Tucker Time/Capitol)	18.0%	51.3%	23.3%	84.3%	8.8%	1.0%
DEANA CARTER There's No Limit (Arista)	15.0%	51.3%	22.5%	83.0%	8.3%	1.0%
STEVE AZAR Waitin' On Joe (Mercury)	18.0%	49.5%	28.3%	87.5%	8.0%	1.8%
DARRYL WORLEY Family Tree (DreamWorks)	19.5%	47.8%	28.5%	88.8%	11.3%	1.3%
ANDY GRIGGS Practice Life (RCA)	15.0%	47.3%	26.3%	83.5%	8.3%	1.8%
TRACE ADKINS Chrome (Capitol)	21.3%	46.8%	21.3%	83.5%	14.0%	1.5%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female... 1/3 each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. **WEST:** Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2002 R&R Inc. © 2002 Bullseye Marketing Research Inc.

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For The Week Ending 12/6/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
KEITH URBAN Somebody Like You (Columbia)	4.42	4.10	97%	20%	4.35	97%	23%
RASCAL FLATTS These Days (Lyric Street)	4.37	4.37	98%	18%	4.38	97%	19%
MARK WILLIS Nineteen Somethin' (Mercury)	4.35	4.28	92%	8%	4.32	90%	8%
BRAD PAISLEY I Wish You'd Stay (Arista)	4.23	4.24	88%	8%	4.17	86%	10%
MONTGOMERY GENTRY My Town (Columbia)	4.23	4.14	99%	33%	4.09	99%	35%
GEORGE STRAIT She'll Leave You... (Capitol)	4.22	4.44	97%	18%	4.09	96%	21%
EMERSON DRIVE Fall Into Me (DreamWorks)	4.20	4.10	87%	14%	4.22	88%	15%
REBECCA LYNN HOWARD Forgive (MCA)	4.20	4.12	97%	22%	4.11	96%	24%
TERRI CLARK I Just Wanna Be Mad (Mercury)	4.16	4.20	95%	15%	4.08	94%	15%
BROOKS & DUNN Every River (Arista)	4.13	4.04	89%	13%	3.93	85%	14%
GARY ALLAN Man To Man (MCA)	4.11	4.21	82%	8%	4.07	78%	9%
AARON LINES You Can't Hide Beautiful (RCA)	4.08	4.04	77%	7%	4.06	79%	9%
J. M. MONTGOMERY 'Til Nothing... (Warner Bros.)	4.07	4.10	85%	11%	3.95	80%	13%
BLAKE SHELTON The Baby (Warner Bros.)	4.06	-	67%	7%	3.96	66%	8%
DARRYL WORLEY Family Tree (DreamWorks)	4.03	3.88	65%	5%	3.87	66%	8%
KENNY CHESNEY A Lot Of Things Different (BNA)	4.01	4.05	92%	21%	3.91	93%	24%
TOBY KEITH Who's Your Daddy (DreamWorks)	4.01	4.04	99%	28%	3.88	99%	31%
CAROLYN DAWN JOHNSON One Day... (Arista)	3.97	3.99	86%	12%	3.92	84%	15%
TRAVIS TRITT Strong Enough... (Warner Bros.)	3.95	3.96	98%	24%	3.74	97%	26%
STEVE AZAR Waitin' On Joe (Mercury)	3.95	3.88	82%	13%	3.91	84%	14%
TRICK PONY On A Mission (Warner Bros.)	3.94	3.91	84%	16%	3.89	85%	17%
KELLIE COFFEY At The End Of The Day (BNA)	3.89	3.89	79%	13%	3.83	79%	16%
LONESTAR Unusually Unusual (BNA)	3.88	3.88	87%	17%	3.90	87%	17%
TIM MCGRAW Red Ragtop (MCA)	3.87	4.22	96%	28%	3.88	96%	26%
JENNIFER HANSON Beautiful Goodbye (Capitol)	3.78	3.78	61%	8%	3.73	66%	12%
DEANA CARTER There's No Limit (Capitol)	3.75	-	50%	6%	3.78	49%	6%
TRACE ADKINS Chrome (Capitol)	3.72	3.78	80%	13%	3.63	79%	16%
DIXIE CHICKS Landslide (Monument)	3.72	3.74	98%	44%	3.73	97%	43%
STEVE HOLY I'm Not Breakin' (Curb)	3.67	3.66	56%	7%	3.62	53%	8%
SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	3.32	3.54	97%	39%	3.40	97%	38%

Total sample size is 764 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Persons 25-54). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

C O U N T R Y FLASHBACK

1 YEAR AGO

- No. 1: "I Wanna Talk About Me" — Toby Keith (fourth week)

5 YEARS AGO

- No. 1: "From Here To Eternity" — Michael Peterson

10 YEARS AGO

- No. 1: "Burn One Down" — Clint Black

15 YEARS AGO

- No. 1: "Do Ya" — K.T. Oslin (second week)

20 YEARS AGO

- No. 1: "You & I" — Eddie Rabbitt & Crystal Gayle (second week)

25 YEARS AGO

- No. 1: "Here You Come Again" — Dolly Parton

Most Played Recurrents

DIAMOND RIO Beautiful Mess (Arista)	3045
MONTGOMERY GENTRY My Town (Columbia)	2730
ALAN JACKSON Work In Progress (Arista)	2435
KENNY CHESNEY The Good Stuff (BNA)	2370
JOE NICHOLS The Impossible (Universal South)	2127
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	2027
MARTINA MCBRIDE Where Would You Be (RCA)	1743
TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	1550
DARRYL WORLEY I Miss My Friend (DreamWorks)	1508
ALAN JACKSON Drive (For Daddy Gene) (Arista)	1429
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	1414
GEORGE STRAIT Living And Living Well (MCA)	1381
TIM MCGRAW Unbroken (Curb)	1337
REBECCA LYNN HOWARD Forgive (MCA)	1312
TOBY KEITH My List (DreamWorks)	1261
PHIL VASSAR American Child (Arista)	1244
BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	1242
SARA EVANS I Keep Looking (RCA)	1213
DIXIE CHICKS Long Time Gone (Monument)	973
MARK CHESNUTT She Was (Columbia)	972

New & Active

SHANIA TWAIN Up! (Mercury)

Total Plays: 225, Total Stations: 23, Adds: 22

RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)

Total Plays: 159, Total Stations: 13, Adds: 2

JENAI Cool Me Down (Curb)

Total Plays: 96, Total Stations: 10, Adds: 1

JESSICA ANDREWS There's More To Me Than You (DreamWorks)

Total Plays: 90, Total Stations: 13, Adds: 6

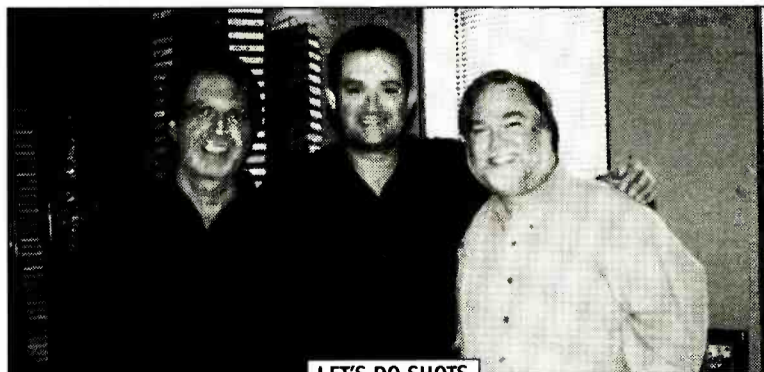
CHARLIE DANIELS/TRAVIS TRITT Southern Boy (Blue Hat/Audium)

Total Plays: 66, Total Stations: 15, Adds: 2

TAMMY COCHRAN Love Won't Let Me (Epic)

Total Plays: 28, Total Stations: 23, Adds: 21

Songs ranked by total points.

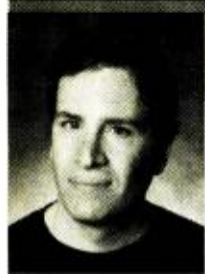


LET'S DO SHOTS

It's tequila time for RCA recording artist Tracy Byrd and WSIX/Nashville. Tracy was in town celebrating his No. 1 single "Ten Rounds With Jose Cuervo," and he also dropped off his new single, "Lately (Been Dreamin' 'Bout Babies)." Seen here (l-r) are WSIX air personality Gerry House, Byrd and WSIX air personality Mike Bohan.

Stations and their adds listed alphabetically by market

KEAN/Abilene, TX PD: Marisa Bailey 2 LEE ANN WOMACK "Forever"	WHWK/Binghamton, NY PD/APD/MO: Ed Walker 10 KEITH URBAN "Raining" 10 SHANIA TWAIN "Up!"	KKCS/Colorado Springs, CO * PD: Shannon Stone MD: Stix Franklin 4 MONTGOMERY GENTRY "Speed" 3 MARTINA MCBRIDE "Concrete"	WKML/Fayetteville, NC * OM: Mac Edwards PD/MO: Andy Brown TRACY BYRD "Babies"	WFMS/Indianapolis, IN * PD: Bob Richards MD: J.D. Cannon 1 CHRIS CAGLE "Day"	KLLL/Lubbock, TX OM/PD: Jay Richards MD: Kelly Greene 12 KELLIE COFFEY "End" 13 MONTGOMERY GENTRY "Speed"	WCMS/Norfolk, VA * OM/PD: John Shomby PD: Jack Praier No Adds	KBUL/Reno, NV * OM/PD: Tom Jordan APD: JJ Christy MD: Chuck Reeves 6 JOE NICHOLS "Broken" 6 VINCE GILL "Thing" 5 MONTGOMERY GENTRY "Speed" 2 TANYA TUCKER "Memory" 2 KEITH URBAN "Raining" 1 SHANIA TWAIN "Up!" 1 TRACY BYRD "Babies"	WCTQ/Sarasota, FL * OM/PD: Mark Wilson APD: Tracy Black 4 RODNEY ATKINS "Man" VINCE GILL "Thing"	KIIM/Tucson, AZ * PD: Buzz Jackson MD: John Collins 1 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe" 1 KEITH URBAN "Raining"
WOMX/Akron, OH * OM/PD/MO: Kevin Mason 1 KELLIE COFFEY "End"	WZZK/Birmingham, AL * PD/MO: Brian Driver No Adds	WCOS/Columbia, SC * OM/PD: Ron Brooks MD: Glen Garrett 3 VINCE GILL "Thing" MARTINA MCBRIDE "Concrete"	WFBE/Flint, MI * PD/MO: Chip Miller 1 FAITH HILL "Lights" TAMMY COCHRAN "Let"	WMSJ/Jackson, MS * PD: Rick Adams MD: Van Haze 2 SHANIA TWAIN "Up!" ALAN JACKSON "Alright"	WDEN/Macon, GA PD: Gerry Marshall APD/MO: Laura Starling KEITH URBAN "Raining"	WGH/Norfolk, VA * OM: John Shomby MD: Mark McKay 19 TIM MCGRAW "Terry" 11 SHANIA TWAIN "Up!" 3 JESSICA ANDREWS "More" 1 DIAMOND RIO "Believe"	KNFM/Odessa-Midland, TX PD: John Moesch MD: Dan Travis 22 AARON LINES "Beautiful" 21 BLAKE SHELTON "Baby" 16 KELLIE COFFEY "End"	KNFS/Seattle-Tacoma, WA * PD: Becky Brenner MD: Tony Thomas 2 TRICK PONY "Mission" SHANIA TWAIN "Up!"	WWZD/Tupelo, MS PD/APD/MO: Paul Stone 7 DIAMOND RIO "Believe"
WGNA/Albany, NY * OM/PD: Buzz Brindle MD: Bill Earley 4 SHANIA TWAIN "Up!" 2 VINCE GILL "Thing" 1 DIXIE CHICKS "Soldier"	WPSK/Blacksburg, VA PD: Jack Douglas MD: Nicole Williams No Adds	WCOL/Columbus, OH * PD: John Crenshaw 1 STEVE HOLY "Breakin" DEANA CARTER "Limit"	WXFL/Florence, AL PD/MO: Gary Murdock 2 FAITH HILL "Lights"	WROO/Jacksonville, FL * MD: Dixie Jones 1 BRAD PAISLEY "Breakin"	WWOM/Madison, WI * PD: Mark Grantin MD: Mel McKenzie JESSICA ANDREWS "More" MONTGOMERY GENTRY "Speed" 21 BLAKE SHELTON "Baby" DIXIE CHICKS "Soldier"	KNFH/Riverside, CA * OM/PD: Ray Massie MD: Don Jeffrey 2 FAITH HILL "Lights" KEITH URBAN "Raining"	WJCL/Savannah, GA PD/MO: Bill West FAITH HILL "Lights" KEITH URBAN "Raining"	KRMO/Shreveport, LA * PD: Bob Shannon MD: James Anthony 2 TERRI CLARK "Mad" 1 FAITH HILL "Lights"	WFRG/Wica-Rome, NY OM: Don Crist PD/MO: Matt Raiman No Adds
KBQI/Albuquerque, NM * PD: Tommy Camera MD: Sammy Cruise KEITH URBAN "Raining" TERRY "Hands" TAMMY COCHRAN "Let"	WBWN/Bloomington, IL PD: Dan Westhoff MD: Buck Stevens 10 CHRIS CAGLE "Day" 10 KEITH URBAN "Raining"	WHOK/Columbus, OH * OM/PD: Charley Lake APD/MO: George Wolf No Adds	KUAD/Ft. Collins, CO * PD: Mark Callaghan MD: Brian Gary ALAN JACKSON "Alright" DEANA CARTER "Limit" KEVIN DENNEY "Go" PINMONKEY "Drove" RODNEY ATKINS "Man"	WROO/Jacksonville, FL * MD: Dixie Jones 1 BRAD PAISLEY "Breakin"	KIAT/Mason City, IA PD/MO: J. Brooks 24 AARON LINES "Beautiful" 7 CHRIS CAGLE "Day"	KFRG/Riverside, CA * OM/PD: Ray Massie MD: Don Jeffrey 2 FAITH HILL "Lights" KEITH URBAN "Raining"	WLSL/Panama-Lynchburg, VA * PD: Brett Sharp MD: Robin James JESSICA ANDREWS "More"	WYD/Panama-Lynchburg, VA * PD: Chris O'Kelley DARRYL WORLEY "Tree" JENAI "Good" KEITH URBAN "Raining" TAMMY COCHRAN "Let"	KJUG/Visalia, CA * PD/MO: Dave Daniels LEE GREENWOOD "Move"
KRST/Albuquerque, NM * PD: John Richards No Adds	WHKX/Bluefield, WV PD/MO: Doug Dillon 5 KEVIN DENNEY "Go"	WGSQ/Cookeville, TN PD: Gator Harrison MD: Stewart James No Adds	WCKT/Ft. Myers, FL * PD: Kerry Babb MD: Dave Logan No Adds	WRTZ/Johnstown, PA PD: Steve Walker MD: Lara Mosby 1 MARTINA MCBRIDE "Concrete" JENNIFER HANSON "Goodbye" STEVE HOLY "Breakin"	KTEX/McAllen, TX * PD: Jojo MD: Patches 4 BLAKE SHELTON "Baby"	KXKT/Omaha, NE * PD: Tom Goodwin MD: Craig Allen No Adds	WYD/Panama-Lynchburg, VA * PD: Chris O'Kelley DARRYL WORLEY "Tree" JENAI "Good" KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
KRRV/Alexandria, LA PD/MO: Steve Casey 2 DANIELS & TRITT "Southern" 2 KEITH URBAN "Raining" REBECCA LYNN HOWARD "Foggy" TAMMY COCHRAN "Let"	KIZN/Boise, ID * OM: Rich Summers PD/MO: Spencer Burke No Adds	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
KRRV/Alexandria, LA PD/MO: Steve Casey 2 DANIELS & TRITT "Southern" 2 KEITH URBAN "Raining" REBECCA LYNN HOWARD "Foggy" TAMMY COCHRAN "Let"	KQFC/Boise, ID * OM: Rich Summers PD: Lance Tidwell MD: Cory Mikals PINMONKEY "Drove" TAMMY COCHRAN "Let"	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
KGNC/Amarillo, TX PD: Tim Butler APD/MO: Patrick Clark 10 RANDY TRAVIS "Crosses" NEAL MCCOY "Luckiest" REBECCA LYNN HOWARD "Foggy"	WKLB/Boston, MA * PD: Mike Brophy APD/MO: Ginny Rogers KEITH URBAN "Raining" TRACY BYRD "Babies"	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
WWWV/Ann Arbor, MI PD: Barry Mardit MD: Tom Baker 6 DIAMOND RIO "Believe" 4 ALAN JACKSON "Christmas" 4 MARTINA MCBRIDE "Concrete" 3 BROOKS & DUNN "Winter" 2 JO DEE MESSINA "Ride" 2 LEE ANN WOMACK "White"	WYRK/Buffalo, NY * PD: John Paul APD/MO: Chris Keyzer No Adds	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
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WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	WYRK/Buffalo, NY * PD: John Paul APD/MO: Chris Keyzer No Adds	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	WYRK/Buffalo, NY * PD: John Paul APD/MO: Chris Keyzer No Adds	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	WYRK/Buffalo, NY * PD: John Paul APD/MO: Chris Keyzer No Adds	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	WYRK/Buffalo, NY * PD: John Paul APD/MO: Chris Keyzer No Adds	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	WYRK/Buffalo, NY * PD: John Paul APD/MO: Chris Keyzer No Adds	KRYS/Corpus Christi, TX * PD: Clayton Allen MD: Cactus Lou 5 VINCE GILL "Thing" 2 JOE NICHOLS "Broken" PINMONKEY "Drove"	WYZZ/Ft. Wayne, IN * OM/PD: Dean McNeil APD/MO: Mark Allen 2 SHANIA TWAIN "Up!"	KIXQ/Joplin, MO PD/MO: Cody Carlson 14 FAITH HILL "Lights" 14 MARTINA MCBRIDE "Concrete" 14 TANYA TUCKER "Memory"	KBEQ/Kansas City, MO * PD: Mike Kennedy MD: T.J. McEntire 4 SHANIA TWAIN "Up!" 1 DIAMOND RIO "Believe"	WOKK/Meridian, MS PD/MO: Scotty Ray 2 KEITH URBAN "Raining"	WXXQ/Rockford, IL OM/PD: Jesse Garcia MD: Kathy Hess FAITH HILL "Lights" KEITH URBAN "Raining"	WVBC/Rochester, NY * OM: Dave Symonds KEITH URBAN "Raining" TAMMY COCHRAN "Let"	WDEZ/Nausau, WI PD/MO: Jas Caffrey ANDY GRIGGS "Life" CHRIS CAGLE "Day" DIAMOND RIO "Believe"
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KID KELLY
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Waking Up The Windy City

□ Up close and personal with WTMX's Eric & Kathy

One half of WTMX (The Mix)/Chicago's morning duo, **Kathy Hart**, lived in the suburbs of Chicago until entering high school, when she moved to a tiny farm town in Wisconsin, joined a bowling league and learned more about cows than she cares to remember.

Shortly thereafter, Hart embarked upon a radio career that would take her to WZOK/Rockford, IL; WDCG/Raleigh; KVMY/Phoenix; and WNCI/Columbus, OH, to name just a few stops.

Co-host **Eric Ferguson** also grew up in Chicago and had the opportunity to listen to some of the legends from back in the day. After he graduated from the University of Iowa, his morning radio career took him through such stations as the former WHXT/Allentown; WPXR/Quad Cities, IA-IL; and WMMZ/Gainesville before he landed at the old KWMX/Denver. As he was coming to the end of his Denver contract, Ferguson received the call from Chicago's Mix.

I recently talked to Kathy and Eric about how they ended up together, where things stand now and what lies ahead for the duo in the future.

R&R: How did you become a team?

EF: I was working in Denver and coming to the end of my contract, when, out of the blue, I got a call from my former boss. [current KLLC/San Francisco PD] John Peake. He informed me that he'd just had a long conversation with WTMX Station Manager Barry James. Apparently, Barry was putting together a new morning show and had received one of my tapes. Literally 30 seconds after I hung up with John, I got a call from Barry. We had a great conversation, and I ended up flying to Chicago the next weekend.

After a marathon weekend of interviews, I was offered the job and accepted on the spot. Kathy had already been in place for about a year, and we were immediately teamed. It really was a dream come true. Everyone wants to one day return to their hometown, and I was getting the chance. It was a rare set of circumstances where everything lined up perfectly to make it happen.

KH: We became a team after I did the show by myself for a year. Barry James heard about Eric working in Denver, and since Barry had grown up in the Chicago area and seemed to have a little talent, he appeared to be the perfect fit.

R&R: What sets your show apart from other shows in the market and on a national scale?

KH: Our show is set apart from others in the market because we're not



Eric & Kathy

offensive to the vast majority of people. We're the show that people of any age can listen to — moms taking their kids to school, college students on their way to class. Plus, our show is extremely local. Eric and I both grew up here, so we focus on getting our listeners involved in the show.

EF: We've enjoyed success more quickly than most because we really are a part of this city and its people. Chicago is a city that takes care of its own and is initially skeptical of outsiders. We were both born and raised here. We know this city and its suburbs inside and out, and that's something the audience recognizes. Our show is also very interactive and relies heavily on audience participation. It sounds cliched, but the calls really dictate the direction and tone of our show. Nothing is pre-produced or staged. We don't try to shock, because there are enough shows battling each other to do that.

Our goal each morning is simple: to have a good time. If you're genuinely having a good time, your audience will too. Laughter is infectious. I can't imagine what it's like to go into each show angry and conveying that anger to your audience. I grew up listening to [legendary Chicago air talent] Jonathan Brandmeier, and he always sounded like he was having a good time, so, as a listener, I did too. It's a simple theory, but I think many morning shows get so caught up in the minutiae of executing the show each morning that they lose sight of what a morning show is all about to the audience.

R&R: How much community service are you involved in?

EF: Quite a bit. This is a Bonneville station, so there is a real commitment by the company and its employees to making a difference in the community. Each year we host a

36-hour radiothon to benefit Children's Memorial Hospital. It's a tremendous undertaking from an organizational standpoint, but we're fortunate to have a staff at the radio station that really believes in its importance. Kathy and I end up being the mouthpieces for the radiothon, but it really is an entire station effort.

During the course of those 36 hours we meet great kids and families who really touch our hearts. I can be the least sensitive and most cynical person you will ever meet, but spending time with these kids and hearing about their personal battles reminds me what's important. I'm very proud to say that we recently completed our third radiothon and, through the generosity of our audience, were able to raise more than \$1.2 million.

KH: We also support a cause that's very personal to me, the Gus Foundation. It's a local charity that raises money to support research of pediatric brain tumors. I'm close with the parents of Gus, a little boy who died after battling a malignant brain tumor. Among other fundraising events on their behalf, we have a golf outing each year to raise money for the Gus Foundation, and we sit on the board of the charity.

"Our goal each morning is simple: to have a good time. If you're genuinely having a good time, your audience will too. Laughter is infectious."

Eric Ferguson

R&R: Does your company support your involvement in the community?

KH: Bonneville has been extremely generous in getting employees involved in the community. Our Making a Difference program allows employees paid time off during the business day to volunteer in the community.

EF: Not only does Bonneville provide the time for us to get involved, but the company provides events and ideas for those who are anxious to volunteer but don't know how.



TAYLOR AT WMJX

James Taylor stopped by WMJX/Boston recently to celebrate 20 years of magic in the air with a special in-studio performance for listeners. Seen here (l-r) are WMJX MD Mark Laurence and News Director Gay Vernon, Taylor and WMJX Asst. PD Candy O'Terry, PD Don Kelley, morning host Mike Addams, afternoon driver Dan Justin and morning show producer Amanda Giles.

R&R: Tell us a little bit about your previous and upcoming holiday shows.

EF & KH: We just got done with one of our best live shows. We like to take the show on the road a couple of times each year, but only if we can make something larger than life happen for the audience. We did the first annual Eric & Kathy Haunted Halloween at a "haunted" club in town and arranged for the usual — psychics, mediums to conduct a seance, etc. But we added a wrinkle that put it over the top: Our PD, Mary Ellen Kachinske, arranged for Jon Bon Jovi and Richie Sambora to fly in and be a part of the show. It was absolutely enormous for us.

We believe in making the guests part of the show. We surrounded Jon and Richie with cheerleaders and placed a live, eight-foot alligator between them while they performed. It was definitely different and unique from any other performance they had done, and they responded to that. They played longer than expected and hung around longer than expected. They did almost two hours of our live broadcast and ended up taking part in other parts of the show. It was very up close and personal, and our listeners were thrilled.

All the activity helped us promote the show through other mediums as well, as a local television morning show broadcast from our event. The ABC and CBS affiliates showed up with cameras, and reporters from both major newspapers in Chicago were there, along with photographers from *Rolling Stone* and *Playboy*.

We had similar success with our Breakfast of Goo special event, featuring The Goo Goo Dolls. It went so well, we're having them back to headline our New Year's show. Upcoming shows include a Christmas show with Alanis Morissette, a lunch broadcast with The Wallflowers and a road show with John Mayer.

[Eric and Kathy are too modest to share any ratings success, so WTMX PD Mary Ellen Kachinske jumped in to talk about the duo's Arbitron performance.]

MEK: These days the competition can copy almost anything you do, but your morning show can't be duplicated. Eric & Kathy have become a must-listen in Chicago. They're local, and

they're connected to the city. The show consistently ranks in the top tier of adult demos. In fact, they've been No. 1 in adults 18-49 for over two years now. In the recent summer book the team rose to No. 3 12+ and was the No. 1 FM morning show in Chicago.

As a side note, Eric & Kathy were just named Best Radio Personality for the second year in a row by the readers of *Chicago* magazine. The entire morning show team and the marketing department work hard to maintain and grow the success story.

"Our show is set apart from others in the market because we're not offensive to the vast majority of people."

Kathy Hart

R&R: Now, for Eric & Kathy, is your show lifestyle- or star-power-driven?

EF & KH: It's both lifestyle- and star-power-driven. Since Chicago is a large market, we get our fair share of celebrities who stop by. Our listeners know that if a celebrity is in town or in the news, they will be on our show — thanks to our awesome Executive Producer, Swany.

What makes it really fun is developing relationships with people so that when they are on, it's not all about promoting their next project. Sean Hayes from *Will and Grace* checks in regularly, usually to play the piano — like Cher or Elton John — from his living room. Bonnie Hunt is a regular on our show and ended up stopping by and doing half the show last week. During that time, Elizabeth Hurley called in, which made for an interesting group interview.

The same thing happened when Julia Roberts was on and Joan Cusack was at home listening. She called in to say hi to Julia, and we just sat back and listened as they caught up with each other. It was surreal. Oprah even called

Continued on Page 46

R&R AC Top 30

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December 6, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
—	1	FAITH HILL Cry (Warner Bros.)	1535	—	213937	14	83/0
—	2	PHIL COLLINS Can't Stop Loving You (Atlantic)	1479	—	204253	11	82/0
—	3	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1440	—	177595	32	82/0
—	4	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	1384	—	194332	10	80/1
—	5	KELLY CLARKSON A Moment Like This (RCA)	1313	—	199241	13	72/0
—	6	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1023	—	128816	30	74/0
—	7	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	993	—	127171	55	83/0
—	8	ENRIQUE IGLESIAS Hero (Interscope)	855	—	114066	59	86/0
—	9	LEANN RIMES Life Goes On (Curb)	846	—	75353	16	72/0
—	10	DIXIE CHICKS Landslide (Monument)	788	—	132701	5	61/2
—	11	CELINE DION A New Day Has Come (Epic)	749	—	97569	43	80/0
—	12	JOSH GROBAN To Where You Are (143/Reprise)	735	—	77353	36	76/0
—	13	JOHN MAYER No Such Thing (Aware/Columbia)	693	—	112126	28	53/0
—	14	JIM BRICKMAN F/JANE KRAKOWSKI You (Windham Hill/RCA Victor)	673	—	59454	17	66/2
—	15	DARYL HALL & JOHN OATES Forever For You (U-Watch)	668	—	62287	6	67/0
—	16	SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	657	—	101979	5	64/3
—	17	AVRIL LAVIGNE Complicated (Arista)	523	—	86865	18	23/0
—	18	KELLIE COFFEY When You Lie Next To Me (BNA)	479	—	40302	16	61/0
—	19	MARIAH CAREY Through The Rain (MonarC/IDJMG)	450	—	44028	9	57/0
—	20	NORAH JONES Don't Know Why (Blue Note/Virgin)	364	—	37391	19	37/0
—	21	ROD STEWART These Foolish Things (J)	315	—	64898	3	50/3
—	22	JAMES TAYLOR Whenever You're Ready (Columbia)	315	—	50909	8	46/1
—	23	DJ SAMMY & YANOU Heaven (Candlelight) (Robbins)	286	—	64723	7	21/0
—	24	CELINE DION At Last (Epic)	285	—	61727	2	31/2
—	25	PAUL SIMON Father And Daughter (Nick/Jive)	278	—	24464	3	46/3
—	26	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	257	—	51000	2	23/2
—	27	TAMARA WALKER If Only (Curb)	254	—	19897	4	48/2
—	28	BENNY MARDONES I Want It All (Crazy Boy/Go-Kart)	251	—	24974	6	27/0
—	29	CHRIS EMERSON All Because Of You (Monomoy)	242	—	19998	10	39/1
—	30	GARFUNKEL/SHARP/MONDLOCK Bounce (Manhattan)	152	—	13232	3	31/0

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
JOSH GROBAN O Holy Night (143/Reprise)	15
JOHN TESH It Wouldn't Be Christmas... (Garden City/Tesh Media/WB)	10
MANNHEIM STEAMROLLER Faeries (American Gramophone)	8
DAVE KOZ & KENNY LOGGINS December Makes Me... (Capitol)	7
JO DEE MESSINA A Joyful Noise (Curb)	4
STEVE TYRELL Santa Claus Is Coming To Town (Columbia)	4
SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)	3
ROD STEWART These Foolish Things (J)	3
PAUL SIMON Father And Daughter (Nick/Jive)	3
CHRISTINA AGUILERA Beautiful (RCA)	3
BARRY MANLOW River (Columbia)	3
GLORIA GAYNOR Little Drummer Boy (MGM)	3
KENNY G Auld Lang Syne... (Arista)	3
BEN GREEN Holiday (ASRC)	3
JO DEE MESSINA Have Yourself A Merry... (Curb)	3

Shania Twain

"I'M GONNA GETCHA GOOD!"

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From her new album *Up!* in stores now

Monitor Mainstream Adult: 12 R&R Mainstream AC: 16



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NEWSONG The Christmas Shoes (Reunion/Jive)	+277
JAMES TAYLOR Have Yourself A Merry... (Columbia)	+256
FAITH HILL Where Are You Christmas? (Interscope)	+249
JOSH GROBAN O Holy Night (143/Reprise)	+142
JIM BRICKMAN/REBECCA L HOWARD Simple Things (Windham Hill)	+105
JOHN TESH It Wouldn't Be Christmas... (Garden City/Tesh Media/WB)	+87
TRANS-SIBERIAN ORCHESTRA Christmas Caron (Atlantic)	+81
DJ SAMMY & YANOU Heaven (Candlelight) (Robbins)	+72
DESTINY'S CHILD Do You Hear What I Hear (Columbia)	+60
STEVE TYRELL The Christmas Blues (Columbia)	+58

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

87 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 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs between No. 11 and No. 15 are moved to recurrent after 50 weeks. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002. The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

JOHN TESH This Is Your Gift (Garden City/Tesh Media/WB)
Total Plays: 125, Total Stations: 13, Adds: 1

JOHN TESH It Wouldn't Be Christmas... (Garden City/Tesh Media/WB)
Total Plays: 88, Total Stations: 29, Adds: 10

CHRISTINA AGUILERA Beautiful (RCA)
Total Plays: 124, Total Stations: 16, Adds: 3

NITA WHITAKER Heaven Holds The Ones I Love (LML)
Total Plays: 61, Total Stations: 12, Adds: 0

GRAHAM NASH I'll Be There For You (Artemis)
Total Plays: 108, Total Stations: 18, Adds: 1

RIC SANDLER Rubies (Rich ID)
Total Plays: 41, Total Stations: 10, Adds: 0

Songs ranked by total plays

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December 6, 2002



America's Best Testing AC Songs 12+ For The Week Ending 12/6/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
PHIL COLLINS Can't Stop Loving You (Atlantic)	4.13	4.16	91%	13%	4.15	93%	14%
HALL & OATES Forever For You (U-Watch)	4.03	4.05	60%	6%	4.12	64%	6%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	4.02	4.04	88%	16%	4.04	86%	14%
LEANN RIMES Life Goes On (Curb)	4.00	3.97	88%	16%	3.96	87%	18%
HALL & OATES Do It For Love (BMG Heritage)	4.00	4.01	84%	14%	4.07	87%	11%
FAITH HILL Cry (Warner Bros.)	3.88	3.83	96%	20%	3.79	97%	24%
JIM BRICKMAN F/JANE KRAKOWSKI You (Windham Hill/RCA Victor)	3.88	4.01	71%	10%	3.88	76%	11%
CELINE DION A New Day Has Come (Epic)	3.81	3.91	97%	35%	3.72	98%	38%
JOSH GROBAN To Where You Are (143/Reprise)	3.79	3.80	87%	26%	3.81	89%	27%
JOHN MAYER No Such Thing (Aware/Columbia)	3.77	3.85	84%	26%	3.79	82%	23%
ENRIQUE IGLESIAS Hero (Interscope)	3.74	3.66	98%	48%	3.79	98%	49%
SHANIA TWAIN I'm Gonna Getcha Good! (Mercury/IDJMG)	3.73	3.70	84%	15%	3.70	82%	15%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.72	3.75	91%	39%	3.72	90%	36%
KELLY CLARKSON A Moment Like This (RCA)	3.70	3.68	93%	35%	3.63	92%	34%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.68	3.73	96%	40%	3.68	95%	37%
FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	3.64	3.66	96%	48%	3.69	95%	46%
AVRIL LAVIGNE Complicated (Arista)	3.64	3.62	91%	37%	3.63	88%	35%
KELLIE COFFEY When You Lie Next To Me (BNA)	3.51	3.57	65%	17%	3.49	66%	16%
DIXIE CHICKS F/SHERYL CROW Landslide (Monument/Columbia)	3.46	3.54	82%	23%	3.44	80%	26%
MARIAH CAREY Through The Rain (MonarC/IDJMG)	3.16	3.20	74%	23%	3.03	75%	26%

Total sample size is 253 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 25-54). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic.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.

Waking Up The Windy City

Continued from Page 44

one morning, after she heard us talking about Bono being in town. She had been to dinner with him the night before and wanted to tell us a story about him and what a great guy he is. I was stunned she even knew who we were.

Additionally, we have listeners who try to get a celebrity to call the show during a designated time. We'll donate \$1,000 to the favorite charity of the biggest celebrity to call, and the listener gets \$1,000. Our most recent celebrity callers were Julia Roberts and Dennis Franz.

The celebrities definitely help with the profile of the show, but it's the day-in, day-out participation of the audience that we still enjoy. There's nothing better than a topic that generates a great call that we can have fun with, the kind of topic that each person listening can insert themselves into and relate to. That's what wins day-in and day-out.

R&R: How is the show put together? Tell us about the rest of the staff.

E&K: Our traffic person, Melissa, has become an integral third person on the show. It's really like a modern-day *Three's Company*, and she's Chrissy. Melissa provides an important partying, single person, still looking for the right guy, will it ever happen? perspective. Our Executive Producer, Swany, is the seen-it-all, done-it-all veteran of the show. He's produced in Chicago forever and worked with everybody. We think alike, and he's usually handing us something five seconds before we ask for it.

Cynthia is our Assistant Producer and came on full-time after interning at the station. She's the kid sister we all tease and protect at the same time. She also likes to stay out late and party with bands and artists, which provides for endless material. Barry Keefe is our newsperson and has been around forever. He was doing news at the station the year that Cynthia was born. We think he had lunch with Marconi the day he invented radio. He's fun to pigeonhole as the old guy, and we like to put him on the spot by making him explain things like hip-hop and what happened on *Sex and the City*.

R&R: What's your proudest Mix moment?

KH: This R&R feature! And, before this piece, it would be the first time we were ranked No. 1 in our key demos.

EF: It would have to be my first day at The Mix, since I grew up in Chicago.

Reporters

<p>WYJB/Albany, NY * OM: Michael Morgan PD: Chris Holmberg MD: Chad O'Hara 1 JOSH GROBAN "Night"</p>	<p>WMJX/Boston, MA * PD: Don Kelley APD: Candy O'Terry MD: Mark Lawrence No Adds</p>	<p>WXKC/Erie, PA PD: Ron Arlen MD: Scott Stevens No Adds</p>	<p>KRTR/Honolulu, HI * PD: Wayne Maria MD: Chris Hart No Adds</p>	<p>WMGN/Madison, WI * VP/Prog: Pat O'Neill APD/MD: Mark Van Allen TORI AMOS "Sorta"</p>	<p>KMGL/Oklahoma City, OK * PD: Jeff Couch MD: Steve O'Brien CHRISTINA AGUILERA "Beautiful"</p>	<p>WLSQ/Roanoke-Lynchburg, VA * PD: Don Morrison MD: Dick Daniels No Adds</p>	<p>WMAS/Springfield, MA * PD: Paul Cannon MD: Rob Anthony No Adds</p>	<p>WSRS/Worcester, MA * PD: Steve Peck MD: Jackie Brush No Adds</p>	<p>WARM/York, PA * PD: Kelly West MD: Rick Sien No Adds</p>
<p>KMG/Albuquerque, NM * OMPD: Kris Abrams MD: Jenna James 8 SANTANA F/BRANCH "Game" 2 JOSH GROBAN "Night"</p>	<p>WFBE/Bridgeport, CT * PD: Curtis Hanson MD: Danny Lyons No Adds</p>	<p>WIKY/Evansville, IN PD/MD: Mark Baker 3 JOHN TESH "Christmas" 2 GLORIA GAYNOR "Drammer"</p>	<p>KSSK/Honolulu, HI * CHRISTINA AGUILERA "Beautiful"</p>	<p>KVLY/McAllen, TX * PD/MD: Alex Duran No Adds</p>	<p>KEFM/Omaha, NE * PD/MD: Steve Albertsen APD: Jeff Larson MANNHEIM STEAMROLLER "Fairies" PAUL SIMON "Father"</p>	<p>WRMM/Rochester, NY * OMPD: John McCrae MD: Terese Taylor 2 BRICKMAN F/KRAKOWSKI "You"</p>	<p>KJOY/Stockton, CA * PD/MD: John Christian 1 CHRIS EMERSON "Because" JAMES TAYLOR "Ready" SHANIA TWAIN "Getcha"</p>	<p>* Monitored Reporters 104 Total Reporters</p>	
<p>WLEW/Allentown, PA * PD: Chuck Geiger APD/MD: Sam Malone 1 JOHN TESH "Christmas"</p>	<p>WEZN/Bridgeport, CT * PD/MD: Steve Marcus No Adds</p>	<p>KEZA/Fayetteville, AR PD: Chip Arledge APD/MD: Dawn McColough 10 PLUS ONE "Year" 8 NEWSONG "Christmas" 7 ANNE COCHRAN "Light" 7 BARBARA STEINAND "Memories" 7 ENVI "Ode" 7 FAITH HILL "Where"</p>	<p>WAHR/Huntsville, AL * PD: Rob Harder MD: Bonny O'Brien No Adds</p>	<p>WRVR/Memphis, TN * OMPD: Jerry Dean MD: Kramer No Adds</p>	<p>WMEZ/Pensacola, FL * PD/MD: Kevin Peterson TAMARA WALKER "Only"</p>	<p>WGFB/Rockford, IL PD/MD: Anthony Bannon 14 DIXIE CHICKS "Landslide" 4 "I SWY" "Promise"</p>	<p>WMTX/Tampa, FL * PD: Tony Florentino MD: Bobby Rich No Adds</p>	<p>17 Total Indicator 14 Current Indicator Playlists</p>	
<p>WFGP/Atlantic City, NJ * PD: Gary Guida MD: Marlene Aqua SHANIA TWAIN "Getcha"</p>	<p>WHBC/Canton, OH * PD: Terry Simmons MD: Kayleigh Kress BEN GREEN "Holiday" MANNHEIM STEAMROLLER "Fairies"</p>	<p>WCRZ/Ft. Mi * OMPD: J. Patrick MD: George McIntyre BARRY MANILOW "River" CELINE DION "Last"</p>	<p>WTP/Indianapolis, IN * PD: Gary Havens MD: Steve Cooper No Adds</p>	<p>WMGO/Middlesex, NJ * PD: Tim Teih JOHN MAYER "Body" JOHN TESH "Christmas"</p>	<p>WWSW/Peoria, IL OMPD: Randy Rundle 11 LEWIS & PALFROW "Crusier" 11 DIDD "Tramway" 9 Celine Dion "Alive" 9 UNCLE KRACKER "Follow" 3 SHANIA TWAIN "Getcha" 2 ROD STEWART "Foolish"</p>	<p>KGBY/Sacramento, CA * PD/MD: Brad Waldo No Adds</p>	<p>KMYM/Sacramento, CA * Dir/Prog: Mark Evans PD: Bryan Jackson MD: Dave Diamond No Adds</p>	<p>Did Not Report, Playlist Frozen (3): KYM/G/Anchorage, AK WKYE/Johnstown, PA KGBX/Springfield, MO</p>	
<p>WBBQ/Augusta, GA * PD: John Patrick 1 JOSH GROBAN "Night" KOZ & LOGGINS "December" BARRY MANILOW "River" JO DEE MESSINA "Merry" JO DEE MESSINA "Noise" JOHN TESH "Christmas" JOHN TESH "Happ" BARRY MANILOW "River" STEVE TYRELL "Santa"</p>	<p>WDEF/Chattanooga, TN * PD: Danny Howard CELINE DION "Last"</p>	<p>KTRR/Ft. Collins, CO * PD/MD: Mark Callaghan 1 JOSH GROBAN "Night"</p>	<p>WYXB/Indianapolis, IN * PD: Greg Dunkin APD/MD: Jim Carone No Adds</p>	<p>WLTE/Minneapolis, MN * PD: Gary Nolan No Adds</p>	<p>WBSW/Philadelphia, PA * PD: Chris Conley No Adds</p>	<p>KEZK/Si. Louis, MO * MD: Kevin Rivers MD: Jim Doyle No Adds</p>	<p>WLBZ/West Palm Beach, FL * PD: Rick Shepley APD/MD: Chad Perry ROD STEWART "Foolish" SHANIA TWAIN "Getcha"</p>	<p>The following stations are temporarily removed from the panel due to Holiday programming (23): WMJY/Biloxi-Gulfport, MS WJYE/Buffalo, NY WSUY/Charleston, SC WLIT/Chicago, IL KVIL/Dallas, TX WLQT/Dayton, OH WMAG/Greensboro, NC WMIY/Greenville, SC WSPA/Greenville, SC KMSQ/Las Vegas, NV KSNE/Las Vegas, NV WLRQ/Melbourne, FL WLTO/Milwaukee, WI WVDE/Norfolk, VA WVGF/Orlando, FL KESZ/Phoenix, AZ WRSN/Raleigh, NC WTVR/Richmond, VA KQXT/San Antonio, TX KRWM/Seattle, WA KVKI/Shreveport, LA WRVF/Toledo, OH WASH/Washington, DC</p>	
<p>KKMJ/Austin, TX * PD: Alex O'Neil MD: Shelly Knight CHRIS BOTTI "Perfect" GLORIA GAYNOR "Drammer" JOHN TESH "Christmas" KENNY G "Deck" STEVE TYRELL "Santa"</p>	<p>WOOK/Cleveland, OH * PD: Scott Miller 2 JOSH GROBAN "Night" 1 JOHNNY MATHIS "Snowman"</p>	<p>WGYL/Ft. Pierce, FL * PD: Mike Fitzgerald APD/MD: Juan O'Reilly No Adds</p>	<p>WQLR/Kalamazoo, MI OMPD: Ken Lanphear APD/MD: Brian Wertz No Adds</p>	<p>WOBM/Monmouth-Ocean, NJ * OMPD: Dan Turi 2 BEN GREEN "Holiday" 1 JOSH GROBAN "Night"</p>	<p>WBJB/Phoenix, AZ * PD: Joel Grey 1 JOHN TESH "Christmas" KID ROCK/SHERYL CROW "Picture" KID ROCK/FIA MOORE "Picture"</p>	<p>KBEE/Salt Lake City, UT * PD: Rusty Keys No Adds</p>	<p>WHUD/Westchester, NY * OMPD: Steve Petrone MD/ADP: Tom Fucci 5 JOSH GROBAN "Night" 3 KENNY G "Lang" 3 BEN GREEN "Holiday" ORLEANS Star GLORIA GAYNOR "Drammer" ROCKAFELLA "Lights" STEVE TYRELL "Time"</p>	<p>WBBE/Baton Rouge, LA * PD: Don Gossett MD: Michelle Southern No Adds</p>	
<p>KKLT/Boise, ID * PD: Tobin Jeffries 5 FAITH HILL "Where" 4 JOSH GROBAN "Night" 4 CARLY SIMON "Sant" 4 ASHLEY SIMON "Sant" 3 STEVE TYRELL "Santa" 3 CARLY SIMON "Happ" 3 KENNY G "Deck" 3 BARRY MANILOW "River" 1 JOHN TESH "Christmas" AMERICA "Wonderland" GLORIA GAYNOR "Drammer" JO DEE MESSINA "Noise" MANNHEIM STEAMROLLER "Fairies"</p>	<p>WTCB/Columbia, SC * PD/MD: Brent Johnson 12 BRICKMAN F/KRAKOWSKI "You" ROD STEWART "Foolish"</p>	<p>WAFY/Frederick, MD MD: Norman Henry Schmidt VANESSA CARLTON "Pretty"</p>	<p>KTGY/Lafayette, LA * PD: C.J. Clements MD: Steve Wiley No Adds</p>	<p>WJXB/Knoxville, TN * PD/MD: Vance Dillard 8 JOHN TESH "Grt" 7 JAMES TAYLOR "Yourself" 6 JOSH GROBAN "Night" 4 MANNHEIM STEAMROLLER "Fairies" CHRISTINA AGUILERA "Beautiful" KOZ & LOGGINS "December"</p>	<p>WHOM/Portland, ME PD: Tim Moore JACK RUSSELL "For" KELIE COFFEY "Use" KENTIN G. G. MOORE "Time"</p>	<p>KBAB/San Jose, CA * PD: Jim Murphy MD: Bob Koltz 1 JOHN TESH "Christmas"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>		
<p>WLF/Baltimore, MD * MD: Mark Thoner No Adds</p>	<p>WNSY/Columbus, OH * PD: Chuck Knight MD: Steve Cherry No Adds</p>	<p>WTKT/Gainesville, FL * PD: Les Howard Jacoby APD: Kevin Ray 3 JOSH GROBAN "Night" 1 KOZ & LOGGINS "December"</p>	<p>WFMK/Lansing, MI * PD: Chris Reynolds No Adds</p>	<p>WALK/Nassau-Suffolk, NY * PD/MD: Rob Miller No Adds</p>	<p>KKCW/Portland, OR * PD/MD: Bill Minkler No Adds</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>		
<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>	<p>WVDE/Norfolk, VA PD: Michael Waite MD: Kately Hill 7 DIXIE CHICKS "Landslide"</p>		



To anyone who has wondered whether Tori Amos' "A Sorta Fairytale" is real or not: Believe me, it's real! Tori's been creating a huge phone reaction and is already top 15 in callout. This latest track is Tori at her best. • I love the John Rzeznik record. "I'm Still Here" is going to be big, and it sounds great on the air here in DC. And I've got to mention John Mayer's "No Such Thing," because every time we play it, we



get tons of calls. It's still growing, but it's amazing to see the reaction so early. And, of course, we'll have No Doubt's "Underneath It All" and Norah Jones' "Don't Know Why" parked in power rotation for a while. • For the holiday season, listen to the *Maybe This Christmas* compilation on Nettwerk America. There are some really cool artists and great performances of all the holiday standards we've come to know and love. It has Jack Johnson, Barenaked Ladies, Coldplay and a bunch more. We put a few tracks in right after Thanksgiving. • Finally, happy holidays!

Whistling Dixie: At Hot AC, **The Dixie Chicks'** "Landslide" (Monument/Columbia) makes yet another gigantic leap, 16-12*, grabbing Most Increased (413) for the third consecutive week ... **Avril Lavigne** (Arista) continues to dominate the chart with three separate titles; now her "I'm With You" vaults 28-21* (up 328 plays) ... In a tight part of the chart, **Kid Rock** featuring **Sheryl Crow's** "Picture" (Atlantic) receives another 228 plays, moving the tune about cheating hearts up 26-24* ... **John Mayer's** "Your Body Is a Wonderland" (Aware/Columbia) moves into the top three ... **Pay The Girl** tie with Kid Rock for Most Added with "Freeze" (TVT) ... Over on the AC chart, The Dixie Chicks move into the top 10 while **Shania Twain** moves to No. 16 with "I'm Gonna Getcha Good!" (Mercury/IDJMG).



— Kid Kelly, AC/Hot AC Editor

artist activity

ARTIST: Tamara Walker

LABEL: Curb

By **KID KELLY**/AC-HOT AC EDITOR



Tamara Walker is the latest in a long string of Curb artists to show all the makings of a star. Her debut solo CD, *Angel Eyes*, is already making waves.

Walker says the album is a look into her soul: "This record is truly a reflection of me," she said in a recent online interview. "It's really honest; it's passionate and powerful. It has so many of the emotions I like to express."

Though she was considered a vocal prodigy and courted by some of the biggest music schools in the country, Walker's career almost never happened. When she was in her second week of college, she lost her father to a heart attack at age 47. Walker was devastated but held on to a promise she'd made to her dad. She says, "I had promised that I would stay in school and get my degree in music, so I focused on that, and it ultimately helped me get through the hard times." She earned her degree and went to Nashville to pursue her dream of making it in the music industry.

Eventually, Curb Records President Mike Curb heard Walker's demo tape and was so impressed that he signed her to the label himself. In fact, Walker recalls that Curb sang her own lyrics back to her as she signed the contract, just 24 hours after he heard her tape.

While *Angel Eyes* is her solo debut, Walker

already has an impressive string of credits. She sang "Didn't We Love" on the multi-Platinum *Coyote Ugly* soundtrack (where she was featured with labelmate LeAnn Rimes), wrote "Falling for Me" for Sylvester Stallone's *Driven* and was handpicked to sing the title track of the Jennifer Lopez film *Angel Eyes*. Walker has even played herself on the daytime soap *The Bold and the Beautiful* and has more TV appearances on the way. Not a bad start at all for the Ohio-born, Maryland-raised former grade school choirgirl.

Walker gives much of the credit for her success to her father's influence. "I have my father's determination gene — to a fault sometimes," she says. "Sometimes I shouldn't try to make things happen, but I got that from him, and that's a good thing." She also credits her mother with keeping her close to her faith.

With Curb's artist commitment and Walker's own talent and drive, the stage is set for a very successful future. With her latest single, "If Only," ready to take the airwaves by storm, expect big things from Tamara Walker. She has the gift, and she's sure to become one of music's brightest stars in the upcoming year.

PLEASE SEND YOUR PHOTOS

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

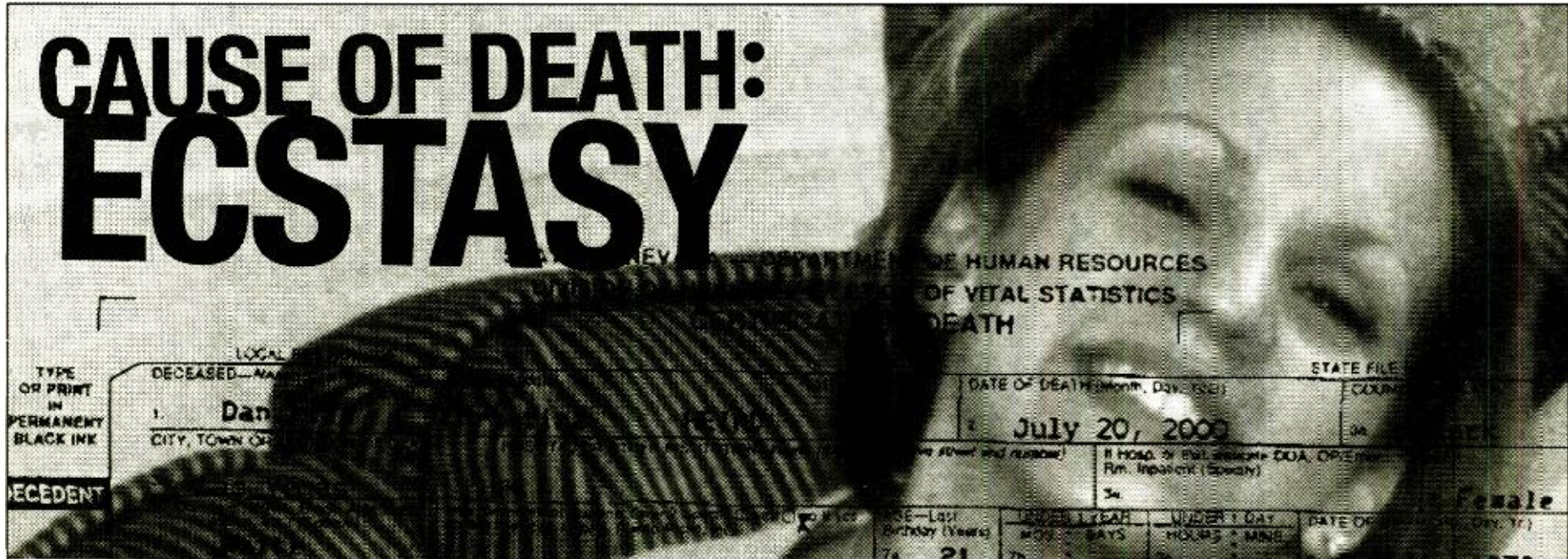
Please include the names and titles of all pictured and send them to:

R&R, c/o Mike Davis:
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e-mail: mdavis@radioandrecords.com

TELL US WHAT YOU THINK!

Share your opinion about this column — go to www.rroonline.com and click the Message Boards button.

CAUSE OF DEATH: ECSTASY



Ecstasy is not a recreational drug. It is a lethal drug. It killed Danielle. For more information visit drugfreeamerica.org or call 1-866-XTC FACTS.

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R&R Hot AC Top 40

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December 6, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3401	+36	339277	11	83/0
2	2	NO DOUBT F/LADY SAW Underneath It All (Interscope)	3262	+47	344312	11	80/1
5	3	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2759	+5	293793	17	75/0
3	4	CREED One Last Breath (Wind-up)	2676	-193	252186	28	74/0
4	5	AVRIL LAVIGNE Complicated (Arista)	2652	-112	259186	34	82/0
6	6	UNCLE KRACKER In A Little While (Lava)	2601	+62	223295	16	77/0
7	7	MATCHBOX TWENTY Disease (Atlantic)	2600	+92	274232	10	78/0
8	8	DAVE MATTHEWS BAND Where Are You Going (RCA)	2219	-87	219662	29	69/0
9	9	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1892	-18	174746	40	69/0
10	10	NORAH JONES Don't Know Why (Blue Note/Virgin)	1764	-4	195515	24	57/0
15	11	JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	1731	+110	185531	8	72/0
16	12	DIXIE CHICKS Landslide (Monument)	1714	+411	215084	6	58/8
11	13	JIMMY EAT WORLD The Middle (DreamWorks)	1684	-138	166779	38	73/0
12	14	JOHN MAYER No Such Thing (Aware/Columbia)	1681	-29	177339	42	64/0
13	15	CALLING Wherever You Will Go (RCA)	1677	+7	166856	63	75/0
17	16	LIFEHOUSE Spin (DreamWorks)	1317	+26	106428	14	54/2
18	17	TORI AMOS A Sorta Fairytale (Epic)	1304	+82	163756	9	58/1
21	18	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	1292	+113	136999	7	58/3
19	19	SIXPENCE NONE THE RICHER Breathe Your Name (Reprise/Curb)	1134	-28	118759	11	59/1
20	20	MICHELLE BRANCH Goodbye To You (Maverick/WB)	1064	-157	118247	20	49/0
28	21	AVRIL LAVIGNE I'm With You (Arista)	926	+325	111750	3	54/6
22	22	DANA GLOVER Thinking Over (DreamWorks)	911	+9	60381	13	42/2
23	23	FAITH HILL Cry (Warner Bros.)	904	+30	70216	10	40/1
26	24	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	870	+190	103274	4	47/9
29	25	DAVE MATTHEWS BAND Grey Street (RCA)	699	+133	87057	3	48/2
24	26	MADONNA Die Another Day (Maverick/WB)	662	-77	52928	8	30/2
27	27	PINK Just Like A Pill (Arista)	651	-25	84022	18	20/1
25	28	AVRIL LAVIGNE Sk8er Boi (Arista)	618	-68	51718	12	23/0
31	29	3 DOORS DOWN When I'm Gone (Republic/Universal)	585	+125	42417	2	40/6
32	30	CREED Don't Stop Dancing (Wind-up)	517	+94	38524	2	35/3
33	31	STEREO FUSE Everything (EOWind-up)	489	+78	45245	7	37/2
34	32	JACK JOHNSON Bubble Toes (Enjoy/Universal)	489	+45	63035	4	31/1
38	33	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	462	+101	50063	2	25/3
36	34	VANESSA CARLTON Ordinary Day (A&M/Interscope)	391	+34	52773	9	10/0
30	35	COLDPLAY In My Place (Capitol)	358	-180	42220	20	32/0
40	36	DEFAULT Live A Lie (TVT)	350	-17	26371	2	26/0
37	37	KELLY CLARKSON A Moment Like This (RCA)	319	-32	23098	9	16/0
—	38	WALLFLOWERS When You're On Top (Interscope)	313	-35	48118	7	29/0
35	39	HOOBASTANK Running Away (Island/IDJMG)	308	-46	33670	15	13/0
—	40	PHIL COLLINS Can't Stop Loving You (Atlantic)	299	+34	28834	2	15/0

Most Added®

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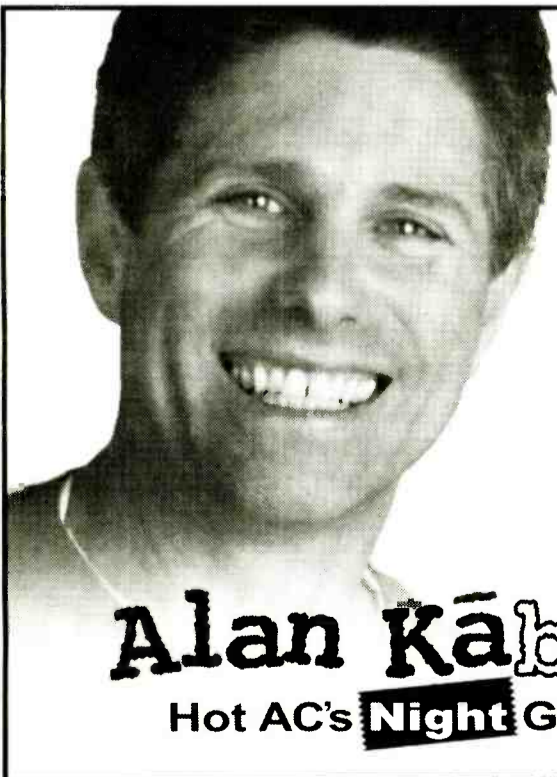
ARTIST TITLE LABEL(S)	ADDS
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	9
PAY THE GIRL Freeze (TVT)	9
DIXIE CHICKS Landslide (Monument)	8
AVRIL LAVIGNE I'm With You (Arista)	6
3 DOORS DOWN When I'm Gone (Republic/Universal)	6
STONE SOUR Bother (Roadrunner/IDJMG)	6
PETER STUART With My Heart In Your Hands (Vanguard)	6
FROU FROU Breathe In (MCA)	4
CHRISTINA AGUILERA Beautiful (RCA)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DIXIE CHICKS Landslide (Monument)	+411
AVRIL LAVIGNE I'm With You (Arista)	+325
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	+190
DAVE MATTHEWS BAND Grey Street (RCA)	+133
3 DOORS DOWN When I'm Gone (Republic/Universal)	+125
RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	+113
JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	+110
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	+101
CREED Don't Stop Dancing (Wind-up)	+94
MATCHBOX TWENTY Disease (Atlantic)	+92

84 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 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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Hot AC's Night Guy

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America's Best Testing Hot AC Songs 12+ For The Week Ending 12/6/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
JOHN RZEZNIK I'm Still Here (Jim's Theme) (Walt Disney/Hollywood)	4.10	4.07	54%	5%	4.16	57%	6%
LIFEHOUSE Spin (DreamWorks)	4.10	4.15	73%	9%	4.13	79%	8%
MATCHBOX TWENTY Disease (Atlantic)	4.04	4.10	79%	11%	4.04	84%	13%
AVRIL LAVIGNE I'm With You (Arista)	3.95	-	56%	9%	3.72	50%	10%
DAVE MATTHEWS BAND Grey Street (RCA)	3.93	-	45%	8%	4.01	52%	10%
JIMMY EAT WORLD The Middle (DreamWorks)	3.90	3.90	95%	43%	3.93	96%	42%
JOHN MAYER No Such Thing (Aware/Columbia)	3.85	3.88	87%	35%	3.95	88%	35%
CALLING Wherever You Will Go (RCA)	3.82	3.91	96%	44%	3.78	98%	48%
MICHELLE BRANCH Goodbye To You (Maverick/WB)	3.80	3.89	89%	30%	3.82	93%	33%
CREED One Last Breath (Wind-up)	3.79	3.86	93%	39%	3.76	95%	43%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3.78	3.97	89%	24%	3.75	93%	25%
COLDPLAY In My Place (Capitol)	3.75	3.84	73%	16%	3.85	75%	19%
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3.74	3.74	87%	27%	3.86	91%	27%
RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	3.72	3.78	73%	16%	3.73	73%	18%
TORI AMOS A Sorta Fairytale (Epic)	3.69	3.55	44%	6%	3.76	46%	9%
NO DOUBT Underneath It All (Interscope)	3.67	3.68	94%	42%	3.88	97%	39%
DAVE MATTHEWS BAND Where Are You Going (RCA)	3.66	3.73	88%	38%	3.75	92%	39%
AVRIL LAVIGNE Sk8erBoi (Arista)	3.65	3.61	93%	44%	3.59	95%	44%
AVRIL LAVIGNE Complicated (Arista)	3.63	3.63	98%	55%	3.63	99%	58%
DIXIE CHICKS F/SHERYL CROW Landslide (Monument)	3.54	3.52	66%	15%	3.44	77%	20%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.53	3.58	95%	53%	3.61	97%	57%
KID ROCK F/SHERYL CROW Picture (Lava/Atlantic)	3.48	3.49	37%	8%	3.52	41%	8%
NORAH JONES Don't Know Why (Blue Note/Virgin)	3.46	3.51	70%	24%	3.53	75%	24%
SIXPENCE NONE THE RICHER Breathe Your Name (Reprise)	3.42	3.53	48%	11%	3.33	51%	14%
FAITH HILL Cry (Warner Bros.)	3.40	3.51	74%	22%	3.48	82%	24%
UNCLE KRACKER In A Little While (Lava)	3.40	3.46	76%	24%	3.42	82%	29%
PINK Just Like A Pill (Arista)	3.39	3.48	92%	49%	3.57	95%	47%
DANA GLOVER Thinking Over (DreamWorks)	3.37	3.40	33%	8%	3.48	37%	9%
MADONNA Die Another Day (Maverick/WB)	3.26	3.26	80%	27%	3.19	87%	28%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.12	3.28	97%	63%	3.09	98%	68%

Total sample size is 639 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

Indicator

Most Added

- DAVE MATTHEWS BAND Where Are You Going (RCA)
- AVRIL LAVIGNE I'm With You (Arista)
- TORI AMOS A Sorta Fairytale (Epic)
- KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
- RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)
- DAVE MATTHEWS BAND Grey Street (RCA)
- AVRIL LAVIGNE Sk8erBoi (Arista)
- SHERYL CROW C'mon, C'mon (A&M/Interscope)
- 3 DOORS DOWN When I'm Gone (Republic/Universal)

New & Active

- SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)
Total Plays: 267, Total Stations: 22, Adds: 1
- DROPLINE Best Thing (143/Reprise)
Total Plays: 260, Total Stations: 20, Adds: 0
- LISA LOEB Underdog (Artemis)
Total Plays: 245, Total Stations: 20, Adds: 3
- JULY FOR KINGS Normal Life (MCA)
Total Plays: 242, Total Stations: 15, Adds: 0
- CHRISTINA AGUILERA Beautiful (RCA)
Total Plays: 241, Total Stations: 12, Adds: 4
- SHERYL CROW C'mon, C'mon (A&M/Interscope)
Total Plays: 219, Total Stations: 20, Adds: 3
- FROU FROU Breathe In (MCA)
Total Plays: 212, Total Stations: 15, Adds: 4
- STONE SOUR Bother (Roadrunner/IDJMG)
Total Plays: 200, Total Stations: 14, Adds: 6
- VONRAY Inside Out (Elektra/EEG)
Total Plays: 150, Total Stations: 14, Adds: 3
- SPLENDER The Loneliest Person I Know (J)
Total Plays: 137, Total Stations: 12, Adds: 0

Songs ranked by total plays

Reporters

<p>WKDD/Akron, OH * PD: Keith Kennedy MD/Promo Dir: Lynn Kelly 1 DIXIE CHICKS "Landslide" 2 AVRIL LAVIGNE "I'm With You" 3 PAY THE GIRL "Freeze"</p>	<p>WLNK/Charlotte, NC * OM: Tom Jackson PD: Neal Sharpe APD: Chris Allen MD: Derek James No Adds</p>	<p>WDAQ/Danbury, CT PD: Bill Trotta MD: Sharon Kelly 24 3 DOORS DOWN "Gone" 17 GOOD CHARLOTTE "Famous" 5 AVRIL LAVIGNE "Sk8er"</p>	<p>WMEE/Ft. Wayne, IN * PD: John O'Rourke MD: Chris Cage 17 NEWSONG "Christmas" 13 FAITH HILL "Where" 12 CHRISTINA AGUILERA "Beautiful"</p>	<p>KURB/Little Rock, AR * PD: Randy Cain APD: Aaron Anthony No Adds</p>	<p>WKXZ/New Orleans, LA * OMP/D: John Roberts MD: Chris Cagle No Adds</p>	<p>WMGX/Portland, ME PD: Randi Kirshbaum APD/MD: Ethan Minton SHERYL CROW "C'mon" DAVE MATTHEWS BAND "Going"</p>	<p>WVFV/St. Louis, MO * MD: David J. 1 BON JOVI "Misunder"</p>	<p>WWWV/Toledo, OH * OM: Tim Roberts PD: Steve Marshall APD/MD: Jeff Wicker No Adds</p>	<p>WZZZ/Washington, DC * PD: Mike Edwards APD/MD: Sean Sellers 4 DIXIE CHICKS "Landslide"</p>
<p>WFRV/Albany, NY * PD: Randy McCarten MD: Ted Hulse 1 DIXIE CHICKS "Landslide" 1 NO DOUBT "FLADY SAW" "Underneath" 1 AVRIL LAVIGNE "I'm With You"</p>	<p>WTMX/Chicago, IL * PD: Mary Ellen Kachinski Station Mgr.: Barry James MD: Deeya 4 SISTER HAZEL "Mistake" STONE SOUR "Bother"</p>	<p>WMMX/Dayton, OH * PD: Jeff Stevens MD: Shaun Vincent No Adds</p>	<p>KALZ/Fresno, CA * OMP/D: E. Curtis Johnson APD: Laurie West MD: Chris Blood 1 PETER STUART "Hands"</p>	<p>KYSR/Los Angeles, CA * APD/MD: Chrs Patyk 9 JOHN MAYER "Georgia" STONE SOUR "Bother"</p>	<p>WPLJ/New York, NY * VP/Prog: Tom Cuddy PD: Scott Shannon APD/MD: Tony Mascaro MD: Chris Blood BON JOVI "Misunder"</p>	<p>KRSK/Portland, OR * PD: Dan Persigehl MD: Sheryl Stewart FAITH HILL "Cry" SHANIA TWAIN "Getcha" SHERYL CROW "C'mon"</p>	<p>KQMB/Salt Lake City, UT * OM: Bill May APD/MD: J.J. Riley 7 DANA GLOVER "Over" PAY THE GIRL "Freeze" RED HOT CHILI "Song"</p>	<p>WKPK/Traverse City, MI PD: Rob Weaver MD: Heather Leigh BON JOVI "Misunder" PINK "Family"</p>	<p>WFMF/West Palm Beach, FL * PD: Puss Morley APD/MD: Amy Navarro 9 AVRIL LAVIGNE "I'm With You"</p>
<p>KPEK/Albuquerque, NM * OM: Mike Parsons MD: Deeya APD: Jaimy Bareras 9 STONE SOUR "Bother" 3 SUGAR CULI "Pretty" KID ROCK/SHERYL CROW "Picture" PAY THE GIRL "Freeze" PETER STUART "Hands"</p>	<p>WKRC/Cincinnati, OH * OM: Chuck Finney PD: Tommy Frank APD: Grover Collins MD: Brian Douglas No Adds</p>	<p>KALC/Denver-Boulder, CO * OM: Mike Stern PD: Tom Gjerdrum APD/MD: Kozman RED HOT CHILI "Song"</p>	<p>WVTI/Grand Rapids, MI * APD/MD: Jeff Andrews APD: Ken Evans 2 CREED "Dancing" VONRAY "Inside"</p>	<p>WMAD/Madison, WI * PD: Mike Ferris MD: Laura Ford AVRIL LAVIGNE "I'm With You"</p>	<p>WPTV/Norfolk, VA * PD: Steve McKay KID ROCK/SHERYL CROW "Picture" STONE SOUR "Bother"</p>	<p>WRFY/Reading, PA * PD: Al Burke 8 STONE SOUR "Bother" PAY THE GIRL "Freeze"</p>	<p>KFMB/San Diego, CA * VP/GM/PD: Tracy Johnson APD: Jen Sewell No Adds</p>	<p>KZPT/Tucson, AZ * VP/GM/PD: Tracy Johnson APD/MD: Leslie Lott STEREO FUSE "Everything"</p>	<p>KFBZ/Wichita, KS * PD: Barry McKay MD: Sunny Wyle LISA LOEB "Underdog" OK GO "Over"</p>
<p>KMXX/Anchorage, AK PD: Ron Lennox MD: Monika Thomas TORI AMOS "Sorta"</p>	<p>WMMX/Cincinnati, OH * PD: Steve Bender MD: Storm Bennett 1 TORI AMOS "Sorta"</p>	<p>KIMN/Denver-Boulder, CO * PD: Ron Harrel APD/MD: Michael Gifford No Adds</p>	<p>WQZN/Greensboro, NC * PD: Steve Williams MD: Eric Gray No Adds</p>	<p>WMBZ/Memphis, TN * OM: Jerry Dean PD/MD: Kramer No Adds</p>	<p>WYIS/Oklahoma City, OK * OM: Chris Baker PD/MD: Ray Kalusa No Adds</p>	<p>WRFY/Reading, PA * PD: Al Burke 8 STONE SOUR "Bother" PAY THE GIRL "Freeze"</p>	<p>KMYI/San Diego, CA * PD: Diana Laird APD/MD: Mel McKay No Adds</p>	<p>KZYS/Tulsa, OK * Interim PD/APD/MD: Kim Gower No Adds</p>	<p>WXLO/Worcester, MA * APD/MD: Becky Nichols LISA LOEB "Underdog" MADONNA "Die" PAY THE GIRL "Freeze"</p>
<p>KAMX/Austin, TX * PD: Scooter B. Stevens MD: Clay Culver STONE SOUR "Bother"</p>	<p>WQAL/Cleveland, OH * PD: Allan Fee MD: Rebecca Wilde No Adds</p>	<p>KSTZ/Des Moines, IA * OM/PD: Jim Schaefer MD: Jimmy Wright CREED "Dancing" DAVE MATTHEWS BAND "Street" JENNIFER LOPEZ "Jenny" KID ROCK/SHERYL CROW "Picture"</p>	<p>WNNK/Harrisburg, PA * PD: John O'Dea MD: Denny Logan VANESSA CARLTON "Pretty" VONRAY "Inside"</p>	<p>WMTI/Milwaukee, WI * OM: Rick Belcher PD: Bob Walker 12 COUNTING CROWS "Taxi" 8 DIXIE CHICKS "Landslide"</p>	<p>WOMX/Orlando, FL * Interim PD/APD: Jeff Cushman MD: Laura Francis No Adds</p>	<p>WRFY/Reading, PA * PD: Al Burke 8 STONE SOUR "Bother" PAY THE GIRL "Freeze"</p>	<p>KNEV/Reno, NV * OM/PD/MD: Carlos Campos AALI'AH "Mess" JENNIFER LOPEZ "Jenny" MISSY ELLIOTT "Work" NILEA "Man" PETER STUART "Hands"</p>	<p>KZYS/Tulsa, OK * Interim PD/APD/MD: Kim Gower No Adds</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>
<p>KLII/Bakersfield, CA * PD/MD: E.J. Tyler APD: Erik Fox BON JOVI "Misunder" COUNTING CROWS "Taxi" PAY THE GIRL "Freeze" PETER STUART "Hands" SHERYL CROW "C'mon"</p>	<p>KVUU/Colorado Springs, CO * PD: Kevin Callahan APD/MD: Andy Carlisle No Adds</p>	<p>WVOV/Detroit, MI * Interim PD: Alex Tear APD: Rob Hazelton MD: Ann Bellisi DIXIE CHICKS "Landslide"</p>	<p>WTKT/Milwaukee, WI * OM: Rick Belcher PD: Bob Walker 12 COUNTING CROWS "Taxi" 8 DIXIE CHICKS "Landslide"</p>	<p>WOMX/Orlando, FL * Interim PD/APD: Jeff Cushman MD: Laura Francis No Adds</p>	<p>KBBY/Oxnard-Ventura, CA * OM/PD: Mark Elliott MD: Darren McPeake 6 JENNIFER LOPEZ "Jenny"</p>	<p>KNVQ/Reno, NV * PD: Carmy Ferreri MD: Heather Combs 1 PETER STUART "Hands" AVRIL LAVIGNE "I'm With You"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>KLCC/San Francisco, CA * PD: John Peake MD: Derek Madden No Adds</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>
<p>WWMX/Baltimore, MD * VP/Prog: Bill Pasha PD: Steve Monz MD: Ryan Sampson No Adds</p>	<p>WBNS/Columbus, OH * PD: Jeff Ballentine MD: Robin Cole No Adds</p>	<p>WNNK/Elimira, NY OM/PD: Bob Quick No Adds</p>	<p>WENS/Indianapolis, IN * OMP/D: Greg Durkin MD: Jim Cerone No Adds</p>	<p>WTKT/Milwaukee, WI * OM: Rick Belcher PD: Bob Walker 12 COUNTING CROWS "Taxi" 8 DIXIE CHICKS "Landslide"</p>	<p>WJLQ/Pensacola, FL * OM: Dan McClintock PD: Jonathan Lund No Adds</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>
<p>WBMX/Boston, MA * VP/Prog: Greg Strassel MD: Mike Mulaney 3 CHRISTINA AGUILERA "Beautiful" COLDPLAY "Clocks" CREED "Dancing"</p>	<p>KKPN/Corpus Christi, TX * PD: Jason Hillery MD: Derek Lee KID ROCK/SHERYL CROW "Picture" PAY THE GIRL "Freeze" JACK JOHNSON "Bubble" LIFEHOUSE "Spin"</p>	<p>KSII/E Paso, TX * OM/PD: Courtney Nelson APD/MD: Eli Molano 2 NILEA "Man" DIXIE CHICKS "Landslide"</p>	<p>WZPL/Indianapolis, IN * OMP/D: Greg Durkin MD: Jim Cerone No Adds</p>	<p>WJLQ/Pensacola, FL * OM: Dan McClintock PD: Jonathan Lund No Adds</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>
<p>WMT/Cedar Rapids, IA PD/MD: Erin Bristol No Adds</p>	<p>KDMX/Dallas-Ft. Worth, TX * PD: Pat McMahon MD: Lisa Thomas 7 LIFEHOUSE "Spin" 4 DIXIE CHICKS "Landslide" KID ROCK/SHERYL CROW "Picture"</p>	<p>WINK/Ft. Myers, FL * OM/PD/MD: Bob Gringsinger FROU FROU "Breathe" PAY THE GIRL "Freeze"</p>	<p>KMXB/Las Vegas, NV * OM/PD: Cat Thomas APD/MD: Charese Fruge 1 COUNTING CROWS "Taxi" 1 FROU FROU "Breathe"</p>	<p>KCDU/Monterey-Salinas, CA * PD/MD: Mike Skott 1 DAVE MATTHEWS BAND "Street" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>	<p>WVOR/Rochester, NY * PD: Dave LeFrois MD: Joe Bonacci 1 DIXIE CHICKS "Landslide" 3 DOORS DOWN "Gone"</p>

* Monitored Reporters
94 Total Reporters
84 Total Monitored
10 Total Indicator
9 Current Reporters

Did Not Report, Playlist Frozen (1):
WCOD/Cape Cod, MA
The following stations are temporarily removed from the panel due to Holiday programming (6):
WMJJ/Birmingham, AL
WALC/Charleston, SC
WTSS/Buffalo, NY
WMXL/Lexington, KY
WSNE/Providence, RI
KMHX/Santa Rosa, CA
Note: WJLQ/Pensacola, FL moves from CHR/Pop to Hot AC.



CAROL ARCHER
carcher@radioandrecords.com

The Giant Server In The Sky

□ Digital pioneer Larry Rosen and others discuss the future of intellectual property

David Bowie's comments in the *New York Times* in June (see story, right) regarding the future of the music industry — he predicted it will undergo an "absolute transformation ... within 10 years" — have proven to be controversial.

I reached out to a variety of people in the music industry, hoping to sample their responses, but, aside from GRP and N-Coded founder and digital maven **Larry Rosen**, I had difficulty finding label executives willing to address this issue on the record. Rosen's observations are followed by those of recording artist and producer **Jeff Lorber** and Shanachie Entertainment's **Bill Cason**.



Larry Rosen

A History Lesson

"I agree 100% with Bowie that there will be a total transformation of everything we thought about the music industry in the next 10 years," Rosen says. "But my vision of the future is different. To really understand the future, you have to look to the record industry

and, in the end, it'll work better than it does now.

"Compare it to the digital distribution of films. People can access *Gone With the Wind* and every participant gets paid, yet no one buys it. It's not a question of transferring from videocassette to DVD so you can buy it; you're paying for the film by accessing it. That will prove fairer for artists, because what we have now is probably least fair to the artist. That's why record companies resist that model. Their power is physical distribution, but an artist doesn't need that with electronic distribution.

"The idea that intellectual property and copyrights will be worthless, like running water and electricity, is false, because neither water nor electricity is free. Music could be made available in similar ways, and that would mean people could pay for music in a way that creates a whole financial food chain. Looking at the industry today, it's easy to see that the distribution aspect is what will change dramatically, but ownership of content and copyrights won't change at all."

The Core Question

"The core question is how people will access music 10 years from now," Rosen continues. "The historical concept of ownership — recording and embedding music on a physical device like a cylinder, LP or CD, so that people 'own' it — is the part that's going to be history as a business model. Instead, people will pay for access.

"Just as people don't own electricity, they'll pay for access to music and pay for it as they use it. People will pick their favorite music — and that's an ongoing process — and they'll have access to catalog, new music and information they'll be fed about music, based on their profile.

"There's a concept that all the music ever recorded will be available on some great server in the sky — a cosmic toll-keeper — but data transmission will be so fast that you won't have to store anything to have it with you, whether you're in your car, house or whatever. You'll just say, 'Play Miles Davis.' The concept of buying, holding and owning it — 'This is my music' — will be over.

"The historical concept of ownership — recording and embedding music on a physical device like a cylinder, LP or CD, so that people 'own' it — is the part that's going to be history as a business model. Instead, people will pay for access."

Larry Rosen

"Artists and everyone else will get paid because it'll be so easily quantifiable, just as you pay for long-distance telephone service by the minute or for satellite delivery of television. You, as the user, go through the toll-keeper into the database.

"The toll-keeper recognizes that you listened to such-and-such song written by so-and-so composer and belonging to master owner so-and-so. The toll-keeper charges you X, then distributes fees to each of those ownership elements' bank accounts. It's simple. The question of how you get there created the turmoil that's

David Bowie Predicts

"I don't even know why I would want to be on a label in a few years, because it's not going to work by labels and by distribution systems in the same way. The absolute transformation of everything that we ever thought about music will take place within 10 years, and nothing is going to be able to stop it. I see absolutely no point in pretending it's not going to happen.

"I'm fully confident that copyright, for instance, will no longer exist in 10 years, and authorship and intellectual property is in for such a bashing.

"Music itself is going to be like electricity or running water. So, it's like, just take advantage of these last few years, because none of this is ever going to happen again.

"You'd better be prepared for doing a lot of touring, because that's really the only unique situation that's going to be left. It's terribly exciting. But, on the other hand, it doesn't matter if you think it's exciting or not; it's what's going to happen."

—David Bowie, *New York Times*, June 2002

going on now. We don't have the great server in the sky or the toll-keeper yet, but we will."

Everything Works, Only Differently

"The first obstacle is that record companies are very status quo-oriented, because they have a business whose operation they want to maintain," Rosen continues. "Second, there are technology issues that are expanding daily with the speed of computers and microprocessors, which have to get to a certain place.

"And there are all the gatekeepers in between. Are they cable companies, satellites, telephone or cellular companies? We don't know yet. Ultimately, it could be satellite-delivered to cable companies for home delivery, or there may be multiple sources of delivery.

"The basic elements will be the great database and the master toll-keeper that distributes music to multiple streams before it gets to the consumer. The pieces are not in place yet. We're more than five years and less than 10 from this reality. My prediction is that the whole industry will change in seven years, eight months and four days."

Rosen concludes, "In the future consumers will still want the classic recordings of every genre, and that musical history will exist forever, but it won't be the same as when labels changed format in the physical world from LP to CD. Next, we'll have a more profound change, a paradigm shift in which everything still works, only differently."

Count On Change

Lorber says, "The one thing you can always count on is change. Our industry is changing, but I'm not sure the kind of changes we'll see in the short term will be quite as radical as Mr. Bowie anticipates.

"As a record producer and songwriter, I welcome some of these changes, such as digital recordings that make the process easier and more fun and that facilitate communication and collaboration with other musicians.

"Rather than becoming overly concerned about technology, those who focus on producing quality music that excites and inspires will always come out ahead."

Cason agrees with Bowie about the changes to come, but not how quickly they will happen. "David Bowie is one of the few artists who understands and utilizes the changing landscape of the music business today," he says. "His website and subscription model are leading-edge; he recently released his current album for sale via the Internet two weeks prior to the in-store date.

"Though I agree with his assessment of the changing nature of authorship and intellectual property for artists, it won't happen as soon as 10 years from now. Media companies will put up a huge fight to hold on to their profits from this intellectual property; they'll find ways to make the Internet profitable, the way Bowie has clearly done.

"One day we'll be able to access every recording ever created from a central content supplier for a nominal monthly fee. Until that's a reality, streaming and downloading audio for a fee will not be interesting to consumers and, hence, not profitable."

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

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carcher@radioandrecords.com

"Our industry is changing, but I'm not sure the kind of changes we'll see in the short term will be quite as radical as Mr. Bowie anticipates."

Jeff Lorber

try and how it reacted to changing technology in the past to get an idea of the mind-set involved in how it makes decisions.

"Bowie's right in the first part of his comment, in that a new world is approaching, but the second part makes it sound like musicians and composers better make as much as they can now, because there is no future. I disagree, because there is a business model that really works,

December 6, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	FOURPLAY Rollin' (Bluebird/RCA Victor)	799	-43	108174	22	38/1
3	2	RICHARD ELLIOT Q.T. (GRP/VMG)	794	+62	110158	18	39/0
1	3	CHUCK LOEB Sarao (Shanachie)	788	-67	116112	24	37/0
4	4	EUGE GROOVE Slam Dunk (Warner Bros.)	685	-42	118245	24	38/0
5	5	STEVE OLIVER High Noon (Native Language)	675	+16	90491	14	39/1
6	6	BWB Groovin' (Warner Bros.)	659	+21	81709	10	42/1
7	7	NATALIE COLE Tell Me All About It (GRP/VMG)	577	+2	62284	14	38/0
10	8	PETER WHITE Who's That Lady? (Columbia)	548	+17	79394	12	37/0
9	9	JEFF GOLUB Cold Duck Time (GRP/VMG)	546	+3	88516	18	35/0
8	10	NORMAN BROWN Just Chillin' (Warner Bros.)	524	-25	62817	25	30/0
11	11	DIANA KRALL Just The Way You Are (Verve/VMG)	514	-6	54190	7	36/1
12	12	BOB JAMES Morning, Noon & Night (Warner Bros.)	502	+4	65740	11	40/1
14	13	BONEY JAMES Grand Central (Warner Bros.)	487	+48	65863	8	39/1
16	14	N. BROWN & M. MCDONALD I Still Believe (Warner Bros.)	467	+64	51312	6	33/1
15	15	STEVE COLE Off Broadway (Warner Bros.)	446	+16	74712	12	36/1
17	16	KENNY G F/CHANTE MOORE One More Time (Arista)	400	-3	53561	18	29/0
18	17	MICHAEL MANSON Outer Drive (A440 Music Group)	344	+10	51629	15	32/1
22	18	KENNY G Paradise (Arista)	325	+50	54229	5	31/1
23	19	DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)	321	+51	53544	3	34/1
19	20	MARION MEADOWS Tales Of A Gypsy (Heads Up)	295	-9	34987	10	26/0
21	21	JOAN OSBORNE I'll Be Around (Compendia)	294	+16	17563	8	20/1
25	22	CRAIG CHAQUICO Afterglow (Higher Octave)	266	+12	12537	5	25/1
20	23	DAVID BENOIT Then The Morning Comes (GRP/VMG)	261	-21	19980	20	23/0
27	24	MICHAEL LINGTON Still Thinking Of You (3 Keys)	240	+24	24915	4	25/2
24	25	MAYSA Friendly Pressure (N-Coded)	235	-35	30724	13	19/1
26	26	AL JARREAU & JOE COCKER Lost And Found (GRP/VMG)	185	-44	8611	15	14/0
28	27	GREGG KARUKAS Your Sweet Smile (N-Coded)	176	+1	7816	2	16/0
30	28	BONA FIDE Willie Don (N-Coded)	175	+10	24692	3	15/0
Debut	29	JEFF LORBER Chopsticks (GRP/VMG)	167	+20	20171	1	17/2
29	30	LEE RITENOUR Module 105 (GRP/VMG)	160	-14	20316	6	14/0

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002. The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

PIECES OF A DREAM Turning It Up (Heads Up)
Total Plays: 153, Total Stations: 13, Adds: 0

NORAH JONES Come Away With Me (Blue Note/Virgin)
Total Plays: 145, Total Stations: 12, Adds: 0

RICK DERRINGER Jazzy Koo (Rock And Roll...) (Big3)
Total Plays: 120, Total Stations: 12, Adds: 0

GREG ADAMS 'Sup With That (Ripa/Blue Note)
Total Plays: 111, Total Stations: 10, Adds: 1

THOM ROTELLA Look But Don't Touch (Trippin' n Rhythm)
Total Plays: 96, Total Stations: 9, Adds: 0

DONNA GARDIER How Sweet It Is (Dome Records Limited)
Total Plays: 87, Total Stations: 10, Adds: 3

3RD FORCE F/TOM SCOTT Young Again (Higher Octave)
Total Plays: 86, Total Stations: 7, Adds: 0

NESTOR TORRES Watermelon Man (Shanachie)
Total Plays: 81, Total Stations: 8, Adds: 0

PAUL HARDCASTLE Desire (Trippin' n Rhythm)
Total Plays: 76, Total Stations: 7, Adds: 0

WARREN HILL Fallen (Narada)
Total Plays: 59, Total Stations: 6, Adds: 1

Songs ranked by total plays

Most Added

ARTIST TITLE LABEL(S)	ADDS
DONNA GARDIER How Sweet It Is (Dome Records Limited)	3
BOB BALDWIN The Way She Looked At Me (Narada)	3
MICHAEL LINGTON Still Thinking Of You (3 Keys)	2
JEFF LORBER Chopsticks (GRP/VMG)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
N. BROWN & M. MCDONALD I Still Believe (Warner Bros.)	+64
RICHARD ELLIOT Q.T. (GRP/VMG)	+62
DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)	+51
KENNY G Paradise (Arista)	+50
BONEY JAMES Grand Central (Warner Bros.)	+48
BOB BALDWIN The Way She Looked At Me (Narada)	+43
NESTOR TORRES Watermelon Man (Shanachie)	+37
DONNA GARDIER How Sweet It Is (Dome Records Limited)	+25
MICHAEL LINGTON Still Thinking Of You (3 Keys)	+24
JONATHAN BUTLER Pata Pata (Warner Bros.)	+24
BWB Groovin' (Warner Bros.)	+21

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	424
LARRY CARLTON Morning Magic (Warner Bros.)	374
SPECIAL FX Cruise Control (Shanachie)	268
KIM WATERS In The House (Shanachie)	259
JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	237
LUTHER VANDROSS I'd Rather (J)	190
GREG ADAMS Roadhouse (Blue Note)	116
JONATHAN BUTLER Wake Up (Warner Bros.)	99
NORAH JONES Don't Know Why (Blue Note/Virgin)	93
JOE MCBRIDE Woke Up This Morning (Heads Up)	86
DOWN TO THE BONE Electra Glide (GRP/VMG)	84
CHRIS BOTTI Lisa (Columbia)	81
BRIAN CULEERTSON Without Your Love (Warner Bros.)	71
CRAIG CHAQUICO Luminosa (Higher Octave)	60
JOYCE COOLING Daddy-O (GRP/VMG)	55
SADE Somebody Already Broke My... (Epic)	51
PETER WHITE Bueno Funk (Columbia)	47
GREGG KARUKAS Night Shift (N-Coded)	45
JEFF KASHIWA 3-Day Weekend (Native Language)	44
BONEY JAMES RPM (Warner Bros.)	42

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

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ON THE RECORD

With
Rob Singleton
MD, KJZY/Santa Rosa, CA



In the never-ending search for appropriate and original vocals for Smooth Jazz, programmers may want to check out Natalie Cole's CD *Ask a Woman Who Knows* (GRP/VMG). Most stations are already playing Natalie's version of the Michael Franks tune "Tell Me All About It," but for a second vocal track, check out Natalie's duet with Diana Krall on the always-wonderful Bob Dorough song "Better Than Anything." It's fabulous, and jazzy too; it even has a touch of holiday flavor when Natalie and Diana take a few seconds to compare shopping and love. Speaking of holiday tunes, I'm wild about two brand-new holiday albums. One is Warren Hill's *Christmas* (Narada Jazz), featuring the Canadian saxman with a jazz combo doing some very original and creative arrangements of your seasonal favorites. We like Warren's version of "Jingle Bells" so much at KJZY that we put it into a current rotation, and we've added five other tracks from the CD to our Christmas library. The other hot new holiday release is the Chris Botti CD *December*. Suffice it to say it's Botti's unique and very beautiful trumpet tone combined with his emotional and sensitive interpretations of some of America's favorite music — a nice present for all of us. There's one track of note for New Year's from Kenny G's new *Wishes* album: another version of "Auld Lang Syne" with a sound-bite montage. Last time around it was the "Millennium Mix," with sound bites from the old millennium; this time it's the "Freedom Mix," with sound bites related to 9/11 and the fight against terrorism. Happy, and jazzy, holidays to all.

Congratulations to **Fourplay's** Bob James, Larry Carlton, Nathan East and Harvey Mason, as well as RCA's Dave Einstein, on attaining No. 1 with "Rollin'" (Bluebird/RCA) ... As the holidays approach and chart activity begins to slow, the most active tracks make a deep impression. At 2*, **Richard Elliot's** "Q.T." (GRP/VMG) earns second Most Increased with +62 plays ... **Norman Brown & Michael McDonald's** "I Still Believe" (Warner Bros.) gains 16-14* and is top Most Increased with +64 plays ... **Dave Koz & Jeff Koz's** "Blackbird" (Rendezvous/WB) moves 23-19* and is fourth Most Increased ... **Donna Gardier's** "How Sweet It Is" (Dome) picks up three new adds, including KCIY/Kansas City, to tie for No. 1 Most Added ... **Bob Baldwin's** "The Way She Looked at Me" (Narada) also scores three new adds, including KKSJ/San Francisco. It's already at 13 plays after only one week on WNUA/Chicago ... **Jeff Lorber's** "Chopsticks" (GRP/VMG) is added by WJZ/Philadelphia and WSJT/Tampa ... **Michael Lington's** "Still Thinking of You" (3 Keys Music) is added at KIFM/San Diego and WJZA/Columbus, OH, which brings the total number of reporters playing the track to 25 ... I'm not the only one who thinks **Pieces Of A Dream's** title track, "Love's Silhouette" (Heads Up), is a smash: WJZ began playing it last week. The track's huge hook makes it wildly appealing, and it's not a cover, even though it feels instantly familiar ... Top to bottom, **Warren Hill's** *Christmas* (Narada) is one of smooth jazz's most appealing holiday releases.



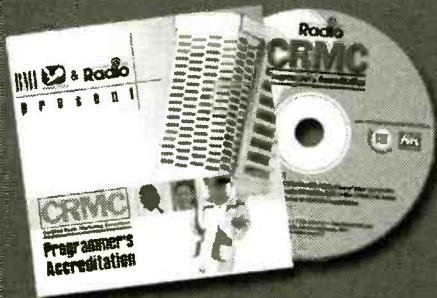
— Carol Archer, Smooth Jazz Editor

Reporters

Stations and their adds listed alphabetically by market

WZMR/Albany, NY PD/MD: Tim Durkee No Adds	KCIY/Kansas City, MO PD: Mark Edwards MD: Michelle Chase DONNA GARDIER "Sweet"	KSSJ/Sacramento, CA PD: Lee Hanson APD: Ken Jones No Adds
KRQS/Albuquerque, NM PD: Paul Lavoie MD: Jeff Young No Adds	KOAS/Las Vegas, NV OM: Vic Clemons PD/MD: Erik Foxx No Adds	WSSM/St. Louis, MO PD: David Myers No Adds
KNIK/Anchorage, AK OM/PD: Aaron Wallender No Adds	KTWV/Los Angeles, CA PD: Paul Goldstein APD/MD: Ralph Stewart No Adds	KBZN/Salt Lake City, UT PO/MD: Rob Riesen No Adds
WJZZ/Atlanta, GA PD/MD: Nick Francis No Adds	WJZN/Memphis, TN PD: Norm Miller 9 BOB BALDWIN "Looked" DONNA GARDIER "Sweet"	KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole 1 JOAN OSBORNE "Around" 1 MICHAEL MANSON "Drive" 1 WARREN HILL "Fats" MICHAEL LINGTON "Thinking"
KSMJ/Bakersfield, CA PD/MD: Chris Townshend KENNY G "Paradise"	WLVE/Miami, FL PD: Rich McMillan No Adds	KKSJ/San Francisco, CA PD: Steve Williams APD/MD: Samantha Wiedmann 2 BOB JAMES "Noon" 1 BOB BALDWIN "Looked"
WNUA/Chicago, IL OM: Bob Kaake PD: Steve Stiles No Adds	WJZI/Milwaukee, WI OM/PD: Steve Scott BROWN & MCCONALD "Believe"	KMGQ/Santa Barbara, CA PD: Mark De Anda APD/MD: Steve Bauer GREG ADAMS "Win"
WNWV/Cleveland, OH PD/MD: Bernie Kimble 9 CRAIG CHAGUICO "Luminosa" 9 FATT BURNER "Fw" 9 JEFF COLE "Cake" 8 TURNING POINT "Wide"	KSBR/Mission Viejo, CA OM/PD: Terry Wedel MD: Susan Koshtay No Adds	KJZY/Santa Rosa, CA PD: Gordon Zlot APD/MD: Rob Singleton 4 WARREN HILL "Jingle" 2 COLE FRANK "Better"
WJZA/Columbus, OH OM/PD/MD: Bill Harman APD: Gary Wolter MICHAEL LINGTON "Thinking"	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff DONNA GARDIER "Sweet"	WEIB/Springfield, MA PD: Ben Casey MD: Darrel Cutting 13 MICHAEL OREGA "Open" 10 SERAH "Crazy" ERIC LEONE "Worried" SHAKATAK "Teach"
KOAI/Dallas-Ft. Worth, TX OM/PD: Kurt Johnson APD/MD: Bret Michael 13 BONEY JAMES "Central" FOURPLAY "Rollin'"	WQCD/New York, NY OM: John Mullen PD/MD: Charley Connolly No Adds	WSJT/Tampa, FL OM/PD: Ross Block MD: Kathy Curtis DAVE KOZ & JEFF KOZ "Blackbird" DIANA KRALL "Way" JEFF LORBER "Chopsticks"
KJCD/Denver-Boulder, CO PD/MD: Michael Fischer No Adds	WJCD/Norfolk, VA OM: Daisy Davis APD/MD: Larry Hollowell No Adds	WJZW/Washington, DC OM: Kenny King PD: Carl Anderson No Adds
KVJZ/Des Moines, IA PD: Mike Blakemore MD: Becky Taylor No Adds	WLOQ/Orlando, FL PD: Dave Kosh MD: Patricia James No Adds	JRN/(Jones NAC)/National PD: Steve Hibbard MD: Cheri Marquart JONATHAN BUTLER "Pata"
WVMV/Detroit, MI PD: Tom Sleecker MD: Sandy Kovach 4 MAYSA "Pressure" STEVE COLE "OH" STEVE OLIVER "High"	WJZ/Philadelphia, PA PD: Michael Tozzi MD: Joe Proke 10 PAMELA WILLIAMS "Dance" 10 WHITE & LATTIMORE "River" BWB "Groovin'" JEFF LORBER "Chopsticks"	42 Total Reporters
KUJZ/Eugene, OR PD: Chris Crowley No Adds	KYOT/Phoenix, AZ PD: Shaun Holly APD/MD: Greg Morgan No Adds	41 Current Playlists
KEZL/Fresno, CA OM: Scott Keith PD/MD: J. Weidenheimer 1 BOB BALDWIN "Looked"	KJZS/Reno, NV No Adds	Reported Frozen Playlist (1): KWJZ/Seattle-Tacoma, WA
WYJZ/Indianapolis, IN PD/MD: Carl Frye CRAIG CHAGUICO "Afterglow"	WJZV/Richmond, VA OM/PD: Reid Snider No Adds	

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Summer '02 Book Notes

Arbitron results for the two sides of the format

The 2002 summer Arbitron kissed two Active Rock stations with No. 1 rankings in the overall 12+ demo: Congratulations to KISS/San Antonio and WNOR/Norfolk on winning bragging rights in their markets. One of the most beautiful things about holding that top spot is that the demo breakouts look awesome as well. Look at those No. 1s for both stations in the male breakouts; great job, guys!

The No. 2 12+ ranking was bestowed on Actives KQRC/Kansas City, KATT/Oklahoma City, KHTQ/Spokane and KILO/Colorado Springs and Rockers WEBN/Cincinnati, WHJY/Providence, KMOD/Tulsa and KZRR/Albuquerque. Rolling in to a close finish at No. 3 in their markets 12+ were Actives KRAB/Bakersfield and WJXQ/Lansing, MI and Rockers WTUE/Dayton; WPYX/Albany, NY; KLAQ/EI Paso; and WAQX/Syracuse.

Here's a look at how the formats ranked overall in the male demographic cells.

Active Rock	Men 18-34	Men 25-54
No. 1	60%	17%
No. 2	17%	23%
No. 3	17%	15%
Rock	Men 18-34	Men 25-54
No. 1	37%	41%
No. 2	26%	30%
No. 3	11%	7%

Active Rock

Mkt.	Calls/City	12+ AQH Share (Rank) AQH Persons (00)	M18-34 AQH Share (Rank)	M25-54 AQH Share (Rank)
5	KEGL/Dallas	2.8 (12t) 174	7.1 (3)	3.7 (9)
6	WYSP/Philadelphia	4.0 (8) 278	13.6 ①	8.2 ①
9	WAAF/Boston	2.1 (17t) 121	8.1 (3)	2.8 (14)
10	WRIF/Detroit	5.0 (5) 288	15.8 ①	11.0 ①
15	KUPD/Phoenix	3.5 (11t) 136	7.5 (3)	5.1 (6t)
16	KXXR/Minneapolis	5.8 (4) 205	18.8 ①	7.1 (2)
17	KIOZ/San Diego	3.9 (7t) 126	11.6 ①	7.0 (2)
20	WIYY/Baltimore	3.5 (9t) 118	11.8 (2)	7.3 (2)
21	WXTB/Tampa	5.1 (6) 167	20.1 ①	11.3 ①
22	KBPI/Denver	4.3 (8t) 130	12.2 ①	6.5 (4t)
24	KUFO/Portland, OR	4.4 (8) 114	12.8 ①	7.7 (2)
25	WMMS/Cleveland	4.3 (10) 117	11.5 (3)	7.8 (3)
27	KRXQ/Sacramento	4.7 (4t) 104	13.4 ①	8.4 ①
29	KQRC/Kansas City	7.4 (2) 156	21.7 ①	11.7 ①
30	KISS/San Antonio	7.0 ① 152	19.9 ①	10.7 ①
33	WLZR/Milwaukee	5.1 (7) 114	16.9 ①	10.2 (2t)
35	WAZU/Columbus, OH	1.7 (20t) 30	5.2 (6)	2.1 (16)
35	WBZX/Columbus, OH	5.7 (7) 101	18.3 ①	8.9 (2)
38	WNOR/Norfolk	6.3 ① t 117	14.7 ①	11.7 ①
41	KOMP/Las Vegas	4.5 (8) 81	8.1 (3)	7.9 (3)
46	WBBB/Raleigh	5.0 (9) 69	13.5 (2)	7.2 (3)
49	WCCC/Hartford	3.3 (9) 50	7.8 (4)	5.0 (9)
53	KATT/Oklahoma City	7.4 (2) 94	22.8 ①	10.2 (2)
54	WNVE/Rochester, NY	3.7 (9) 47	10.1 ①	6.3 (4t)
55	WTFX/Louisville	3.8 (9) 45	13.4 (2)	5.5 (6)
59	WTPT/Greenville, SC	3.7 (9) 41	13.5 ①	5.5 (7t)
61	WBK & WQBJ/Albany, NY	5.4 (6) 59	18.1 ①	8.5 (3)
62	KPOH/Honolulu	2.2 (17) 24	6.0 (8t)	2.9 (13t)
65	KRTQ/Tulsa	2.0 (17) 19	8.5 (3)	3.4 (11t)
66	WKLO/Grand Rapids	5.8 (5) 53	17.6 ①	8.2 (2)
67	WBSX & WCWQ/Wilkes Barre	4.5 (6) 44	18.9 ①	8.0 (4)
68	KRZR/Fresno	4.3 (7) 40	9.8 ①	6.1 (4)
74	KRQC/Omaha	3.2 (13) 27	9.2 (3)	3.5 (10t)
78	WQXA/Harrisburg	6.0 (6) 47	20.8 ①	11.6 (3)
82	WLZX/Springfield, MA	3.0 (10) 23	11.1 (3t)	5.4 (3t)
84	WXQR/Greenville, NC	3.5 (9) 25	9.7 (2)	6.0 (4)
87	KRAB/Bakersfield	5.5 (3) 38	12.1 ①	6.5 (2)
87	KRFR/Bakersfield	3.5 (9) 24	10.7 (2)	5.6 (4)
91	KAZR/Des Moines	6.0 (6) 36	17.9 ①	5.3 (5t)
93	KICT/Wichita	5.3 (7) 33	14.3 ①	5.0 (8t)
94	KHTQ/Spokane	6.8 (2) 43	25.3 ①	11.1 (2)
96	KILO/Colorado Springs	6.1 (2) 37	16.8 (2)	5.9 (3)
97	WJJO/Madison	4.8 (7) 29	13.8 ①	6.6 (5)
104	WRXR/Chattanooga, TN	4.0 (9) 23	12.9 (2)	4.6 (7)
117	WRTT/Huntsville, AL	6.9 (5) 36	16.0 ①	10.4 (2)
119	WJXQ/Lansing, MI	7.5 (3t) 42	21.3 ①	13.1 ①
122	WRXW/Jackson, MS	4.0 (6) 21	9.7 (2)	4.6 (5)

Ties are denoted with a t. © Arbitron. May not be quoted or reproduced without prior written permission from Arbitron. Data compiled using Maximiser for Monday-Sunday, 6am-midnight.



RA-RA-RA, SHISH-BOOM-BA!

WCCC/Hartford welcomed Universal up-and-comers Ra to the area with a pre-concert party. Hundreds of fans filed into the venue as Ra signed autographs and WCCC played the CD, which the station reports is getting a huge phone response. When WCCC interviewed the band, they asked about the parallel between their single "Do You Call My Name" and the main title theme of *The Omen*. Vocalist Sahaj then sang his lyrics along to the theme song. Pictured are (front, l-r) Ra drummer Skoota Warner, vocalist-guitarist Sahaj, guitarist-backing vocalist Ben Carroll and bassist-backing vocalist Sean Corcoran; and (back, l-r) WCCC jocks Craig The Pornstar and Stephen Wayne.



DOG JAM 2 JAMS

Despite the rain and cold weather, KIOC/Beaumont, TX's Dog Jam 2 was a big success. Enjoying downtime after a killer performance are (l-r) Seether's Pat Westbrook, Nick Oshiro and Shawn Morgan; KIOC PD Mike Davis and Director/Operations Debbie Wylde; and Seether's Dale Stewart.

Rock

Mkt.	Calls/City	12+ AQH Share (Rank) AQH Persons (00)	M18-34 AQH Share (Rank)	M25-54 AQH Share (Rank)
4	KSJO & KFJO/San Francisco	1.5 (21) 118	3.5 (7)	2.4 (13)
5	KEGL/Dallas	2.8 (12t) 174	7.1 (3)	3.7 (9)
6	WYSP/Philadelphia	4.0 (8) 278	13.6 ①	8.2 ①
6	WMMR/Philadelphia	3.2 (12) 224	8.3 (2t)	6.3 (4)
7	KLOL/Houston	2.5 (15t) 154	5.4 (4t)	4.2 (5t)
11	WKLS/Atlanta	3.9 (9) 201	10.4 ①	6.9 (3)
14	KISW/Seattle	3.0 (11t) 134	7.5 (3)	5.6 (3)
15	KDKB/Phoenix	3.4 (13) 134	4.8 (7)	7.6 ①
18	WBAB & WHFM/Nassau-Suffolk	4.6 (4t) 171	8.6 (2)	9.4 ①
26	WEBN/Cincinnati	7.4 (2) 171	18.6 ①	13.4 (2)
28	KCAL/Riverside	3.8 (5) 86	6.7 (3t)	5.1 (2)
32	KBER/Salt Lake City	3.0 (12) 52	4.7 (5t)	5.1 (5t)
34	WHJY/Providence	6.9 (2) 142	13.9 ①	15.4 ①
42	KLBJ/Austin	4.4 (7t) 67	7.9 (2t)	8.6 ①
50	WBUF/Buffalo	3.6 (11) 56	11.9 (2t)	6.7 (5)
54	WCMF/Rochester, NY	5.6 (5) 71	9.0 (4)	10.9 (2)
58	WTUE/Dayton	7.1 (3t) 84	15.5 ①	16.3 ①
61	WPYX/Albany, NY	6.4 (3) 71	14.4 (2)	12.7 (2)
63	KLPX/Tucson	3.8 (8) 40	9.1 (4)	7.6 (2t)
65	KMOD/Tulsa	7.6 (2) 72	11.1 (2)	15.8 ①
69	WZZO/Allentown	8.1 (5) 75	16.5 ①	15.3 (2)
71	KZRR/Albuquerque	5.3 (2) 48	18.1 ①	9.7 ①
73	WONE/Akron	3.8 (10) 32	6.6 (4t)	7.6 (2)
74	KEZO/Omaha	6.5 (5t) 55	16.8 ①	12.2 ①
77	KLAQ/EI Paso	8.3 (3) 77	16.5 ①	14.6 ①
78	WAQX/Syracuse	7.9 (3) 61	26.2 ①	14.9 ①
81	WIOT/Toledo	6.3 (4) 45	15.4 ①	11.8 ①
88	WYBB/Charleston, SC	4.6 (7) 32	14.0 (2t)	8.3 (2)
131	KTUX/Shreveport, LA	3.4 (13) 16	10.4 (3)	6.9 (4t)

Ties are denoted with a t. © Arbitron. May not be quoted or reproduced without prior written permission from Arbitron. Data compiled using Maximiser for Monday-Sunday, 6am-midnight.

R&R Rock Top 30

December 6, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	3 DOORS DOWN When I'm Gone (Republic/Universal)	845	-1	74114	10	37/0
2	2	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	683	+3	58215	18	31/0
3	3	STONE SOUR Bother (Roadrunner/IDJMG)	673	+8	51766	15	32/0
4	4	NIRVANA You Know You're Right (Geffen/Interscope)	585	-9	47955	9	34/0
6	5	AUDIOSLAVE Cochise (Interscope/Epic)	552	+12	43773	9	31/0
5	6	NICKELBACK Never Again (Roadrunner/IDJMG)	533	-27	53835	21	33/0
8	7	FOO FIGHTERS All My Life (Roswell/RCA)	468	+41	39019	12	32/0
7	8	PEARL JAM I Am Mine (Epic)	433	-22	37662	11	29/0
9	9	SALIVA Always (Island/IDJMG)	382	-3	29626	10	26/0
11	10	SYSTEM OF A DOWN Aerials (American/Columbia)	368	+16	32309	25	23/0
10	11	DISTURBED Prayer (Reprise)	362	+8	28352	17	21/0
13	12	CREED Weathered (Wind-up)	356	+21	27106	3	29/0
12	13	CHEVELLE The Red (Epic)	329	-9	26542	17	26/0
14	14	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	318	-5	26944	10	24/0
15	15	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	259	-25	20702	27	26/0
19	16	SAMMY HAGAR Things've Changed (33rd Street)	253	+1	18952	9	20/0
21	17	SEETHER Fine Again (Wind-up)	236	+8	29461	19	21/5
18	18	ROLLING STONES Don't Stop (Virgin)	235	-27	22498	14	16/0
22	19	GOV'T MULE Drivin' Rain (ATO)	233	+39	16761	4	21/0
20	20	JACKYL Kill The Sunshine (Humidity)	224	-15	17384	8	23/0
16	21	TOM PETTY & THE HEARTBREAKERS The Last DJ (Warner Bros.)	216	-49	20218	13	18/0
23	22	DEFAULT Live A Lie (TVT)	208	+16	14765	6	22/0
17	23	THEORY OF A DEADMAN Nothing Could... (Roadrunner/IDJMG)	203	-61	16893	18	20/0
24	24	TAPROOT Poem (Velvet Hammer/Atlantic)	193	+3	14540	11	18/0
Debut	25	SOCIALBURN Down (Elektra/EEG)	171	+62	14829	1	24/2
Debut	26	DEF LEPPARD Four Letter Word (Island/IDJMG)	167	+84	14942	1	20/3
26	27	CHRIS ROBINSON Safe In The Arms Of Love (Redline)	152	+7	12213	4	13/0
25	28	SYSTEM OF A DOWN Inner Vision (American/Columbia)	149	+4	12273	3	14/1
29	29	QUEENS OF THE STONE AGE No One Knows (Interscope)	147	+19	12292	7	13/0
27	30	AUDIOVENT Looking Down (Atlantic)	144	+3	8833	5	17/0

37 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 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

EXIES My Goddess (Virgin)
Total Plays: 139, Total Stations: 18, Adds: 1

MUDVAYNE Not Falling (No Name/Epic)
Total Plays: 135, Total Stations: 14, Adds: 0

KORN Alone I Break (Immortal/Epic)
Total Plays: 105, Total Stations: 9, Adds: 0

TRUSTCOMPANY Running From Me (Geffen/Interscope)
Total Plays: 94, Total Stations: 11, Adds: 1

RA Do You Call My Name (Republic/Universal)
Total Plays: 90, Total Stations: 13, Adds: 1

CRAZY TOWN Drowning (Columbia)
Total Plays: 84, Total Stations: 8, Adds: 0

MUST Freechild (Wind-up)
Total Plays: 84, Total Stations: 7, Adds: 0

VONRAY Inside Out (Elektra/EEG)
Total Plays: 82, Total Stations: 8, Adds: 0

BREAKING BENJAMIN Polyamorous (Hollywood)
Total Plays: 77, Total Stations: 6, Adds: 0

CINDER Soul Creation (Geffen/Interscope)
Total Plays: 67, Total Stations: 10, Adds: 2

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
ZWAN Honestly (Reprise)	8
SEETHER Fine Again (Wind-up)	5
BLANK THEORY Middle Of Nowhere (New Line)	4
DEF LEPPARD Four Letter Word (Island/IDJMG)	3
SOCIALBURN Down (Elektra/EEG)	2
CINDER Soul Creation (Geffen/Interscope)	2
DONNAS Take It Off (Lookout/Atlantic)	2
AUDIOSLAVE Gasoline (Interscope/Epic)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DEF LEPPARD Four Letter Word (Island/IDJMG)	+84
SOCIALBURN Down (Elektra/EEG)	+62
FOO FIGHTERS All My Life (Roswell/RCA)	+41
GOV'T MULE Drivin' Rain (ATO)	+39
PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)	+31
DAVE MATTHEWS BAND Grey Street (RCA)	+31
ZWAN Honestly (Reprise)	+23
INCUBUS Drive (Immortal/Epic)	+22
CREED Weathered (Wind-up)	+21
P.O.D. Youth Of The Nation (Atlantic)	+21

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)	284
CREED One Last Breath (Wind-up)	253
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	237
GODSMACK I Stand Alone (Republic/Universal)	211
STAIN'D For You (Flip/Elektra/EEG)	174
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	169
NICKELBACK Too Bad (Roadrunner/IDJMG)	162
LINKIN PARK In The End (Warner Bros.)	159
TOMMY LEE Hold Me Down (MCA)	150
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	147
DEFAULT Wasting My Time (TVT)	147
3 DOORS DOWN Kryptonite (Republic/Universal)	146
PRIMUS W/OZZY N.I.B. (Divine/Priority)	136
GODSMACK Awake (Republic/Universal)	130
DEFAULT Deny (TVT)	125
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	115
DISTURBED Down With The Sickness (Giant/Reprise)	111

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

Reporters

<p>WONE/Akron, OH * OM: Nick Anthony PD: T.K. O'Grady APD: Tim Daugherty No Adds</p>	<p>WKGB/Binghamton, NY PD: Jim Fine MD: Tim Boland EXIES "Goddess" NOISE THERAPY "Get" RA "Call"</p>	<p>WTUE/Dayton, OH * PD: Tony Tibord APD/MD: John Beaulieu DEF LEPPARD "Four" SEETHER "Fine"</p>	<p>WCLG/Morgantown, WV PD: Jeff Miller MD: Dave Mardock 1 EXIES "Goddess" 1 RA "Call"</p>	<p>WMMR/Philadelphia, PA * PD: Sam Milkman APD/MD: Ken Zepeto 1 PEARL JAM "Save" 1 RED HOT CHILI "Stop"</p>	<p>KBER/Salt Lake City, UT * OM: Bruce Jones MD: Dave Mardock APD/MD: Helen Powers 3 RA "Call" SOCIALBURN "Down"</p>	<p>WAQX/Syracuse, NY * PD/MD: Bob O'Dell APD: Dave Frisina No Adds</p>	<p>KMOD/Tulsa, OK * PD/MD: Rob Hurt OUTSPOKEN "Partner" SHOOTING STAR "Rise"</p>
<p>KZRR/Albuquerque, NM * Dir/Prog: Bill May PD: Phil Mahoney MD: Rob Brothers No Adds</p>	<p>WBUF/Buffalo, NY * PD: John Paul No Adds</p>	<p>KLAQ/EI Paso, TX * PD: Magic Mike Ramsey APD/MD: Glenn Garza SEETHER "Fine"</p>	<p>WDHA/Morrisstown, NJ * PD/MD: Tarric Carr 2 DONNAS "Dit" 2 ZWAN "Honestly" CINDER "Soul"</p>	<p>KDKB/Phoenix, AZ * PD: Joe Bonadonna MD: Dock Ellis No Adds</p>	<p>KSJO/San Francisco, CA * OM: Gary Schoenwetter MD: Zakk Tyler AUDIOSLAVE "Gasoline" SOCIALBURN "Down"</p>	<p>WIOT/Toledo, OH * PD/MD: Dave Rossi No Adds</p>	<p>WMZK/Wausau, WI No Adds</p>
<p>KZMX/Alexandria, LA PD: Steve Casey MD: Pat Cloud No Adds</p>	<p>WRQK/Canton, OH * PD/MD: Todd Downard 2 TRUSTCOMPANY "Me"</p>	<p>WPHD/EI Mira-Coming, NY GM/PO: George Harris MD: Stephen Shiner 29 PUDDLE OF MUDD "Hates"</p>	<p>WBAB/Nassau-Suffolk, NY * PD: John Olsen APD/MD: John Parise No Adds</p>	<p>WHEB/Portsmouth, NH * PD: Alex James ZWAN "Honestly" SEETHER "Fine"</p>	<p>KZOZ/San Luis Obispo, CA PD: David Alwood APD: London Fields MD: Jordan Black 10 BRUCE SPRINGSTEEN "Rising" 10 GODSMACK "Alive" CREED "Weathered" DONNAS "Dit"</p>	<p>WKLX/Traverse City, MI PD/MD: Terri Ray 12 NICKELBACK "Too" 6 FUEL "Hemorrhage" 5 SPARTA "As" BON JOVI "Bounce"</p>	<p>WRQR/Wilmington, NC No Adds</p>
<p>WZZD/Allentown, PA * PD: Robin Lee MD: Keith Moyer No Adds</p>	<p>WPXC/Cape Cod, MA OM: Steve McVie PD: Suzanne Tomaine 9 LINKIN PARK "Crawling" 5 SEETHER "Fine"</p>	<p>WRQC/Fayetteville, NC * OM: Paul Michaels MD: Mark Arsen MD: Al Field BLANK THEORY "Nowhere" SEETHER "Fine"</p>	<p>KFZX/Odessa-Midland, TX PD/MD: Steve Driscoll No Adds</p>	<p>WHJY/Providence, RI * PD: Joe Bevilacqua APD: Doug Palmieri MD: John Laurenti No Adds</p>	<p>KZOX/Santa Rosa, CA * PD/MD: Don Harrison Asst. MD: Todd Payne 3 SYSTEM OF A DOWN "Inner" 2 DEF LEPPARD "Four" SEVENUST "James" ZWAN "Honestly"</p>	<p>KLPX/Tucson, AZ * PD/MD: Jonas Hunter APD: Chita No Adds</p>	<p>WROR/Wilmington, NC OM: John Stevens APD/MD: Gregg Stapp No Adds</p>
<p>KWHL/Anchorage, AK PD: Larry Snider MD: Kathy Mitchell 7 ZWAN "Honestly" SEETHER "Fine"</p>	<p>WKLC/Charleston, WV PD/MD: Mike Rappaport SOCIALBURN "Down" ZWAN "Honestly"</p>	<p>KLOL/Houston, TX * OM/PO: Vince Richards MD: Steve Fitz No Adds</p>	<p>KEZO/Omaha, NE * PD/MD: Bruce Patrick 3 DEF LEPPARD "Four"</p>	<p>WHYJ/Providence, RI * PD: Joe Bevilacqua APD: Doug Palmieri MD: John Laurenti No Adds</p>	<p>KKFX/Santa Rosa, CA * PD/MD: Don Harrison Asst. MD: Todd Payne 3 SYSTEM OF A DOWN "Inner" 2 DEF LEPPARD "Four" SEVENUST "James" ZWAN "Honestly"</p>	<p>WNCN/Youngstown, OH * PD: Chris Patrick No Adds</p>	
<p>WAPL/Appleton, WI * PD: Joe Casero APD/MD: Chrimer No Adds</p>	<p>WEBN/Cincinnati, OH * OM/PO: Scott Reinhart MD: Rick "The Dude" Vaske No Adds</p>	<p>WRKR/Kalamazoo, MI OM: Mike McKelly PD/MD: Jay Deacon 8 NICKELBACK "Remind" 7 STAIN'D "Fate" 12 Day" FOO FIGHTERS "Lac"</p>	<p>WRRX/Pensacola, FL * OM/PO: Dan McClintock 1 BLANK THEORY "Nowhere" SEETHER "Fine"</p>	<p>WCMF/Rochester, NY * PD: John McCrae MD: Dave Kane PRACIER "Bull" TRIBE OF JUICAH "Nothing" ZWAN "Honestly"</p>	<p>KXUS/Springfield, MO PD: Tony Matteo MD: Mark McClain No Adds</p>	<p>WVWX/Rockford, IL OM/PO: Chris "Weathered" EXIES "Goddess" RA "Call" SEVENUST "James"</p>	<p>KTUX/Shreveport, LA * PD: Kevin West MD: Flynn Stone No Adds</p>
<p>KIOG/Beaumont, TX * OM: Debbie Wyck PD/MD: Mike Davis DONNAS "Dit" BLANK THEORY "Nowhere"</p>	<p>WVRK/Columbus, GA OM: Brian Waters 2 CHRIS ROBINSON "Arms" 2 SEETHER "Fine"</p>	<p>KFRQ/McAllen, TX * PD: Alex Duran PD: Paula Newell MD: Monte Montana ZWAN "Honestly"</p>	<p>WVXX/Peoria, IL PD: Jamie Markley MD: Debbie Hunter BLANK THEORY "Nowhere" ZWAN "Honestly"</p>	<p>WXXR/Rockford, IL OM/PO: Chris "Weathered" EXIES "Goddess" RA "Call" SEVENUST "James"</p>	<p>WQWZ/Macon, GA No Adds</p>	<p>WQWZ/Macon, GA No Adds</p>	

*Monitored Reporters

57 Total Reporters

37 Total Monitored

20 Total Indicator

19 Current Indicator Playlists

Did Not Report, Playlist Frozen (1):
WQBZ/Macon, GA

R&R Active Rock Top 50

December 6, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DISTURBED Prayer (Reprise)	1813	+14	156000	18	58/0
2	2	AUDIOSLAVE Cochise (Interscope/Epic)	1778	+69	143626	10	57/0
3	3	NIRVANA You Know You're Right (Geffen/Interscope)	1682	+6	150574	10	57/0
5	4	CHEVELLE The Red (Epic)	1650	+65	139055	23	58/0
6	5	3 DOORS DOWN When I'm Gone (Republic/Universal)	1632	+94	140302	11	58/0
4	6	STONE SOUR Bother (Roadrunner/IDJMG)	1577	-10	128405	18	54/0
7	7	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	1453	-51	133966	19	56/0
8	8	FOO FIGHTERS All My Life (Roswell/RCA)	1451	+24	119530	14	57/1
9	9	SALIVA Always (Island/IDJMG)	1441	+93	126914	12	58/0
10	10	SYSTEM OF A DOWN Aerials (American/Columbia)	1239	-97	114627	28	57/0
11	11	TAPROOT Poem (Velvet Hammer/Atlantic)	1235	+97	102201	15	58/0
13	12	SEETHER Fine Again (Wind-up)	993	+132	86070	22	50/0
14	13	SYSTEM OF A DOWN Inner Vision (American/Columbia)	950	+112	72703	5	54/0
16	14	MUDVAYNE Not Falling (No Name/Epic)	897	+82	75898	10	54/0
17	15	QUEENS OF THE STONE AGE No One Knows (Interscope)	868	+105	62955	11	49/1
20	16	CREED Weathered (Wind-up)	828	+130	72927	5	48/3
15	17	NICKELBACK Never Again (Roadrunner/IDJMG)	784	-46	68241	23	47/0
18	18	KORN Alone I Break (Immortal/Epic)	762	+29	62639	8	54/0
21	19	RA Do You Call My Name (Republic/Universal)	697	+80	57614	12	50/2
23	20	EXIES My Goddess (Virgin)	669	+75	49928	8	51/0
12	21	PEARL JAM I Am Mine (Epic)	653	-265	43880	12	42/0
24	22	TRAPT Headstrong (Warner Bros.)	621	+35	41144	10	45/0
25	23	CRAZY TOWN Drowning (Columbia)	610	+57	46185	8	48/0
27	24	TRUSTCOMPANY Running From Me (Geffen/Interscope)	592	+62	45756	7	47/1
32	25	SOCIALBURN Down (Elektra/EEG)	590	+214	52357	4	54/1
28	26	CINDER Soul Creation (Geffen/Interscope)	549	+35	45738	7	49/1
30	27	AUDIOVENT Looking Down (Atlantic)	449	-6	36410	10	40/0
22	28	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	449	-161	30004	12	31/0
29	29	HOOBASTANK Remember Me (Island/IDJMG)	390	-71	31342	13	34/0
33	30	PACIFIER Bullitproof (Arista)	371	+74	28163	6	36/0
26	31	BLINDSIDE Pitiful (Elektra/EEG)	356	-180	23330	19	43/0
49	32	ZWAN Honestly (Reprise)	309	+260	22282	2	39/28
31	33	THEORY OF A DEADMAN Nothing Could... (Roadrunner/IDJMG)	290	-125	26286	20	25/0
35	34	NOISE THERAPY Get Up (Redline)	271	+41	21900	4	29/2
36	35	DEFAULT Live A Lie (TVT)	221	+3	13733	9	21/0
34	36	CKY Flesh Into Gear (Island/IDJMG)	212	-19	16794	7	29/1
38	37	SEVENDUST Xmas Day (TVT)	174	+51	14284	3	20/2
45	38	DISTURBED Remember (Reprise)	159	+85	15216	3	12/10
40	39	SUM 41 Still Waiting (Island/IDJMG)	154	+37	10384	5	13/1
39	40	VINES Outtathaway (Capitol)	131	+9	8159	5	13/1
37	41	PAPA ROACH Time And Time Again (DreamWorks)	130	-58	9706	11	14/0
43	42	SPARTA Air (DreamWorks)	120	+33	10840	2	15/1
41	43	DEADSY Brand New Love (Elementree/DreamWorks)	110	+5	5587	4	12/0
42	44	EARSHOT Not Afraid (Warner Bros.)	86	-11	5633	15	10/0
46	45	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	72	+13	12164	2	3/1
Debut	46	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	67	+53	10033	1	2/1
Debut	47	DONNAS Take It Off (Lookout/Atlantic)	65	+42	4417	1	13/2
47	48	JACKYL Kill The Sunshine (Humidity)	63	+5	6572	9	4/0
Debut	49	LINKIN PARK My December (Warner Bros.)	60	+21	9014	1	2/1
Debut	50	VEX RED Can't Smile (Virgin)	50	+6	1962	1	5/0

Most Added.

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
ZWAN Honestly (Reprise)	28
BLANK THEORY Middle Of Nowhere (New Line)	13
DISTURBED Remember (Reprise)	10
CREED Weathered (Wind-up)	3
RA Do You Call My Name (Republic/Universal)	2
NOISE THERAPY Get Up (Redline)	2
SEVENDUST Xmas Day (TVT)	2
DONNAS Take It Off (Lookout/Atlantic)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZWAN Honestly (Reprise)	+260
SOCIALBURN Down (Elektra/EEG)	+214
SEETHER Fine Again (Wind-up)	+132
CREED Weathered (Wind-up)	+130
SYSTEM OF A DOWN Inner Vision (American/Columbia)	+112
QUEENS OF THE STONE AGE No One Knows (Interscope)	+105
TAPROOT Poem (Velvet Hammer/Atlantic)	+97
3 DOORS DOWN When I'm Gone (Republic/Universal)	+94
SALIVA Always (Island/IDJMG)	+93
DISTURBED Remember (Reprise)	+85

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
GOOSMACK I Stand Alone (Republic/Universal)	651
KORN Thoughtless (Immortal/Epic)	592
STAIN'D For You (Flip/Elektra/EEG)	550
PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)	502
LINKIN PARK In The End (Warner Bros.)	499
KORN Here To Stay (Immortal/Epic)	490
TRUSTCOMPANY Downfall (Geffen/Interscope)	476
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	470
TOOL Schism (Volcano)	468
SYSTEM OF A DOWN Toxicity (American/Columbia)	433
DISTURBED Down With The Sick (Giant/Reprise)	425
P.O.D. Alive (Atlantic)	408
P.O.D. Youth Of The Nation (Atlantic)	377
LINKIN PARK One Step Closer (Warner Bros.)	373
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	372
DEFAULT Wasting My Time (TVT)	362
EARSHOT Get Away (Warner Bros.)	355
HOOBASTANK Crawling In The Dark (Island/IDJMG)	346
LINKIN PARK Crawling (Warner Bros.)	339
NICKELBACK Too Bad (Roadrunner/IDJMG)	320


58 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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

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December 6, 2002

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America's Best Testing Active Rock Songs 12+
For The Week Ending 12/6/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
DISTURBED Prayer (Reprise)	4.14	4.15	91%	23%	4.13	96%	27%
STONE SOUR Bother (Roadrunner/IDJMG)	4.07	4.02	87%	25%	3.86	92%	32%
MUDVAYNE Not Falling (No Name/Epic)	4.07	4.01	69%	10%	4.10	75%	11%
CHEVELLE The Red (Epic)	4.07	3.98	85%	21%	3.98	88%	25%
SYSTEM OF A DOWN Innervision (American/Columbia)	4.02	3.94	65%	8%	3.97	68%	9%
SALIVA Always (Island/IDJMG)	3.99	3.93	87%	17%	3.90	90%	18%
TAPROOT Poem (Velvet Hammer/Atlantic)	3.97	3.93	77%	13%	3.88	79%	16%
SYSTEM OF A DOWN Aerials (American/Columbia)	3.91	3.94	94%	39%	3.94	95%	41%
SEETHER Fine Again (Wind-up)	3.90	3.87	75%	14%	3.72	79%	19%
KORN Alone I Break (Immortal/Epic)	3.87	3.82	84%	15%	3.91	83%	15%
FOO FIGHTERS All My Life (Roswell/RCA)	3.83	3.89	89%	21%	3.76	91%	24%
AUDIOSLAVE Cochise (Epic)	3.81	3.85	81%	20%	3.91	89%	19%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.80	3.81	85%	16%	3.65	89%	22%
GODSMACK I Stand Alone (Republic/Universal)	3.79	3.81	95%	47%	3.73	97%	53%
TRAPT Headstrong (Warner Bros.)	3.75	3.64	49%	7%	3.63	48%	6%
RA Do You Call My Name (Republic/Universal)	3.74	3.79	49%	8%	3.58	51%	9%
NIRVANA You Know You're Right (Geffen/Interscope)	3.74	3.78	95%	28%	3.71	97%	31%
TRUSTCOMPANY Running From Me (Geffen/Interscope)	3.71	3.74	60%	11%	3.65	61%	11%
AUDIOVENT Looking Down (Atlantic)	3.66	3.64	59%	9%	3.47	59%	9%
QUEENS OF THE STONE AGE No One Knows (Interscope)	3.64	3.79	77%	19%	3.44	84%	24%
THEORY OF A DEADMAN Nothing Could... (Roadrunner/IDJMG)	3.64	-	65%	15%	3.43	67%	20%
HOOBASTANK Remember Me (Island/IDJMG)	3.63	3.53	77%	19%	3.43	81%	23%
CINDER Soul Creation (Geffen/Interscope)	3.61	3.50	39%	6%	3.66	43%	6%
NICKELBACK Never Again (Roadrunner/IDJMG)	3.58	3.67	93%	41%	3.34	97%	49%
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	3.52	3.61	95%	44%	3.14	97%	53%
EXIES My Goddess (Virgin)	3.43	3.32	40%	8%	3.31	41%	8%
PEARL JAM I Am Mine (Epic)	3.28	3.36	85%	28%	3.15	89%	31%
RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	3.18	3.17	90%	37%	3.02	90%	42%
CREED Weathered (Wind-up)	3.13	3.11	80%	33%	2.99	86%	38%
CRAZY TOWN Drowning (Columbia)	3.08	2.96	60%	19%	2.91	64%	21%

Total sample size is 580 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 407-523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

New & Active

BLANK THEORY Middle Of Nowhere (New Line)
Total Plays: 42, Total Stations: 18, Adds: 13

Songs ranked by total plays

Indicator

Most Added®

- ZWAN Honestly (Reprise)
- SPARTA Air (DreamWorks)
- BLANK THEORY Middle Of Nowhere (New Line)
- DISTURBED Remember (Reprise)
- DONNAS Take It Off (Lookout/Atlantic)
- AUDIOSLAVE Cochise (Interscope/Epic)
- SOCIALBURN Down (Elektra/EEG)
- CREED Weathered (Wind-up)
- PACIFIER Bullitproof (Arista)
- RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)
- BLINDSIDE Sleepwalking (Elektra/EEG)
- COLDPLAY Clocks (Capitol)
- NEW FOUND GLORY Head On Collision (MCA)

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10100 Santa Monica Blvd., 3rd Floor
Los Angeles, CA 90067

Reporters

WQBK/Albany, NY * PD/MD: Chilli Walker OM: Blank Theory "Nowhere" ZWAN "Honestly"	WMMS/Cleveland, OH * PD: Jim Trapp MD: Slats 10. FOO FIGHTERS "Life" ZWAN "Honestly"	KRZR/Fresno, CA * OM/MD: E. Curtis Johnson MD: Rick Roddam 14. ZWAN "Honestly" 7. DISTURBED "Remember"	WCCC/Hartford, CT * OM: Michael Picozzi APD/MD: Mike Karolyi No Adds	KIBZ/Lincoln, NE OM: Julie Gade PD: E.J. Marshall APD: Sparshy MD: Samantha Knight 6. ZWAN "Honestly"	WRAT/Monmouth-Ocean, NJ * No Adds	KUFO/Portland, OR * OM: Dave Numme APD/MD: Al Scott CREED "Weathered"	KIOZ/San Diego, CA * Dir/Prog: Jim Richards PD/MD: Shauna Moran-Brown No Adds	KZRO/Springfield, MO OM: Dave DeFranzo MD: George Spankmeister 5. ZWAN "Honestly"
KZRK/Amarillo, TX PD/MD: Eric Stacyer 5. ZWAN "Honestly"	KILO/Colorado Springs, CO * PD: Ross Ford APD: Matt Gentry No Adds	WRDC/Ft. Myers, FL * PD/MD: Fritz 1. ZWAN "Honestly"	KPOI/Honolulu, HI * PD: J.J. Michaels APD/MD: Fil Slash 1. SUM 41 "Get" 1. BLANK THEORY "Nowhere" ZWAN "Honestly"	WTFX/Louisville, KY * OM: Michael Lee MD: Frank Webb BLANK THEORY "Nowhere"	WKQZ/Myrtle Beach, SC PD: Brian Rickman APD/MD: Charley 12. ZWAN "Honestly" 10. DONNAS "Off" 9. SPARTA "Air" COLDPLAY "Clocks" NEW FOUND GLORY "Collision"	KORB/Quad Cities, IA-IL * OM: Danny Sullivan PD: Darren Pitts MD: Dave Levora 1. BLANK THEORY "Nowhere" RA "Get"	KURO/San Luis Obispo, CA PD/MD: Adam Burnes CREED "Weathered"	WXTB/Tampa, FL * OM: Brad Hardin PD: Rick Schmidt APD: Carl Harris MD: Laura Phillips No Adds
WWXX/Wawa/Appleton-Green Bay, WI * PD/MD: Guy Dark BLANK THEORY "Nowhere"	WBZX/Columbus, OH * PD: Hal Fish APD/MD: Ronni Hunter 20. ZWAN "Honestly" DONNAS "Off"	WBVR/Ft. Wayne, IN * OM: Jim Fox 11. DISTURBED "Remember" ZWAN "Honestly"	WAMX/Huntington, WV PD/MD: Paul Ostlund 2. DONNAS "Off" 2. ZWAN "Honestly"	KFMX/Lubbock, TX OM: Wes Nesemann 12. AUDIOSLAVE "Cochise" BLANK THEORY "Nowhere"	WNDR/Norfolk, VA * PD: Harvey Kojan APD/MD: Tim Parker ZWAN "Honestly"	WBBB/Raleigh-Durham, NC * OM/MD: Andy Meyer APD/MD: Gary Poole No Adds	WRBR/South Bend, IN OM: Ron Stryker MD: Eric Meier DISTURBED "Remember" SOCIALBURN "Down" ZWAN "Honestly"	KRTO/Tulsa, OK * PD: Chris Kelly APD: Kelly Garrett 1. CINDER "Soft" ZWAN "Honestly"
WCHZ/Augusta, GA * OM: Harley Drew PD/MD: Chuck Williams 18. ZWAN "Honestly"	KEGL/Dallas-Ft. Worth, TX * PD: Max Dugan APD: Chris Ryan MD: Cindy Scull No Adds	WRUF/Gainesville-Ocala, FL * PD: Harry Guscott MD: Ryan North 19. LININ PARK "December" 15. ZWAN "Honestly" 8. RED HOT CHILI "Stop" 6. NOISE THERAPY "Get"	WRTT/Huntsville, AL * OM: Rob Harder PD/MD: Jimbo Wood APD: Joe Kuner 15. ZWAN "Honestly" BLANK THEORY "Nowhere"	WLJO/Madison, WI * PD: Randy Hawke APD/MD: Blake Patton SEVENDUST "Xmas" ZWAN "Honestly"	KATT/Oklahoma City, OK * OM: Chris Baker MD: Jake Daniels No Adds	KDOT/Reno, NV * PD/MD: Jevs Patterson 1. DISTURBED "Remember" AUDIOSLAVE "Life"	KHTQ/Spokane, WA * OM: Brent Richards MD: Barry Bennett BLANK THEORY "Nowhere" ZWAN "Honestly" 5. FOO FIGHT "Duckie"	KICT/Wichita, KS * PD: D.C. Carter MD: Rick Thomas 3. ZWAN "Honestly" SOCIALBURN "Down"
KRAB/Bakersfield, CA * PD/MD: Danny Spinks CREED "Weathered" DISTURBED "Remember"	KBP/Denver-Boulder, CO * PD: Bob Richards APD/MD: Willie B. No Adds	WKLO/Grand Rapids, MI * PD: Mark Feurle Asst. MD: Tom Stavrou 3. SEVENDUST "Xmas" DONNAS "Off"	KQRC/Kansas City, MO * PD: Neal Minsky APD/MD: Don Jantzen ZWAN "Honestly"	WGIR/Manchester, NH PD: Valerie Knight MD: Meegan Collier 11. DISTURBED "Remember" 5. ZWAN "Honestly" 1. PAKIFIED "Bluff" SPARTA "Air"	KROC/Omaha, NE * PD: Tim Sheridan MD: Jon Terry 17. ZWAN "Honestly" 1. NOISE THERAPY "Get" SPARTA "Air"	WNVE/Rochester, NY * PD: Erick Anderson MD: Don Vincent 19. CREED "Weathered" ZWAN "Honestly"	WQLZ/Springfield, IL PD: Ray Lytle MD: Rocky No Adds	WBSX/Wilkes-Barre, PA * OM: Jules Riley PD: Chris Lloyd MD: Freddie No Adds
WYYY/Baltimore, MD * OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman No Adds	KAZR/Des Moines, IA * PD: Sean Elliott MD: Jo Michaels 1. BLANK THEORY "Nowhere" ZWAN "Honestly"	WZOR/Green Bay, WI PD: Roxanne Steele ZWAN "Honestly" BLINDSIDE "Sleepwalking"	KLFX/Killeen-Temple, TX PD/MD: Bob Fonda 19. SPARTA "Air"	WLZR/Milwaukee, WI * PD: Mike Stern MD: Marilyn Mee 2. BLIZZORIN "Hands" 1. DISTURBED "Remember" 1. QUEENS OF "Xmas"	WTKX/Pensacola, FL * Dir/Prog: Joel Sampson APD/MD: Mark "The Shark" Dyba 22. ZWAN "Honestly"	KRXQ/Sacramento, CA * Str. Mgr. Curtis Johnson PD: Pat Martin MD: Paul Marshall No Adds	WLZX/Springfield, MA * PD: Scott Laudani MD: Becky Pohotsky 1. TRUSTCOMPANY "We Vines Out" ZWAN "Honestly"	WBSX/Wilkes-Barre, PA * OM: Jules Riley PD: Chris Lloyd MD: Freddie No Adds
WCPB/Biloxi-Gulfport, MS * OM: Wayne Watkins PD: Scott Fox MD: Mitch Cry 1. ZWAN "Honestly" BLANK THEORY "Nowhere"	WRIF/Detroit, MI * OM/MD: Doug Podell APD/MD: Mark Pennington SHOOTING STAR "Ball"	WXOR/Greenville, NC * PD: Brian Rickman MD: Wes Adams BLANK THEORY "Nowhere"	WJXQ/Lansing, MI * OM: Bob Olson MD: Kevin Conrad No Adds	KXKR/Minneapolis, MN * OM: Dave Hamilton PD: Wade Linder MD: Pablo LEISUREWORLD "Dead" ZWAN "Honestly"	WIXO/Peoria, IL PD/MD: Matt Bahan 3. ZWAN "Honestly" BLANK THEORY "Nowhere"	WKDZ/Saginaw, MI * PD: Hunter Scott APD/MD: Sean Kelly 18. DISTURBED "Remember" 17. ZWAN "Honestly" BLANK THEORY "Nowhere"	WZBH/Salisbury, MD PD: Shawn Murphy APD/MD: Miki Hunter BLANK THEORY "Nowhere"	KISS/San Antonio, TX * OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz ZWAN "Honestly"
WRRX/Chattanooga, TN * PD: Boner MD: Dave Spain 1. ZWAN "Honestly" BLANK THEORY "Nowhere"	WGAF/Evansville, IN PD: Fatboy APD/MD: Silck Nick RED HOT CHILI "Stop" ZWAN "Honestly"	WTPY/Greenville, SC * PD/MD: Mark Hendrix BLANK THEORY "Nowhere" DISTURBED "Remember"	WJZZ/Lexington-Fayette, KY * OM/MD: Clyde Bass MD: Suzy Boe OKY "Gear"	KMRO/Modesto, CA * PD/MD: Jack Paper APD: Matt Foley DISTURBED "Remember" ZWAN "Honestly"	WYSP/Philadelphia, PA * OM/MD: Tim Sabean APD: Gil Edwards MD: Nancy Palumbo No Adds	WZBH/Salisbury, MD PD: Shawn Murphy APD/MD: Miki Hunter BLANK THEORY "Nowhere"	KISS/San Antonio, TX * OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz ZWAN "Honestly"	

* Monitored Reporters
74 Total Reporters
58 Total Monitored
16 Total Indicator



ON THE RECORD

With
Tish Lacy
PD/MD, KCLB/Palm Springs, CA



In a corporate meeting with other PDs and GMs, I was asked, "Do you think there is a messiah on the horizon who will change the face of music?" My answer was, "No, I don't see a messiah, but I do see a prophet here and there." • For example, Disturbed. Their sophomore effort, *Believe*, showed that they didn't have to remake their first album to stay successful. That's integrity. Too bad other bands can't seem to follow that same path. • Not quite prophets but still

spreading the word are Blindside, Draggpipe, Trapt, Vonray, Stone Sour, Queens Of The Stone Age and Sevendust. • I get all warm and fuzzy when I think about Chris Cornell (Audioslave) putting out new music. It goes along with Jerry Cantrell's album, even though Alice In Chains are no more. And to have a new song from Nirvana is like getting a Christmas present early. Did I just get out of high school again, and where is my copy of *Singles* to watch? • Kudos to the labels that realized that mainstream Rock and Active Rock aren't the same format. Yes, we do share, but it's nice to know that there are records out that I can actually play during the day. • One more thing: It's nice to know there are still OMs and GMs out there who have enough confidence in their PDs to let them do their jobs and not just go off of research. Cheers!

ACTIVE ROCK: Zwan grab hold of the format with 28 adds on "Honestly" and +260 spins. That makes for a nice climb up the chart to 32 with support from the likes of WAAF/Boston (18 spins); WBZX/Columbus, OH (20 spins); and WTKX/Pensacola, FL (22 spins) ... **Blank Theory** start off with 13 adds on "Middle of Nowhere." This is a no-brainer, and if you don't have the CD, contact Kevin Kertes at 310-967-6569 to find out for yourself ... **Disturbed's** new single, "Remember," is getting before-the-box support, as 10 adds come in this week, and it moves 45-38 ... **Socialburn** continue to develop with +214 plays as they rise to No. 25 on the chart ... It's rewarding to watch a song that you've liked from the beginning make constant progress. Case in point, **Seether's** "Fine Again." At 22 weeks, the track scores +132 spins and is in sight of the top 10 ... **ROCK:** Zwan take eight official adds in the first week and lead the Most Added ... **Seether** get another five adds and go from 21-17 on the chart ... **Blank Theory** score four adds ... **Def Leppard's** "Four Letter Word" debuts at No. 26 with three new adds ... **MAX PIX: FEARL JAM** "Save You" (Epic)



— *Cynae Maxwell, Active Rock/Rock Editor*

active INSIGHT

ARTIST: **Blood Brothers**

LABEL: **ARTISTdirect**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR

Ever walk into a big cobweb? You know, the kind that sends your body into an involuntary spaz state, where you flail uncontrollably with your arms while doing some off-kilter trot/dance to escape said web. It's enough to make people think you missed the short bus home. Prepare to meet the musical equivalent.

Boasting a musical palette that includes everything from guitars and xylophones to the kitchen sink and its noisy garbage-disposal unit, Seattle's **The Blood Brothers** are the gas-huffing neighbors you don't want living next to you but can't help spying on. Formed back in 1997, the group built their own buzz with two independent releases — *March On Electric Children* and *This Adultery Is Ripe* — that inspired as much critical acclaim as they did head-scratching. No one could put their finger on what the hell it is these guys do — crazy-core, perhaps — but it sure as hell makes for interesting listening.

For the group's major-label debut on ARTISTdirect, they teamed up with renowned



hard-rock producer Ross Robinson, who's twiddled the knobs for everyone from Korn to At The Drive In. Fortunately, the label let them all do what they wanted — not that it could have been done any other way.

With *Burn. Piano Island. Burn.*, the Brothers set fire to all convention and blaze their way through whatever genre wanders onto their path. Listen to the title track, where sleigh bells and distortion delirium coexist. "Every Breathe Is Bomb" bounces between scream ska and some sort of Mr. Bungle-d sonic experiment.

If the title of "Ambulance Vs. Ambulance" doesn't inspire some wild scenarios, its frenetic, racing energy is enough to cause mental whiplash. Sample lyric: "His head was a faucet leaking love, laughter and lies/All his secret wishers, all his world-famous sighs." Wrap your head (and car) around that one. Or try this cryptic line from the magnificently titled "Fucking's Greatest Hits": "You're bobbing chlorine apples in the broth bucket of envy's gruel." Delicious confusion, perhaps, but such spaz-tastic sounds are sure to bring hardcore, punk and metal fans to these mad hatters' tea party.

TELL US WHAT YOU THINK!

Share your opinion about this column — go to www.radioandrecords.com and click the Message Boards button.

Record Of The Week

Artist: **The Donnas**
Title: *Spend The Night*
Label: Lookout/Atlantic



Seriously, Active Rock and Rock formats, I was beginning to think you didn't like girls. Then you turn around and make The Donnas' "Take It Off" the No. 1 Most Added track at both formats last week. These Palo Alto, CA powerpuffs have been kicking ass for years in the independent rock scene, and now they've delivered their most consistent album to date with their major-label debut, *Spend the Night*. The group's AC/DC-meets-Ramones aesthetic is fully intact and further focused, and six-stringer Donna R (Allison Robertson) continues to show that she's heir apparent to Angus Young's guitar crown, despite her gender. Sure, there's some kitsch to their kick, but they're the cool seniors at Rock 'n' Roll High School that you, and your listeners, are dying to hang out with.

— *Frank Correia*

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R&R, c/o Mike Davis:

10100 Santa Monica Blvd., 3rd Floor, Los Angeles, CA 90067

e-mail: mdavis@radioandrecords.com

R&R Top 20 Specialty Artists

December 6, 2002

1. **MUDVAYNE** (*No Name/Epic*) "Not Falling," "Silenced"
2. **OPETH** (*Koch*) "Deliverance," "Master's Apprentice"
3. **PRONG** (*Locomotion*) "Snap Your Fingers... (Live)," "Controller (Live)"
4. **NAPALM DEATH** (*Spitfire*) "Icing On The Hate," "Blows To The Body"
5. **DEMON HUNTER** (*Solid State*) "Screams Of The Undead," "I Have Seen..."
6. **DOWNTHE SUN** (*Roadrunner/IDJMG*) "Medicated," "Enslaved"
7. **PROJECT 86** (*Atlantic*) "Another Boredom Movement," "Hollow Again"
8. **SHADOWS FALL** (*Century Media*) "Destroyer Of Senses," "Stepping Outside..."
9. **KITTIE** (*Artemis*) "Safe," "Pain (Live)"
10. **STONE SOUR** (*Roadrunner/IDJMG*) "Get Inside," "Blotter"
11. **AUDIOSLAVE** (*Interscope/Epic*) "Cochise," "Show Me How To Live"
12. **LACUNA COIL** (*Century Media*) "Swamped," "Heaven's A Lie"
13. **RISE ABOVE** (*Sanctuary/SRG*) "My War," "Thirsty & Miserable"
14. **SKINLAB** (*Century Media*) "Anthem For A Fallen Star," "Bullet With..."
15. **TAPROOT** (*Atlantic*) "Poem," "Dreams"
16. **TRAPT** (*Warner Bros.*) "Headstrong," "Still Frame"
17. **QUEENS OF THE STONE AGE** (*Interscope*) "Millionaire," "No One Knows"
18. **SYSTEM OF A DOWN** (*American/Columbia*) "Inner Vision," "I-E-A-I-A-I-O"
19. **CATHEDRAL** (*Spitfire*) "Phoenix Rising," "Resisting The Ghost"
20. **SHEAVY** (*Music Cartel*) "Firebird 350," "Synchronized"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.



JIM KERR

jkerr@radioandrecords.com

A Tale Of Two Tables

□ An enlightening look at how error affects callout scores

Last week I pointed out that callout scores are not precise measurements but, rather, estimates subject to error. This week I take a look at a real callout test and examine some of the issues surrounding its interpretation.

The first thing I want you to do is look at Table 1, which contains actual results from a real callout research test. Please ignore the band names and pay attention to the scores alone. To allow you to focus more on the scores than the actual test, I changed all the band names to those on the Urban chart.

Table 1 would be the actual scores you would receive if your radio station commissioned this callout test. Take a look at the scores and the ranking of songs. Let's address a couple of ways people would use this data.

Don't Try This At Home

At a significant number of radio stations, in markets big and small, the data would be used exactly like this: The program director would take the list and count down the number of songs in his "A" rotation and draw a line.

Then he would count down from there the number of songs in his "B" rotation and draw a line. He would do this for each of his main current categories. After accounting for drops, the programmer would then simply change his categories to match the sheet in front of him.

This is absolutely the wrong way to use callout research. This is reliance on callout to an absurd degree. It's also a clear indication of the "crisis in instruction" that I mentioned last week. But it happens, and it is not uncommon.

This reason it is bad will be revealed when we look at Table 2. Interestingly, this example of poor interpretation of callout also reveals callout's value. As poorly as this data might be used, it is still better than not using callout at all. It is better because, while the order of the songs could clearly be put together

with more sophistication, odds are that the "A" rotation songs are going to be good and the stiffs will be off the air. The biggest problem with this way of doing things is that you are leaving a large bulk of your rotations to pure chance.

If you look at callout scores not as perfect scores, but as estimates that are subject to error, the difficulty in interpreting them becomes apparent.

Table 2

Believe it or not, this table is statistically identical to Table 1. The only difference is that I added one standard deviation to the bottom half and subtracted one standard deviation from the top half. This margin of error was +/- 0.19. Despite the change in rank and scores, statisticians would say that both of these tables could be the normal result of a single callout test.

ARTIST Song	Score
1. MISSY ELLIOTT Work It	3.81
2. JAHEIM Fabulous	3.77
3. ERICK SERMON React	3.75
4. EMINEM Lose Yourself	3.74
5. CAM'RON Hey Ma	3.70
6. AMERIE Talkin' To Me	3.69
7. B2K Why I Love You	3.69
8. EVE Gangsta Lovin'	3.68
9. JENNIFER LOPEZ Jenny From The Block	3.66
10. R. KELLY Ignition	3.64
11. DRU HILL I Should Be	3.57
12. LL COOL J Luv U Better	3.56
13. FAT JOE Crush Tonight	3.56
14. ERYKAH BADU Love Of My Life	3.55
15. BIG TYMERS Oh Yeah	3.51
16. JA RULE Thug Lovin'	3.50
17. BABY Do That...	3.50
18. MUSIQ Dontchange	3.48
19. SEAN PAUL Gimme The Light	3.48
20. FIELD MOB Sick Of Being Lonely	3.48
21. JAY-Z I/BEYONCÉ '03 Bonnie & Clyde	3.45
22. NELLY Dilemma	3.42
23. ASHANTI Baby	3.40
24. GINUWINE Stingy	3.40
25. CLIPSE When The Last Time...	3.40
26. NELLY Air Force Ones	3.39
27. MARIO Braid My Hair	3.36
28. AALIYAH I Care 4 U	3.35
29. TLC Girl Talk	3.34
30. NAPPY ROOTS Po' Folks	3.32

Table 1

The following table contains actual results from a real callout research test. Please ignore the artist names and pay attention to the scores alone. To allow you to focus more on the scores than the actual test, I changed all the band names to those on the Urban chart. This test was conducted via the telephone and used a standard screener. The sample base was a relatively huge 350. As a result, this test is likely much more accurate than a callout test that you would see in practical use at radio.

ARTIST Song	Score
1. MISSY ELLIOTT Work It	4.00
2. LL COOL J Luv U Better	3.75
3. ERYKAH BADU Love Of My Life	3.74
4. MUSIQ Dontchange	3.67
5. SEAN PAUL Gimme The Light	3.67
6. JAY-Z I/BEYONCÉ '03 Bonnie & Clyde	3.64
7. NELLY Dilemma	3.61
8. ASHANTI Baby	3.59
9. GINUWINE Stingy	3.59
10. CLIPSE When The Last Time...	3.59
11. NELLY Air Force Ones	3.58
12. MARIO Braid My Hair	3.55
13. AALIYAH I Care 4 U	3.54
14. TLC Girl Talk	3.53
15. NAPPY ROOTS Po' Folks	3.51
16. JAHEIM Fabulous	3.48
17. ERICK SERMON React	3.46
18. EMINEM Lose Yourself	3.45
19. CAM'RON Hey Ma	3.41
20. AMERIE Talkin' To Me	3.40
21. B2K Why I Love You	3.40
22. EVE Gangsta Lovin'	3.39
23. JENNIFER LOPEZ Jenny From The Block	3.37
24. R. KELLY Ignition	3.35
25. DRU HILL I Should Be...	3.28
26. FAT JOE Crush Tonight	3.27
27. BIG TYMERS Oh Yeah	3.22
28. JA RULE Thug Lovin'	3.21
29. BABY Do That...	3.21
30. FIELD MOB Sick Of Being Lonely	3.19

be surprised at just how important your role in music decisions really is.

Mixing Things Up

OK, let's have some fun. Look at Table 2. Believe it or not, this table is statistically identical to Table 1. The only difference is that I added one standard deviation (a measure of error) to the bottom half and subtracted one standard deviation from the bottom half. In this case the margin of error was a rather modest +/- 0.19. Still, applying this error completely mixes up the scores, even though statisticians would say that both this table and Table 1 are normal results of a single callout test.

How can this be? Because callout scores are estimates subject to error, and all of the scores on Table 2, while obviously different from those on Table 1, are within the corresponding score's margin of error.

In fact, to get Table 2, all I did was take the top half of Table 1 and subtract the score's margin of error (its standard deviation) and then add the margin of error to the bottom half.

This reveals some very interesting things about the scores on Table 1. The first thing you'll notice is that No. 1 on both tables is Missy Elliott's "Work It," which should reveal to you a very important thing about callout research: Even with its limitations, it is extremely good at showing you relatively early what the hits and stiffs are.

Like Missy Elliott, but not as obvious, on Table 2 Field Mob's "Sick of Being Lonely" may have moved up

from its extreme position on the bottom on Table 1, but it isn't anywhere near the top. You will notice that the closer you get to the middle of the scores, the harder it is to figure out where songs really belong.

Top To Bottom

Let's look at the scores right above and below the cutoff line where I manipulated the scores to illustrate this further. The songs at Nos. 11-15 on Table 1 moved en masse to the bottom of Table 2. The songs at Nos. 16-20 on Table 1 moved to near the top on Table 2.

In other words, the rank on these songs in the middle could conceivably be anywhere from the top 10 to the bottom 10. Talk about tough to interpret!

This is not to say that you can't use callout to help you judge songs in the middle of the report. Each report is different, and, to be fair, this report is particularly clustered toward the middle. Furthermore, as one researcher told me, "There is more than 'middle' in the middle. There's upper and lower middle, for instance." Still, it isn't easy or clear-cut.

Finally, I want to underscore that this essay is not about debunking callout. Using callout is clearly better than not using callout. However, keep in mind that callout is not the definitive measure of song appeal that some believe it to be. It must be interpreted, and you can only interpret it correctly if you understand not just its strengths, but its weaknesses as well.

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THE ALL-AMERICAN REJECTS

"Swing, Swing"

(DreamWorks)

New Swingers This Week:

WXRK KNDD KPNT WOCL WRZX WEND
 WMFS WROX WSUN KCNL
 WWDX KNXX KCDA WXSX WLRS KFMA WZNE

Already Swinging At:

Q101 WWDC KDGE WZTA KTBZ WLIR
 CIMX KEDJ KRBZ WBUZ WLUM WMRQ
 WHTG WPBZ KWOD KMYZ
 WKRL WRAX KHBZ WOXY KLEC KUCD WFSM
 KAEP WGRD KJEE WARQ KMBY WRZK WZZ
 WDYL WJSE WBTZ WRRV WHRL WEEQ WRWK

Touring with... *The All-American Rejects & The Vines*
 in December. *Homegrown & Riddlin' Kids* in early '03!

Label Contacts:

West Coast	East Coast
Matt Smith 310-288-7522 msmith@dreamworksrecords.com	Ross Zapin 212-588-6690 rzapin@dreamworksrecords.com
	Jeff Gillis 212-588-6610 gillis@dreamworksrecords.com

"9 out of 10"
- Alternative Press

AUDIO VIDEO

Internet zone

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- > Automatic Audio Load Of Featured Song
- > Listing Of Current Promotional Information
- > Links To Additional Audio, Video, E-Cards, AOL Buddy Icons, etc...
- > Record Label Contact Information And E-mail Links
- > Distribution To R&R Monitored And Indicator Radio Programmers By Format

For More Information
Please Contact:

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Country:
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Christian:
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R&R Alternative Top 50

December 6, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	FOO FIGHTERS All My Life (Roswell/RCA)	3028	+46	356500	14	75/0
2	2	NIRVANA You Know You're Right (Geffen/Interscope)	2652	-129	324134	10	74/0
3	3	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	2420	-165	275920	19	71/0
5	4	SALIVA Always (Island/IDJMG)	2346	+94	247667	12	74/1
6	5	CHEVELLE The Red (Epic)	2268	+47	232421	23	72/1
4	6	DISTURBED Prayer (Reprise)	2238	-108	245820	18	70/0
7	7	STONE SOUR Bother (Roadrunner/IDJMG)	2014	-192	202622	17	67/0
8	8	SEETHER Fine Again (Wind-up)	1999	+3	209149	22	68/1
10	9	QUEENS OF THE STONE AGE No One Knows (Interscope)	1976	+36	263296	13	74/0
9	10	AUDIOSLAVE Cochise (Interscope/Epic)	1891	-81	233483	10	72/1
12	11	3 DOORS DOWN When I'm Gone (Republic/Universal)	1870	+40	177660	10	66/1
15	12	SUM 41 Still Waiting (Island/IDJMG)	1715	+84	195474	8	74/0
13	13	EMINEM Lose Yourself (Shady/Interscope)	1708	-115	232874	10	61/0
14	14	GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	1665	-105	164313	15	71/0
11	15	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	1655	-231	183207	19	65/0
16	16	TAPROOT Poem (Velvet Hammer/Atlantic)	1647	+61	179827	13	68/0
18	17	SYSTEM OF A DOWN Inner Vision (American/Columbia)	1421	+92	192055	5	67/1
17	18	SYSTEM OF A DOWN Aerials (American/Columbia)	1346	-191	155090	28	71/0
21	19	JIMMY EAT WORLD A Praise Chorus (DreamWorks)	1334	+56	158193	9	65/0
19	20	USED The Taste Of Ink (Reprise)	1325	+32	133568	14	66/1
20	21	SR-71 Tomorrow (RCA)	1277	-8	114585	13	63/0
24	22	VINES Outtathaway (Capitol)	1105	+76	130143	8	67/0
22	23	HOOBASTANK Remember Me (Island/IDJMG)	1105	-33	90678	12	54/0
23	24	OK GO Get Over It (Capitol)	988	-90	94744	17	56/0
26	25	TRUSTCOMPANY Running From Me (Geffen/Interscope)	943	+71	94179	5	62/3
Debut	26	ZWAN Honestly (Reprise)	893	+642	153064	1	74/36
27	27	CRAZY TOWN Drowning (Columbia)	843	+45	79395	6	58/2
29	28	COLDPLAY Clocks (Capitol)	797	+46	116475	4	52/2
28	29	AUTHORITY ZERO One More Minute (Lava)	775	+1	74794	12	43/0
31	30	NEW FOUND GLORY Head On Collision (MCA)	741	+54	91762	7	50/2
25	31	PEARL JAM I Am Mine (Epic)	706	-221	70683	11	56/0
33	32	CREED Weathered (Wind-up)	696	+52	81223	3	41/1
32	33	BREAKING BENJAMIN Polyamorous (Hollywood)	677	+28	60387	7	44/0
35	34	KORN Alone I Break (Immortal/Epic)	607	-6	82690	6	44/2
37	35	TRANSPLANTS Diamonds & Guns (Epitaph)	604	+93	117620	3	36/7
39	36	EXIES My Goddess (Virgin)	538	+58	39733	6	46/3
40	37	TRAPT Headstrong (Warner Bros.)	519	+39	35958	7	37/2
34	38	SUGARCULT Pretty Girl (The Way) (Ultimatum/Artemis)	490	-135	58318	16	30/0
42	39	MUDVAYNE Not Falling (No Name/Epic)	487	+43	49751	6	39/3
41	40	JACK JOHNSON Bubble Toes (Enjoy/Universal)	480	+13	61765	8	31/0
36	41	BOX CAR RACER There Is (MCA)	472	-97	50606	13	33/0
Debut	42	SOCIALBURN Down (Elektra/EEG)	435	+182	37662	1	46/9
38	43	STROKES Someday (RCA)	396	-96	66338	16	40/0
Debut	44	ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	368	+166	54706	1	43/14
50	45	DONNAS Take It Off (Lookout/Atlantic)	343	+81	34712	2	34/8
44	46	DAVE MATTHEWS BAND Grey Street (RCA)	329	-1	36027	2	27/2
46	47	PACIFIER Bullitproof (Arista)	318	+18	24828	3	35/3
47	48	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	297	-2	70609	2	18/4
43	49	OUR LADY PEACE Innocent (Columbia)	287	-44	28655	16	16/0
45	50	INCUBUS Are You In (Immortal/Epic)	284	-21	52991	10	9/0

77 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 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added.

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ARTIST TITLE LABEL(S)	ADDS
ZWAN Honestly (Reprise)	36
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	14
SOCIALBURN Down (Elektra/EEG)	9
DONNAS Take It Off (Lookout/Atlantic)	8
TRANSPLANTS Diamonds & Guns (Epitaph)	7
CINDER Soul Creation (Geffen/Interscope)	5
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	4
MAROON 5 Harder To Breathe (Octone)	4
FOO FIGHTERS Times Like These... (Roswell/RCA)	4

SUM 41 "Still Waiting"

Top 10 TRL

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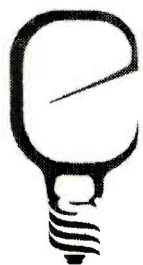
Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZWAN Honestly (Reprise)	+642
SOCIALBURN Down (Elektra/EEG)	+182
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	+166
SALIVA Always (Island/IDJMG)	+94
TRANSPLANTS Diamonds & Guns (Epitaph)	+93
SYSTEM OF A DOWN Inner Vision (American/Columbia)	+92
SUM 41 Still Waiting (Island/IDJMG)	+84
P.O.D. Alive (Atlantic)	+84
DONNAS Take It Off (Lookout/Atlantic)	+81
VINES Outtathaway (Capitol)	+76

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	1007
JIMMY EAT WORLD Sweetness (DreamWorks)	826
HOOBASTANK Running Away (Island/IDJMG)	804
TRUSTCOMPANY Downfall (Geffen/Interscope)	775
HOOBASTANK Crawling In The Dark (Island/IDJMG)	684
LINKIN PARK In The End (Warner Bros.)	675
STAIN'D For You (Flip/Elektra/EEG)	661
INCUBUS Warning (Immortal/Epic)	649
INCUBUS I Wish You Were Here (Immortal/Epic)	634
JIMMY EAT WORLD The Middle (DreamWorks)	581
SYSTEM OF A DOWN Toxicity (American/Columbia)	578
P.O.D. Alive (Atlantic)	574

R&R Station Playlists have moved to the web.
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ON THE RECORD

With
Jennifer Jones
Commercial Specialty
Promotion, V2 Records



Some stuff I'm listening to right now that I love: the new Johnny Cash album — his version of "Hurt" would make anyone cry; the Pavement *Slanted and Enchanted* 10th anniversary edition, which is bliss; the new Sigur Ros, another tear-jerker; and the new Coldplay, which is beautiful. • I saw Peter Gabriel at Madison Square Garden last week. The man's a genius. And The Datsuns show in NYC two weeks ago was one big explosion — in a good way!

One of the things I love about KROQ in Los Angeles is that when you talk to them about music, they refuse to allow themselves the one excuse that pervades music departments across the country: "We don't have enough room." I've heard them state on a number of occasions that, if the song is good enough, they'll *make* room. Which brings us to this week: With multiple tracks of big 2002 artists all over the radio, heritage smashes still sitting in heavy and other big fourth-quarter releases bulging in the middle of playlists, where in the world is the room for great new music? Well, the answer from radio this week was obviously, "We'll make room." There's no other way to explain the 74 stations that added Zwan's "Honestly" in its first official week ... A nice followup week and a No. 44 chart debut for **The All-American Rejects'** "Swing Swing" definitely gives it the momentum to carry into 2003 ... Speaking of the chart, it looks like **The Foo Fighters** will finish 2002 on top with "All My Life." Further down, check out the nice debut of **Socialburn's** "Down" at No. 42 ... Finally, **Unwritten Law** have recently signed to Lava, and the timing couldn't be better for the label, with stations all over the country jumping on "Rest of My Life." In fact, let's make that my **RECORD OF THE WEEK: Unwritten Law "Rest of My Life"**

Alternative ON THE RADIO

— Jim Kerr, *Alternative Editor*

COMING UP RIGHT UP

ARTIST: **Telepopmusik**

LABEL: **Capitol**

By **KATY STEPHAN**/ALTERNATIVE SPECIALTY EDITOR

Is there anyone more fun to hate than the French? Those snail-eating, poodle-petting, Nazi-surrendering snobs! Blowing up atomic bombs in the South Pacific! Bathing infrequently! Who do they think they are?

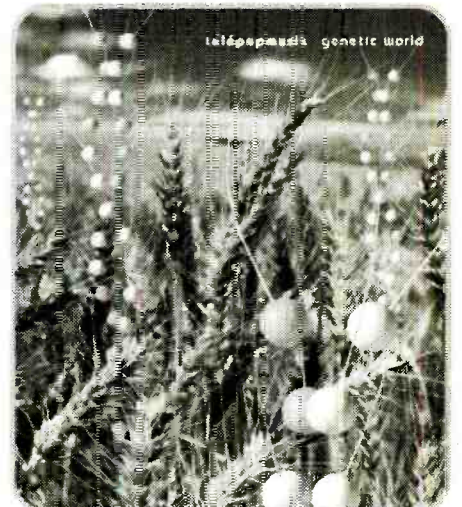
Ah, there's nothing like a little episode of loathing.

Yeah. Well, I hope you got all the grrr out of your system, because I'm about to tell you that it's time to get over it. I know those Jerry Lewis jabs are as comfortable as sinking into your favorite armchair, but something has come along to stop the anti-France feeling once and for all: Telepopmusik, the French collective on Capitol who just released "Breathe."

When it comes to French imports, Telepopmusik are right up there with Brigitte Barlot or champagne. And when it comes to songs that have exploded after being featured in TV ads, Telepopmusik's "Breathe" is going to be right up there with Dirty Vegas' "Days Go By," The Wiseguys' "Start the Commotion" and — God save us — "Jump Jive and Wail." Remember that, with the khakis? That song just would *not* go away.

And neither will "Breathe," see, which is why the hating has to stop. When a song is featured in a Mitsubishi ad (as were "Days Go By" and "Start the Commotion"), it's time to face facts. That song has won the hit lottery, people. That song is about to buy a mansion in Malibu and a gold-plated Jaguar.

But wait. Let's get back to ending hate. Because your spite is not directed solely at those who wear berets and obsess about cheese, is it? Oh, nooo. You also hate TV ads. You're one of those who screamed like a second-grade girl when you heard Nick Drake on a Volkswagen ad. You start grinding your teeth every time you



hear Moby under a celebrity voiceover. Which is really tough on your dental work, by the way. But TV ads are your friend! Well, maybe they're not your friend when you're biting your nails down to the nub waiting to find out who's about to get voted off the island. But when it comes to selling records, there's nothing like selling cars to do it.

That's the business part of the music business. I mean, it's not *just* about the music; it's also about making sure the kids are actually purchasing the music.

Fortunately, Telepopmusik's "Breathe" is an easy sell. You got your icy cold track, your Billie Holiday-style vocal, your international hype of Olympic proportions — "Breathe" is charting all over the world. It's even doing well in France, where, by law, 40% of the songs on the radio must be sung in French, and "Breathe" isn't.

I know what you're thinking. Forty percent! Those French are so crazy! But before you fall back into the hate cycle, you should know that, according to that same law, 50% of the songs on French radio must be by "new talent." Which is a pretty damn good idea, considering the new talent on your desk right now is Telepopmusik.

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America's Best Testing Alternative Songs
12+ For The Week Ending 12/6/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
CHEVELLE The Red (Epic)	4.15	4.12	84%	19%	4.05	87%	22%
FOO FIGHTERS All My Life (Roswell/RCA)	4.07	4.05	89%	18%	4.07	92%	20%
SEETHER Fine Again (Wind-up)	4.06	4.13	76%	13%	4.05	80%	15%
TAPROOT Poem (Velvet Hammer/Atlantic)	4.02	3.99	73%	10%	3.92	76%	13%
JIMMY EAT WORLD A Praise Chorus (DreamWorks)	4.01	3.95	72%	13%	3.86	69%	15%
NIRVANA ...You're Right (Geffen/Interscope)	4.01	4.01	91%	22%	3.92	93%	25%
SALIVA Always (Island/IDJMG)	3.98	3.98	84%	15%	3.90	86%	17%
HOOBASTANK Remember Me (Island/IDJMG)	3.97	3.94	80%	12%	3.83	80%	15%
STONE SOUR Bother (Roadrunner/IDJMG)	3.95	3.99	85%	26%	3.94	86%	28%
DISTURBED Prayer (Reprise)	3.95	4.01	86%	25%	3.91	88%	27%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.94	3.95	83%	14%	3.87	87%	17%
QUEENS OF THE... No One Knows (Interscope)	3.93	3.94	75%	15%	3.89	77%	16%
SR-71 Tomorrow (RCA)	3.88	3.82	58%	8%	3.78	58%	10%
TRUSTCOMPANY Running... (Geffen/Interscope)	3.87	3.89	59%	7%	3.77	59%	9%
EMINEM Lose Yourself (Shady/Interscope)	3.86	3.96	97%	33%	3.84	97%	33%
USED The Taste Of Ink (Reprise)	3.85	4.07	61%	10%	3.80	60%	11%
SUM 41 Still Waiting (Island/IDJMG)	3.84	3.95	77%	13%	3.75	75%	12%
PUDDLE... She Hates Me (Flawless/Geffen/Interscope)	3.81	3.89	98%	41%	3.74	98%	45%
SYSTEM OF A DOWN Aerials (American/Columbia)	3.75	3.72	96%	45%	3.71	96%	47%
D.K. GO Get Over It (Capitol)	3.72	3.82	66%	14%	3.69	67%	15%
GOOD CHARLOTTE Lifestyles Of The... (Epic)	3.72	3.82	91%	30%	3.58	90%	32%
SYSTEM... Innervision (American/Columbia)	3.68	3.75	63%	12%	3.64	64%	14%
AUDIOSLAVE Cochise (Epic)	3.59	3.61	74%	19%	3.65	79%	21%
RED HOT... Zephyr Song (Warner Bros.)	3.51	3.42	92%	36%	3.40	95%	41%
WHITE STRIPES Dead Leaves... (Third Man/V2)	3.47	3.60	81%	25%	3.44	83%	26%
AUTHORITY ZERO One More Minute (Lava)	3.47	3.55	44%	11%	3.44	44%	11%
COLDPLAY Clocks (Capitol)	3.46	3.44	51%	11%	3.48	52%	12%
PEARL JAM I Am Mine (Epic)	3.45	3.50	78%	21%	3.51	82%	21%
VINES Outtathaway (Capitol)	3.31	3.39	66%	17%	3.17	68%	19%
CRAZY TOWN Drowning (Columbia)	3.26	3.23	58%	15%	3.08	58%	16%

Total sample size is 636 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Persons 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

R&R Top 20 Specialty Artists

December 6, 2002

1. ALL AMERICAN REJECTS (DreamWorks) "Swing Swing"
 2. MUSIC (Capitol) "Take The Long Road"
 3. SIGUR ROS (MCA) "Untitled 4"
 4. RICHARD ASHCROFT (Virgin) "Check The Meaning"
 5. H2O (MCA) "All We Want"
 6. ZWAN (Reprise) "Honestly"
 7. SOMETHING CORPORATE (Drive-Thru/MCA) "Forget December"
 8. DONNAS (Atlantic) "Take It Off"
 9. ME FIRST & THE GIMME GIMMES (Fat Wreck) "Nothing Compares..."
 10. LIARS (Mute) "Grown Men Don't Fall..."
 11. TRANSPLANTS (Hellcat/Epitaph) "Diamonds & Guns"
 12. FLAMING SIDEBURNS (Jet Set) "Spanish Blood"
 13. SPARTA (DreamWorks) "Air"
 14. PURETONE (V2) "Addicted to Bass"
 15. CAVE IN (RCA) "Dark Driving"
 16. HOT HOT HEAT (Sub Pop) "Bandages"
 17. JOSEPH ARTHUR (Real World/Universal) Various
 18. GONE BLIND (Roadrunner/IDJMG) "Remnants"
 19. RAINER MARIA (Polyvinyl) "Automatic"
 20. SOUNDTRACK OF OUR LIVES (Republic/Universal) "Sister Surround"
- Ranked by total number of shows reporting artist.

Record Of The Week

Artist: Joseph Arthur
Label: Real World/Universal

People used to compare Joseph Arthur to Tom Waits and Leonard Cohen. Not anymore. * *Redemption's Son*, Arthur's latest, leaves the bone-rattling back on the farm. This time, Arthur's beautifully crafted songs fly on transparent, electronic wings. * The opening of "I Would Rather Hide" evokes Brian Wilson; "Nation of Slaves" brings Arthur's mentor, Peter Gabriel, to mind; and "Evidence" builds from simple drum-n-bass to a Moby-esque crescendo, yet every track is entirely original. * In fact, it's high time we stopped comparing Joseph Arthur to other artists. There's no one even remotely like him. But after you hear *Redemption's Son*, you're going to wish there was.

— Katy Stephan, Alternative Specialty Editor













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Stations and their adds listed alphabetically by market

Reporters

WHRL/Albany, NY * DM/DP/APD/MD: Lisa Biello No Adds	WAVF/Charleston, SC * PD: Greg Patrick APD/MD: Danny Villalobos COLDPLAY "Clocks" PEARL JAM "Save"	KTCL/Denver-Boulder, CO * PD: Mike D'Connor MD: Sabrina Saunders 3 DOORS DOWN "Gene" ZWAN "Honesty"	KUCD/Honolulu, HI * PD: Jamie Hyatt MD: Ryan Sean SOCIALBURN "Down" SPARTA "Air" ZWAN "Honesty"	KLEC/Little Rock, AR * Interim PD/MD: Peter Gunn EVANESCENCE "Life"	KKND/New Orleans, LA * DM/DP: Rob Summers APD/MD: Sig 2 DONNAS "Off" SOCIALBURN "Down"	WCYY/Portland, ME PD: Herb Ivy MD: Brian James 33 JEREMIAH FREED "Blinded" 15 DAVE MATTHEWS BAND "Street" 14 66IG "Free" 9 ZWAN "Honesty" MAROON 5 "Breathe"	KSRK/Salt Lake City, UT * PD/VP/Ops. & Prog.: Mike Summ APD/MD: Artie Fufkin AMD: Corey D'Brin No Adds	WSUN/Tampa, FL * DM: Chuck Beck PD: Shark 4 ZWAN "Honesty" 1 ALL-AMERICAN REJECTS "Swing" TRANSPLANTS "Diamonds"
KTEG/Albuquerque, NM * PD: Ellen Flaherty MD: Adam 12 8 ZWAN "Honesty" CINDER "Soul" SPARTA "Air"	WEND/Charlotte, NC * PD: Jack Daniel APD/MD: Kristen Honeycutt 1 CRAZY TOWN "Drowning" 1 CREED "Weathered" 1 ALL-AMERICAN REJECTS "Swing" 1 PACIFIER "Bullit" 1 DAVE MATTHEWS BAND "Street" SOCIALBURN "Down" ZWAN "Honesty"	CIMX/Detroit, MI * PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin CHEVELLE "Red"	KTZ/Houston-Galveston, TX * PD: Vince Richards APD: Eric Schmidt 4 ZWAN "Honesty" LINKIN PARK "December"	KROQ/Los Angeles, CA * VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden 1 SALIVA "Always"	WXRK/New York, NY * PD: Steve Kingston MD: Mike Peer 17 AUDIOSLAVE "Stone" 6 ALL-AMERICAN REJECTS "Swing" FOO FIGHTERS "Times"	KNRK/Portland, OR * PD: Mark Hamilton APD/MD: Jayn SOCIALBURN "Down" TRANSPLANTS "Diamonds" ZWAN "Honesty"	XTRA/San Diego, CA * PD: Bryan Schock MD: Chris Muckley No Adds	KFMA/Tucson, AZ * PD: Libby Carstensen MD: Matt Spry 1 ALL-AMERICAN REJECTS "Swing"
WNNX/Atlanta, GA * PD: Leslie Fram APD: Chris Williams MD: Jay Harren USED "Ink"	WKQX/Chicago, IL * PD: Tim Richards APD/MD: Mary Shuminas AMD: Nicole Churninatto No Adds	KNRQ/Eugene-Springfield, OR PD: Chris Crowley APD/MD: Stu Allen 18 SOCIALBURN "Down" COLDPLAY "Clocks" RED HOT CHILI "Stop"	WRZX/Indianapolis, IN * PD: Scott Jameson MD: Michael Young 2 ZWAN "Honesty" 2 MUOYVAYNE "Falling" TRUSTCOMPANY "Me" ALL-AMERICAN REJECTS "Swing"	WLRS/Louisville, KY * Dir/Prog.: J.D. Kunes PD: Lance MD: Annrae Fitzgerald ALL-AMERICAN REJECTS "Swing"	WROX/Norfolk, VA * PD: Michele Diamond MD: Mike Powers 2 ZWAN "Honesty" ALL-AMERICAN REJECTS "Swing" SOCIALBURN "Down"	WBUR/Providence, RI * PD: Tim Schiavelli MD: Alicia Mullin DONNAS "Off" RED HOT CHILI "Stop"	KITS/San Francisco, CA * PD: Sean Demery MD: Aaron Axelsen 8 FOO FIGHTERS "Times" 8 OAKENFOLD "Eyed" 7 ZWAN "Honesty"	KMYZ/Tulsa, OK * PD: Lynn Barstow MD: Corbin Pierce 1 BURDEN BROTHERS "Night" 1 TRANSPLANTS "Diamonds" SOCIALBURN "Down"
WJSE/Atlantic City, NJ * DM: Lou Romanini PD: Al Parinello MD: Jason Ulanet 1 ZWAN "Honesty"	WZZN/Chicago, IL * PD: Bill Gamble APD: Steve Levy MD: James VanOsdol No Adds	KXNA/Fayetteville, AR PD: Margot Smith No Adds	WPLA/Jacksonville, FL * PD: Scott Pettibone APD/MD: Chad Chumley CINDER "Soul" NEW FOUND GLORY "Collision" SYSTEM OF A DOWN "Inner" ZWAN "Honesty"	WMFS/Memphis, TN * PD: Rob Cressman MD: Mike Killbrow AUDIOSLAVE "Stone" MUOYVAYNE "Falling" RED HOT CHILI "Stop" SALIVA "Rise" SALIVA "Weight" ALL-AMERICAN REJECTS "Swing" ZWAN "Honesty"	KORX/Odessa-Midland, TX PD: Michael Todd Mobley 17 AOAM SANDLER "Chanukah" 17 BOB RIVERS "Ozzy" 17 BOB RIVERS "Stoned" 17 SOMETHING CORPORATE "Forget" 17 BOB RIVERS "Little" 17 COLDPLAY "Houses" 17 JIMMY EAT WORLD "Christmas"	KRZO/Reno, NV * DM: Rob Blaze Brooks APD: Jeremy Smith MD: Matt Diabolo 28 ZWAN "Honesty" SEETHER "Fine"	KJEE/Santa Barbara, CA GM/PO: Eddie Gutierrez MD: Dakota No Adds	WHFS/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrisse No Adds
KROX/Austin, TX * PD: Melody Lee MD: Toby Ryan No Adds	WJBX/Ft. Myers, FL * PD: John Rozz APD: Fitz Madrid MD: Jeff Zito 12 ZWAN "Honesty" TRAPT "Headstrong"	WRZK/Johnson City, TN * VP/Prog. Ops.: Mark E. McKinn PD: Scott Pettibone APD/MD: Chad Chumley CINDER "Soul" NEW FOUND GLORY "Collision" SYSTEM OF A DOWN "Inner" ZWAN "Honesty"	WZTA/Miami, FL * PD: Troy Hanson APD/MD: Lee Daniels 16 ZWAN "Honesty" RED HOT CHILI "Stop" TRAPT "Headstrong"	WJRR/Orlando, FL * PD: Pat Lynch MD: Dickerman CINDER "Soul"	WOCL/Orlando, FL * PD: Alan Amith APD/MD: Bobby Smith ALL-AMERICAN REJECTS "Swing" CRAZY TOWN "Drowning"	WDYL/Richmond, VA * PD: Mike Murphy MD: Keith Dakin No Adds	KNDD/Seattle-Tacoma, WA * PD: Phil Manning APD: Jim Keller MD: Seth Resler 27 ZWAN "Honesty" 14 EVANESCENCE "Life" 1 DONNAS "Off" ALL-AMERICAN REJECTS "Swing"	WWDC/Washington, DC * PD: Buddy Rizer MD: LeeAnn Curtis 1 ZWAN "Honesty" TRUSTCOMPANY "Me"
KNXX/Baton Rouge, LA * PD/MD: Randy Chase APD: Bill Jackson ALL-AMERICAN REJECTS "Swing" SEV "Same" TRANSPLANTS "Diamonds" ZWAN "Honesty"	WAQZ/Cincinnati, OH * PD: John Michael APD/MD: Shaggy 23 FOO FIGHTERS "Times" AUDIOSLAVE "Stone" CHEVELLE "Pain" USED "Myself"	KFRR/Fresno, CA * PD: Chris Squires MD: Reverend ZWAN "Honesty"	WRBZ/Kansas City, KS * DM/DP: Mike Kaplan APD: Andy West MD: Todd Violette No Adds	WLUM/Milwaukee, WI * PD: Tommy Wilde MD: Kenny Neumann 6 ZWAN "Honesty" MAROON 5 "Breathe" PACIFIER "Bullit"	WPLY/Philadelphia, PA * PD: Jim McGuinn MD: Dan Fein 1 FOO FIGHTERS "Times" GOOD CHARLOTTE "Anthem" KORN "Break"	KSYR/Shreveport, LA * Acting PD: Rod The Human Trip JULIANA THEORY "Believe" SYSTEM OF A DOWN "1E-A-I-A"	WPBZ/West Palm Beach, FL * DM/DP: John O'Connell MD: Eric Kristensen No Adds	
WRAX/Birmingham, AL * PD: Susan Groves APD: Hurricane Shane MD: Mark Lindsey TRANSPLANTS "Diamonds"	WXTM/Cleveland, OH * PD: Kim Monroe APD: Pete Schiecke MD: Dom Nardella No Adds	WGRD/Grand Rapids, MI * PD: Bobby Duncan MD: Michael Gray 1 DONNAS "Off" NEW FOUND GLORY "Collision" TRUSTCOMPANY "Me"	WNFZ/Knoxville, TN * PD: Dan Bozky APD/MD: Anthony Proffitt AMD: Opie Hines 1 ZWAN "Honesty" RED HOT CHILI "Stop" SOCIALBURN "Down"	WHTG/Monmouth-Ocean, NJ * PD: Darrin Smith MD: Brian Zanyor 17 CREED "Dancing" 7 ZWAN "Honesty" 4 AUDIOSLAVE "Cochise"	WPLA/Philadelphia, PA * PD: Jim McGuinn MD: Dan Fein 1 FOO FIGHTERS "Times" GOOD CHARLOTTE "Anthem" KORN "Break"	WKRL/Syracuse, NY * DM/DP: Mimi Griswold APD/MD: Abbie Weber 1 TRANSPLANTS "Diamonds"	WFSM/Wilmington, NC PD: Knothead 30 ZWAN "Honesty"	
KQXR/Boise, ID * PD: Jacent Jackson APD/MD: Kallao No Adds	WARQ/Columbia, SC * DM/DP: Gina Juliano MD: Dave Farra 1 ZWAN "Honesty" MAROON 5 "Breathe" SEVENDUST "Xmas"	WXNR/Greenville, NC * PD: Jeff Sanders APD: Turner Watson 21 ZWAN "Honesty"	KFTE/Lafayette, LA * PD: Scott Perrin MD: Chris Olivier 15 ZWAN "Honesty" 1 EXIES "Goddess"	KMBY/Monterey-Salinas, CA * PD: Kenny Allen APD/MD: Opie Taylor 4 ZWAN "Honesty" DONNAS "Off"	KZON/Phoenix, AZ * DM/DP: Tim Maramilla APD/MD: Kevin Mannion UNWRITTEN LAW "Life" ZWAN "Honesty"	WWSR/Tallahassee, FL PD: Steve King MD: Headhead 7 SON OF A BITCH "Satis" ALL-AMERICAN REJECTS "Swing"	WFSM/Wilmington, NC PD: Knothead 30 ZWAN "Honesty"	
WBCN/Boston, MA * DM: Tony Berardini VP/Programming: Dedipus APD/MD: Steven Strick No Adds	WWCD/Columbus, OH * PD: Jack DeVoss MD: Jack DeVoss INTERPOL "Obstacle" DAVE MATTHEWS BAND "Street"	WEEQ/Hagerstown, MD PD: Brad Hunter APD: Dave Roberts 5 NEW FOUND GLORY "Hit" MAROON 5 "Breathe" PEARL JAM "Save"	WWDX/Lansing, MI * PD: John Boyle MD: Kelly Bradley 3 ZWAN "Honesty" 3 ALL-AMERICAN REJECTS "Swing"	WBUZ/Nashville, TN * DM: Jim Patrick PD/MD: Russ Schenck 10 ZWAN "Honesty" JULIANA THEORY "Believe"	KZON/Phoenix, AZ * DM/DP: Tim Maramilla APD/MD: Kevin Mannion UNWRITTEN LAW "Life" ZWAN "Honesty"	WZNE/Rochester, NY * DM/DP: Mike Dangier MD: Violet ALL-AMERICAN REJECTS "Swing" DONNAS "Off"	WFSM/Wilmington, NC PD: Knothead 30 ZWAN "Honesty"	
WFNX/Boston, MA * PD: Cruze APD/MD: Kevin Mays 2 ZWAN "Honesty"	KDGE/Dallas-Ft. Worth, TX * PD: Duane Doherty APD/MD: Alan Ayo 12 ZWAN "Honesty" EXIES "Goddess"	WWRQ/Hartford, CT * PD: Todd Thomas MD: Chaz Kelly 4 EVANESCENCE "Life" 2 ZWAN "Honesty" UNWRITTEN LAW "Life"	KXTE/Las Vegas, NV * PD: Dave Wellington APD/MD: Chris Ripley No Adds	WRRV/Newburgh, NY PD/MD: Andrew Boris RED HOT CHILI "Stop"	KZON/Phoenix, AZ * DM/DP: Tim Maramilla APD/MD: Kevin Mannion UNWRITTEN LAW "Life" ZWAN "Honesty"	WZNE/Rochester, NY * DM/DP: Mike Dangier MD: Violet ALL-AMERICAN REJECTS "Swing" DONNAS "Off"	WFSM/Wilmington, NC PD: Knothead 30 ZWAN "Honesty"	
WEDG/Buttalo, NY * PD: Lenny Diana MD: Ryan Patrick 5 ZWAN "Honesty" 2 TRANSPLANTS "Diamonds"	WXEG/Dayton, OH * PD: Steve Kramer MD: Boomer 17 SEETHER "Under" 4 SOCIALBURN "Down" 1 ZWAN "Honesty"	WWRQ/Hartford, CT * PD: Todd Thomas MD: Chaz Kelly 4 EVANESCENCE "Life" 2 ZWAN "Honesty" UNWRITTEN LAW "Life"	KXTE/Las Vegas, NV * PD: Dave Wellington APD/MD: Chris Ripley No Adds	WRRV/Newburgh, NY PD/MD: Andrew Boris RED HOT CHILI "Stop"	KZON/Phoenix, AZ * DM/DP: Tim Maramilla APD/MD: Kevin Mannion UNWRITTEN LAW "Life" ZWAN "Honesty"	WZNE/Rochester, NY * DM/DP: Mike Dangier MD: Violet ALL-AMERICAN REJECTS "Swing" DONNAS "Off"	WFSM/Wilmington, NC PD: Knothead 30 ZWAN "Honesty"	

* Monitored Reporters

86 Total Reporters

77 Total Monitored

9 Total Indicator



New & Active

SPARTA Air (DreamWorks)

Total Plays: 226, Total Stations: 19, Adds: 2

SEV Same Old Song (Geffen/Interscope)

Total Plays: 211, Total Stations: 21, Adds: 1

DEFAULT Live A Lie (TVT)

Total Plays: 211, Total Stations: 17, Adds: 0

MAROON 5 Harder To Breathe (Octone)

Total Plays: 197, Total Stations: 16, Adds: 4

BECK Lost Cause (Geffen/Interscope)

Total Plays: 161, Total Stations: 10, Adds: 0

THEORY OF A DEADMAN Nothing Could Come Between Us (Roadrunner/IDJMG)

Total Plays: 119, Total Stations: 8, Adds: 0

SEVENDUST Xmas Day (TVT)

Total Plays: 107, Total Stations: 13, Adds: 3

UNWRITTEN LAW Rest Of My Life (Lava)

Total Plays: 102, Total Stations: 8, Adds: 2

CINDER Soul Creation (Geffen/Interscope)

Total Plays: 81, Total Stations: 9, Adds: 5

Songs ranked by total plays

Indicator

Most Added

ZWAN Honestly (Reprise)
MAROON 5 Harder To Breathe (Octone)
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)
DAVE MATTHEWS BAND Grey Street (RCA)
COLDPLAY Clocks (Capitol)
SOCIALBURN Down (Elektra/EEG)
66IG Free (Ultimatum)
COLDPLAY Have Yourself A Merry... (Capitol)
JEREMIAH FREED Blinded (Republic/Universal)
JIMMY EAT WORLD Last Christmas (DreamWorks)
NEW FOUND GLORY Hit Or Miss... (Drive-Thru/MCA)
PEARL JAM Save You (Epic)
BOB RIVERS I'll Be Stoned For Christmas (Atlantic)
BOB RIVERS Have Yourself An Ozzy... (Atlantic)
BOB RIVERS Little Hooters Girl (Atlantic)
ADAM SANDLER Chanukah Song (Part 3) (Warner Bros.)
SOMETHING CORPORATE Forget December (Drive-Thru/MCA)
SON OF A BITCH Satisfaction (Independent)

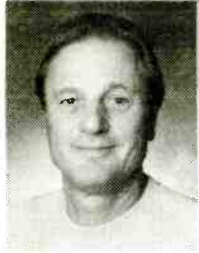
PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:

R&R, c/o Mike Davis:

10100 Santa Monica Blvd., 3rd Floor, Los Angeles, CA 90067

E-mail: mdavis@rronline.com



JOHN SCHOENBERGER
jschoenberger@radioandrecords.com

Photoplay

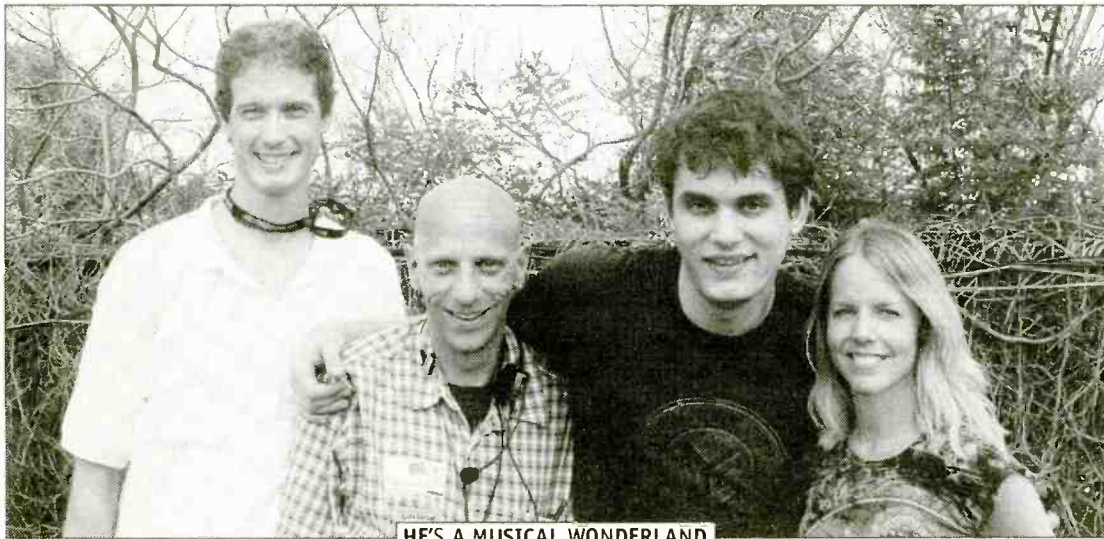
Playing catch-up before the holidays

As we wind down (or gear up, depending on how you look at it), I wanted to get some of the photos that have been piling up on my desk into the paper. Remember, whenever you have shot of a station visit, special performance, backstage photo-op or whatever, send it to me, and I'll do my best to get it published.



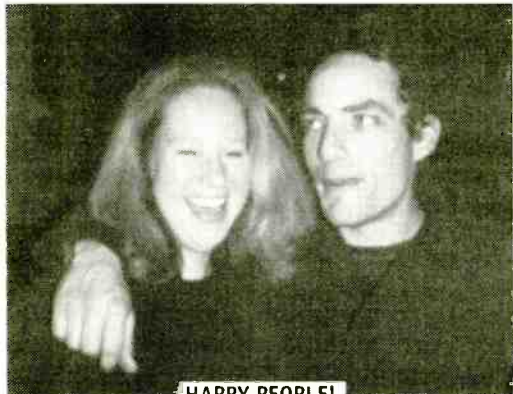
ROCK THE HOUSE

Big Head Todd & The Monsters have hit the road in support of their next single, "Julianna," and they recently performed in Lake Tahoe, CA. Pictured here are (l-r) Big Head Todd & The Monsters bandmember Rob Squires; triplearadio.com's Dave Cheney; bandmember Brian Nevin; KTHX/Reno, NV PD Harry Reynolds; and bandmember Todd Park Mohr.



HE'S A MUSICAL WONDERLAND

Platinum-selling artist John Mayer played WXPN/Philadelphia's annual Singer-Songwriter Weekend a few months back. Pictured here in the lovely outdoors are (l-r) Columbia's Ed Pinka, WXPN PD Bruce Warren, Meyer and Columbia's Trina Tombrink.



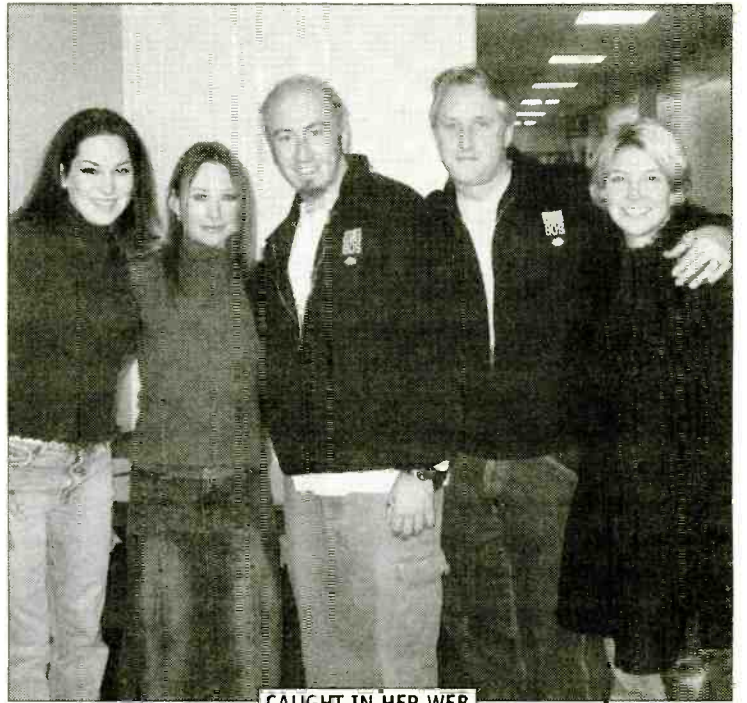
HAPPY PEOPLE!

The Wallflowers played a special WBOS/Boston Private Listener Concert at the city's Paradise Lounge not long ago, where they treated 120 fans to a special show. Pictured here afterward are (l-r) WBOS Asst. PD/MD Michele Williams and The Wallflowers' Jakob Dylan.



LIVIN' ON LOVE

Recording artist Shemekia Copeland got plenty of love when she recently stopped by WXRT/Chicago's studios, as shown in this picture featuring her and WXRT Asst. PD/MD John Franeda.



CAUGHT IN HER WEB

Recording artist Tori Amos provided an exclusive opportunity for WBOS/Boston listeners to hear her sound check and a short set, as well as hang with her before her concert. Pictured here are (l-r) WBOS' Kayla Ganz; Amos; and WBOS' David Ginsburg, Scott Lucas and Amy Brooks.



WCRKIN' IT!

Andy Stochansky stopped by Club R&R a while back to play us a few tunes from his new album, *Five Star Hotel*. Pictured here are RCA Victor Group's Dave Einstein, R&R's John Schoenberger, Stochansky and R&R's Erica Farber and Paul Colbert.



CRIMES AT RADIO

It's indeed a crime to make an artist get up early in the morning to go visit a radio station, but Maia Sharp endured it when she was asked to stop by WFUV/New York to say hello and play a few tunes. At the scene are (l-r) WFUV MD Rita Houston and Asst. MD Russ Borris, Sharp, WFUV host Darren DeVivo (sitting) and Outsource Music's Jesse Barnett.

R&R Triple A Top 30

Powered By



December 6, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (100)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	525	+5	32781	14	20/0
2	2	WALLFLOWERS When You're On Top (Interscope)	498	-3	26180	13	26/0
5	3	MATCHBOX TWENTY Disease (Atlantic)	477	+39	29152	9	21/0
3	4	U2 Electrical Storm (Interscope)	462	-38	18592	13	22/0
7	5	TORI AMOS A Sorta Fairytale (Epic)	434	+23	28729	13	24/0
4	6	PEARL JAM I Am Mine (Epic)	426	-13	18594	11	24/0
6	7	BRUCE SPRINGSTEEN Lonesome Day (Columbia)	399	-28	29996	11	22/0
9	8	TRACY CHAPMAN You're The One (Elektra/EEG)	389	+13	35162	12	21/0
12	9	DAVID GRAY The Other Side (ATO/RCA)	361	+18	23027	9	24/0
10	10	COUNTING CROWS Miami (Geffen/Interscope)	347	-16	19992	14	21/0
8	11	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	340	-38	27672	26	21/0
17	12	COLDPLAY Clocks (Capitol)	319	+57	17929	3	22/1
13	13	SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	310	+15	21755	4	22/0
11	14	DAVE MATTHEWS BAND Grace Is Gone (RCA)	308	-42	16077	10	23/0
15	15	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	283	+5	20449	10	16/1
16	16	PRETENDERS Complex Person (Artemis)	277	+6	22703	5	23/0
14	17	JACKSON BROWNE The Night Inside Me (Elektra/EEG)	273	-11	19577	15	19/0
18	18	JACK JOHNSON Bubble Toes (Enjoy/Universal)	262	+19	20078	17	16/0
20	19	FEEL Won't Stand In Your Way (Curb)	242	+21	5794	7	18/0
21	20	BECK Lost Cause (Geffen/Interscope)	223	+14	14425	3	17/0
19	21	TOM PETTY & THE HEARTBREAKERS The Last DJ (Warner Bros.)	206	-27	15431	12	16/0
22	22	HOOBASTANK Running Away (Island/IDJMG)	191	-4	4712	7	6/0
27	23	GEORGE HARRISON Stuck Inside A Cloud (Capitol)	183	+15	12844	2	17/0
29	24	BRAD Shinin' (Redline)	172	+11	5644	4	17/0
28	25	NORAH JONES Come Away With Me (Blue Note/Virgin)	170	+4	10360	6	16/1
26	26	OUR LADY PEACE Somewhere Out There (Columbia)	170	+1	4501	9	4/0
23	27	ROLLING STONES Don't Stop (Virgin)	161	-31	6253	13	15/0
25	28	RYAN ADAMS Nuclear (Lost Highway/IDJMG)	160	-29	6963	8	13/0
24	29	SHERYL CROW Steve McQueen (A&M/Interscope)	159	-32	16785	20	15/0
30	30	311 Amber (Volcano)	157	+10	6423	17	8/0

27 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 11/24-11/30. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

STONE SOUR Bother (Roadrunner/IDJMG)

Total Plays: 152, Total Stations: 6, Adds: 2

RHETT MILLER Come Around (Elektra/EEG)

Total Plays: 150, Total Stations: 13, Adds: 0

PETER GABRIEL More Than This (Geffen/Interscope)

Total Plays: 145, Total Stations: 14, Adds: 1

PAUL SIMON Father And Daughter (Nick/Jive)

Total Plays: 137, Total Stations: 15, Adds: 1

CHRIS ROBINSON Safe In The Arms Of Love (Redline)

Total Plays: 131, Total Stations: 13, Adds: 0

SHERYL CROW C'mon, C'mon (A&M/Interscope)

Total Plays: 120, Total Stations: 11, Adds: 0

DAVE MATTHEWS BAND Grey Street (RCA)

Total Plays: 119, Total Stations: 5, Adds: 1

PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)

Total Plays: 114, Total Stations: 3, Adds: 0

MAROON 5 Harder To Breathe (Octone)

Total Plays: 111, Total Stations: 7, Adds: 1

HOWIE DAY Sorry So Sorry (Epic)

Total Plays: 110, Total Stations: 10, Adds: 1

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
SOUNDTRACK OF OUR LIVES Sister Surround (Republic/Universal)	8
STONE SOUR Bother (Roadrunner/IDJMG)	2
CRAZY TOWN Drowning (Columbia)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLDPLAY Clocks (Capitol)	+57
MATCHBOX TWENTY Disease (Atlantic)	+39
HOWIE DAY Sorry So Sorry (Epic)	+36
ANDY STOCHANSKY Stutter (Private Music/RCA Victor)	+31
DAVE MATTHEWS BAND Grey Street (RCA)	+27
STONE SOUR Bother (Roadrunner/IDJMG)	+25
TORI AMOS A Sorta Fairytale (Epic)	+23
JOHN MAYER No Such Thing (Aware/Columbia)	+23
PAUL SIMON Father And Daughter (Nick/Jive)	+23
WHITE STRIPES We're Going To Be Friends (Third Man/V2)	+23
FEEL Won't Stand In Your Way (Curb)	+21

Most Played Recurrents

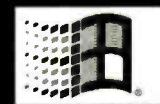
ARTIST TITLE LABEL(S)	TOTAL PLAYS
DAVE MATTHEWS BAND Where Are You Going (RCA)	301
COLDPLAY In My Place (Capitol)	250
JACK JOHNSON Flake (Enjoy/Universal)	234
NORAH JONES Don't Know Why (Blue Note/Virgin)	222
JOHN MAYER No Such Thing (Aware/Columbia)	193
JIMMY EAT WORLD The Middle (DreamWorks)	169
PETE YORN Strange Condition (Columbia)	146
PETE YORN Life On A Chain (Columbia)	135
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	127
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	126
SHERYL CROW Soak Up The Sun (A&M/Interscope)	118
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	118
INCUBUS Drive (Immortal/Epic)	114
LIFEHOUSE Hanging By A Moment (DreamWorks)	114
DAVE MATTHEWS BAND Everyday (RCA)	108
INDIGO GIRLS Moment Of Forgiveness (Epic)	108
CALLING Wherever You Will Go (RCA)	107
DAVID GRAY Babylon (ATO/RCA)	104
AFFRO-CELT... FP. GABRIEL When You're Falling (Real World/Virgin)	99
CHRIS ISAAK Let Me Down Easy (Reprise)	96

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

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

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The Risk Factor

□ Programming like a pro means taking calculated risks

By Lorrin Palagi
 Zapoleon Media Strategies

As safe as radio programming is today across all formats, Christian radio has a distinct opportunity to take a larger slice of the broadcasting pie. To break the mold, PDs and owners need to take risks to position their stations more solidly in the limelight in their markets. **Lorrin Palagi** of Zapoleon Media Strategies brings that point home in this week's column.

Radio, in general, has become safer, more homogeneous and less diverse of late. This presents opportunities for those who can think out of the box a little bit. It takes a calculated risk to thrive in any aspect of life — to make a mark, to stand above the crowd. Heroes, if you will, are people who have stepped up and taken a calculated risk in order to either achieve great success or realize a lofty goal.

For those who are in a position to step up and take those risks, the payoff can be tremendous. Christian radio is standing at a crossroads today. Radio has gotten too safe, and listeners are leaving the medium in droves. There's a tremendous opportunity to get them back by stepping up, taking some risks and putting on some fresh, innovative product. Contemporary Christian radio has a great opportunity right now, because it is starting to attract audiences in many markets.

For one thing, Christian radio has a solid, powerful message that is different from anything else out there. This difference is helping it attract a

younger crowd. Christian stations should use this to their advantage and make a concerted effort to get out there and market at a much higher level than they do now.

Start to bang the drum a little bit and get noticed. If people knew these stations existed, they would start gravitating toward them. They're new, they're different, they're refreshing, and they're a breath of fresh air that people haven't heard on the radio in quite some time.

Minimizing The Risk

To step up and do something innovative requires taking a risk, but the key is to minimize that risk. How do you do that? First, hire the best possible people you can get. Steve Berger, of the former Nationwide Communications, had a company motto of "Only the best people." Steve would go out of his way to track down the best people he could possibly find. He knew that the best people would put out the most solid product.

When you have the best people you can get on your staff, is your risk

of failure greater or less? Clearly, there is less chance of failure with talented, knowledgeable people. It all starts with people; that's what companies are made of. Companies are not things; companies are people, and we should never forget that.

If you have to put up a little more money to attract them, do it, because, in turn, you are minimizing your risk. Extra money on the front end will generally pay tremendous dividends on the back end, regardless of whether your goal is to generate revenue or audience.

Second, good people will be innovative enough to help carry the banner through the marketplace in such a way that it doesn't necessarily cost a lot of money. I'm not talking about going out and buying huge TV campaigns or putting your station logo on every billboard in town at great cost. Grass-roots marketing is a tremendously powerful way to promote yourself.

Kissing Babies

We just went through an off-year election, but even during a presidential campaign you'll notice that the candidates, people who are running for the office of president of the United States, will shake hands, go door to door and kiss babies for photo ops. Why? Conventional wisdom says that it's ridiculous, because the number of people the candidates will meet at these events is a drop in the bucket and will not have any effect on the election.

But that is absolutely untrue: It's very effective, and that's why they do it. These people spend hundreds of millions of dollars on their campaigns; so why do they shake hands and kiss babies? Because it works. If these guys are using this method on a national scale, what makes us think that we can't make an impact by doing the same thing on a local level? Get out there and shake hands and kiss babies; it is so important to do so.

Your talent should make personal appearances on a regular basis, even for free. Paid appearances are great, but gratis appearances are just as important. Take care of clients, youth groups and churches, and whomever else you might be reaching out to. Get



KATINAS HAVE SPIRIT

WRXT (Spirit FM)/Roanoke-Lynchburg, VA hosted The Katinas for an in-studio on-air interview and visit with station staff. The guys show some spirit here after a quick a capella rendition of their recent hit "One More Time." Pictured are (l-r) The Katinas' Sam Katina, James Katina and Joe Katina; Spirit FM Production Dir. Jim Arnold and OM Jackie Howard; and The Katinas' Jesse Katina and John Katina.

in front of them. Talk to a class of fourth- or fifth-graders or high school kids or speak at a college.

I can't tell you how many times I've spoken at colleges, and students eat it up. It's a lot of fun and very rewarding. It really does promote your radio station, especially to youth. It's something that we have to get out and do at a much greater level than we do now. Don't assume for a moment that it's not effective, because people running for office dispel that notion every time there's an election.

Sell Yourself

Programmers, in particular, have to be incredibly effective salespeople internally. Quite frankly, we, as programmers, could do a better job of internally pitching and selling our ideas and making sure they are run up the flagpole. If we get a no, we should stay on it, do some homework and have ammunition ready to present our case again and really sell it all the way up the food chain.

I worked at a big CHR in Washington, DC years ago, WRQX. This was during the last product cycle, when the wheels kind of fell off the format in that market. We had a gut feeling that there was a hole for a Hot AC there, although there weren't very many of them on the air across the country at that time.

We went to WRQX's owner, ABC, and said that we would like to change the format, but first we wanted to do a perceptual study to make sure there was a hole we could fill. The owners said, "No, just fix it."

Most people, at that point, would have taken the corporate answer and run with it, but we wouldn't take no for an answer, because we knew we were right. We went back and again pitched the idea of a perceptual study to the president of our division, saying that the station couldn't be fixed. He again said no.

The third time the GM and I went back to the president, I said that we could not take no for an answer. We lobbied hard and put together the limited amount of information we could gather and laid it on the line. We said that we could use the information we gathered in the study to bolster or fix the station, even if the study showed there was no hole for Hot AC.

Finally, the president reluctantly agreed, but he made it clear that, although they were giving us the money for the study, we'd better be right.

We were thrilled. They put the researchers into the field and found that there was a gaping hole for Hot AC. We changed the format of WRQX from CHR to Hot AC, which was not cheap, and the station went from No. 15 in the market to No. 1 15-54, which was very lucrative for the company.

That exercise taught me that when you really believe in something, it's worth the risk. My risk was that they were going to fire me, because they had told me to shut up and do what they said had to be done. But we remained the squeaky wheel that wouldn't stay silent and stayed on them.

Risks Are Necessary

I know that was a long story, but it illustrates the importance of taking a lot of risk to accomplish something that you believe in. The word from corporate was, "Don't change the format; it's too expensive. Fix it or fire people and get somebody in there who can fix it." Those people being fired would have included me, the PD. Thank goodness we were able to pitch the need for this change, because it paid off tremendously for ownership.

Sometimes it's worth trying a different tactic and selling the decisionmakers on a different point of view to try to get a great idea through, or at least begin the discussion process. Once you start a discussion, sometimes it will become management's idea. Then they can say, "We can't do that, but perhaps we can do something a little different instead." Once they start doing that, it basically becomes their idea. Mission accomplished.

PDs have to do a better job of getting these things off the ground. Contemporary Christian radio is standing at a crossroads. It is the perfect opportunity to step up and, through innovation and good, solid programming, reach out to an audience that is searching.

Lorrin Palagi can be reached at Zapoleon Media Strategies at lorrin@pdq.net.

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Ring In The Holidays With These New Releases

While most of us are still recuperating from a house full of relatives and have refrigerators filled with enough leftover turkey to feed a small army, an industrious few have already erected and decorated their Christmas trees and checked everyone and everything off their gift lists.

For the anxious majority, check out these new holiday CDs. The sweet harmonies and songs of joy and peace are sure to soothe your rattled nerves.

Plus One Christmas

The skinny/the vibe: Christian music's favorite boy band offers tried-and-true but nonetheless tight harmonies, mixing pop arrangements and Yuletide merriment.

Best original song: "This Is Christmas"

Medley of choice: "Have Yourself a Merry Little Christmas"—"I'll Be Home for Christmas"—"O Come Let Us Adore Him"

Ratio of new material to traditional: 4-10

Listen to this and you'll.... Enjoy the holiday-happy melodies, even if you aren't normally fond of the boy band phenomenon.

John Tesh Christmas Workshop

The skinny/the vibe: On the heels of his well-received *Worship* release comes Tesh's *Christmas Workshop*. The largely upbeat album includes Christmas and other worship songs, some with vocals (yes, Tesh sings!) and some instrumental.

Best original song: "Positano Sunrise" (instrumental)

Medley of choice: None

Ratio of new material to traditional: 4-10

Listen to this and you'll.... Wish Tesh had stuck with what he does best — instrumental projects — and left the vocals to special guests.



John Tesh

Nicole C. Mullen Christmas In Black And White

The skinny/the vibe: A little bit of R&B, a little bit of salsa and a little bit of pop, all centered on the real spirit of Christmas and all with Mullen's dazzling voice. You go, girl!

Best original song: "365"

Medley of choice: "Away in a Sacred Night" with "Away in a Manger" cleverly woven into the song.

Ratio of new material to traditional: 7-3 (plus two spoken tracks)

Listen to this and you'll.... Want to groove with St. Nick (see track nine).

Selah Rose Of Bethlehem

The skinny/the vibe: The harmonies of Selah meld beautifully in this balance of simple arrangements and upbeat tunes. The result is an album that will be replayed Christmas after Christmas.

Best original song: "Light of the Stable"

Medley of choice: None

Ratio of new material to traditional: 6-4

Listen to this and you'll.... Be ready to spread some holiday cheer and pick up another copy to share with someone you care about.

City On A Hill It's Christmas Time

The skinny/the vibe: Following the same formula as the previous *City on a Hill* projects, producer Steve Hindalong has gathered Mac Powell, Caedmon's Call, Julie Miller and other artists for a Christmas compilation.

Best original song: "Child of Love," sung by Sara Groves

Medley of choice: None

Ratio of new material to traditional: 6-6

Listen to this and you'll.... Hope there are other *City* projects in the works.

Clay Crosse Christmas With Clay Crosse

The skinny/the vibe: Lounge lizards, take note: Crosse is back on the scene with a Christmas album that all you hepcats will find nothing short of smooth.

Best original song: "When I See a Christmas Tree"

Medley of choice: "Jingle Bells"—"Deck the Halls"

Ratio of new material to traditional: 1-9

Listen to this and you'll.... Feel like you are trapped on the set of a 1930s film. Or in a schmaltzy piano bar.

Jump 5 All The Joy In The World

The skinny/the vibe: Despite proclaiming that they have *All the Time in the World*, Sparrow's youngest band release their third album just over a year after their first with this holiday offering. The Jump5 crew bring six lighthearted pop songs and two remixes home for Christmas.

Best original song: None

Medley of choice: "Rockin' Around the Christmas Tree"—"Jingle Bell Rock"

Ratio of new material to traditional: 0-8

Listen to this and you'll.... Feel very old (if you are over the age of 14).

— Marsha Bartenhagen

CCM UPDATE GALLERY



SMOKIE AND COOL

EMI Gospel artist Smokie Norful was a special guest recently at the fourth-anniversary celebration for WVEE (V103)/Atlanta's *Frank Ski Morning Show*. Pictured at the V103 studios are (l-r) Norful and Def Jam/IDJMG artist LL Cool J.

SPINWORTHY

The British Are Coming!

Delirious

Touch (Furious)

File under: Rock/Brit-Pop



At this moment in music, several British acts are riding the crest of the "Who's trendy now?" wave, both in the United States and on the other side of the Atlantic. Sensitive emo rockers Coldplay, singer-songwriter David Gray and the no-introduction-needed Rolling Stones have all released valiant efforts of late and garnered critical acclaim.

It is, indeed, a good time to be English. So it seems fitting that, in the midst of this new British Invasion, the Isles' best worship band, the decade-plus-old Delirious, re-emerge with a new album.

Delirious' fifth studio project, *Touch*, doesn't fit in neatly beside the 50 other worship albums you've probably already shelved this year. While this album — with its cutting-edge, sing-along tunes combined with the aggressive textures of 1999's *Mezzamorphis* — doesn't break any new ground sonically for the band, it does reinforce a style that is all Delirious' own and unique in the Christian market. The 10 tracks, from the piano-driven "Angel in Disguise" to the electric, Townsend-tinged "Show Me Heaven," further cement this band's well-deserved place in music.

The band's creativity is particularly showcased in the lyrical content this time around. In near-concept-album style, the straightforward lyrics explore the basic theological idea that God and man are in a unique relationship, and man's life is futile without God. Though lines like "You take me away to another place/You show me a way to a higher grace/I'm seeing it all with a happy face" in "Take Me Away" beg for more original rhymes — which Delirious is quite capable of penning — the final outcome is a delirious mix of sound and lyrics, and it's well worth lending an ear.

— Lizza Connor

In The News....

• Following the success of the debut VeggieTales animated feature film, *Jonah: A VeggieTales Movie*, Artisan's FHE Pictures and Big Idea Productions announce that their relationship will continue with the next feature film from Big Idea, *The Bob and Larry Movie*. Big Idea is currently in preproduction on the movie, which is slated for 2005.

• Five of the year's top rock, punk and hip-hop acts will join forces next spring on a new event, the See Spot Rock tour, hitting the road Feb. 9, 2003. Co-headlining are D.C. Supertones and Relient K; they'll be joined by Pillar, John Reuben and Sanctus Real. The tour will hit nearly 50 cities between February and May. Tickets for most shows go on sale Dec. 7.

• On the heels of the Platinum certification for Michael W. Smith's *Worship* CD, the Reunion artist's DVD-VHS release also titled *Worship* has been certified Platinum by the RIAA. The initial shipment of the *Worship* video qualified for RIAA Gold certification; the project reached Platinum status, denoting sales of more than 100,000 units, in just three months.

• Michael W. Smith's 6-year-old independent label, Rocketown Records, recently inked an exclusive U.S. distribution agreement with Provident Music Distribution. The deal, which takes effect Jan. 1, 2003, includes all domestic CBA and general-market retail sales for new Rocketown releases, so Provident's sales team will be presenting label releases with street dates in the new calendar year. The first projects under the new agreement include the upcoming studio album from Chris Rice, *Run the Earth, Watch the Sky*, and the debut release from new roots band Alatheia, *What Light Is All About*. Both albums are scheduled for a March 4, 2003 street date. Rocketown's catalog of releases prior to 2003 will continue to be handled by Word Distribution.



JACKIE MADRIGAL
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This Isn't The Same Old Rock 'N' Roll

Alternative music styles also reflect Latin American culture

In Latin America, rock — Spanish-language rock, that is — is one of the youngest musical genres, and its artists show the most creativity. In the U.S., the genre is even younger, and it's harder to sell to radio and television. In fact, it seems to be losing the battle.

Like any underground movement, Spanish-language rock has college and noncommercial radio support. And, in the last few years, another avenue to expose people to the music was created through the Latin Alternative Music Conference, which is now in its fourth year.

Back in the '60s and '70s the rock heard in Latin America consisted of covers — remakes of songs by American and English bands. At the time, El Tri, Mexico's oldest rock band, had the English-language name *Three Souls In My Mind*. It wasn't until the '80s that Spanish-language rock records started popping up in Mexico with a notice on the cover that said "Rock en Español" (Rock in Spanish), a term not much appreciated nowadays.

How and why was Spanish rock born? "It was a natural process," says Warner/Chappell VP/A&R **Gustavo Menéndez**, who has worked with Latin rock bands for a long time. "Rock has traditionally been the music that becomes the voice of the youth. It was only a matter of time before rock got inside people's veins and they began doing it in their own language. It didn't just happen here; it happened all over the world."

In fact, Menéndez just signed the Puerto Rican band Circo to Universal, with publishing rights going to Warner/Chappell. The band is scheduled to release *No Todo Lo Que Es Pop Es Bueno* internationally — including a few new tracks — in mid-February 2003.

Unique Sounds

Circo, Jaguares, Los Fabulosos Cádillacs, La Ley, Enanitos Verdes, Molotov, El Gran Silencio, Enrique Bunbury, Kinky and Volumen Cero are all examples of established or new bands who are setting the standard for Spanish rock and paving the way for more to come. Yet, each has a unique sound.

According to **Randy Luna**, owner of the independent record label Radical Sonica, Spanish-language rock is unique "because of our influences, because we are multicultural." "Each country has its folklore and



Gustavo Menéndez



Randy Luna



Tom Cookman

flavor, which greatly influences its music," he says. "There's also the effect of the American and English music we've been listening to."

Menéndez says that Spanish-language rock contains aspects of all parts of its origins. "There are great bands and bands that actually do suck," he says. "While there are very talented people, who can be found in every music genre all over the world, what makes this music stand out from the mainstream — American, Swedish or other rock bands singing in English — are the sounds of the land and our idiosyncrasies."

"It's not about one exact style or one type of music. There are so many different genres, whether it's electronica, hip-hop, rock or even pop."

Tom Cookman

"Take someone like Argentine artist Andrés Calamaro, whose lyrics are so Argentinian that his songs are like tangos. The genre's songs embody the culture they came from. They can be about a political view or everything and anything else.

"All over Latin America, the cultures and countries have such strong colors and scents that you can't prevent them from showing up in music. It's not just a matter of a sound; it's the whole of South America and

Mexico. It's such a vibrant continent, if you will, that it shows up in music."

Something For Everybody

"The most important thing is that there's a lot of creativity out there," says Cookman International owner **Tom Cookman**. "It's not about one exact style or one type of

music. There are so many different genres, whether it's electronica, hip-hop, rock or even pop. All these artists are bringing very different and interesting elements to the table. There's something for everybody."

That diversity and talent has been a trademark of the Latin American Music Conference, which Cookman, along with JN Media owner Josh Norek, started. The conference has become the best place for top label executives to scout new talent. For Cookman, the biggest thrill is seeing the LAMC evolve into the best showcase for bands to demonstrate what they're doing.

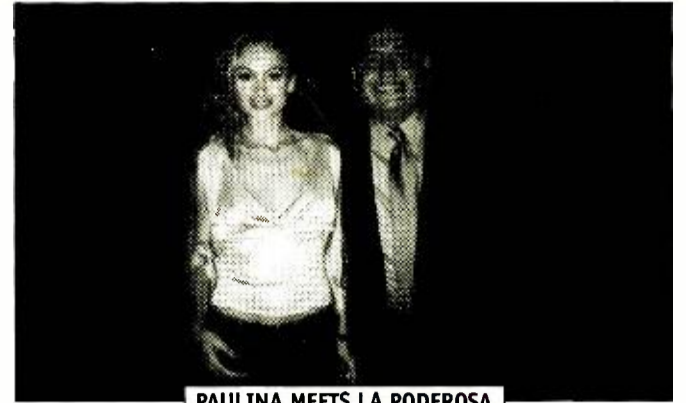
"It's great to see a band like Kinky, who won our first battle of the bands, show up two years later on *The Late Show With David Letterman*," he says. "Circo, who came the first year to just hang out and played a little showcase during the second conference, are now signed to Universal.

"It's always great to have some of the big names come out, but it's nice to also see the up-and-coming bands. Even if only one band a year is signed, it's still pretty amazing."

Forcing People To Accept It

With the crossover craze, is it only a matter of time before some of these bands begin singing in English? "It depends on each band, the way they grew up and their culture," says Luna. "There will be bands that will sing in English. There are also those bands that won't but that have already been featured on American TV.

"Jaguares were on *Late Night With Conan O'Brien*, and Aterciopelados were on *The Tonight Show With Jay Leno*. There were several bands who performed on the MTV Latin America Video Awards, and although the show was first broadcast on MTV2, it also aired on MTV.



PAULINA MEETS LA PODEROSA

Paulina Rubio is seen here with La Poderosa (WDAB/Greenville, SC) PD Juan José Castro.

"We are forcing Americans to learn Spanish or to accept it. As such, more and more people are becoming interested in world music and Spanish music and are expanding their horizons."

The Native Connection

Meanwhile, the battle with Spanish-language media continues, so other marketing and promotional avenues must be found, and the record companies must lead the way. "If U.S. Latin labels aren't breaking these acts, new ways need to be invented to bring this music to the people," Cookman says.

"More and more people are becoming interested in world music and Spanish music and are expanding their horizons."

Randy Luna

"There's an equation that's not working out here. I don't see how people don't want to buy the records, but they will buy concert tickets. It's very bizarre that, in some markets, these bands sell more T-shirts during their concerts than the label sells records. That doesn't make sense.

"As much as these labels want to break the acts, they can't do it with only one person in their rock department. If you have six rock people at a label working without the marketing dollars they need, and they're competing against all of Sony Latin, which is working the new Alejandro Fernández record, guess who's going to sell more?"

So, how are these bands selling out venues? Partly, it's because they have a fan base with roots in Latin America. As Hispanics, we continue to be connected to our native countries, says Luna, and, as a result, we are always on the lookout for music that's hot in our former homes, and we support that music when it gets here.

"You'd be surprised how many Hispanic people bring their American friends with them to the bigger rock

shows, like Café Tacuba, La Ley, Fabulosos Cádillacs, etc.," says Cookman. "It's creating a fan base within the American public. Many of them realize they've never heard Latin music like this.

"It's not tropical or regional Mexican, with all due respect to those genres. For a young hipster in Queens, NY, it may not be the first thing he wants to jump on."

Fans Find Ways

As far as radio and TV are concerned, Cookman says that the audience knows that radio is not going to be supportive of these artists, but adds that fans will find alternative ways to hear them. "These rock acts, whether in Mexico City, Caracas, Bogotá or Buenos Aires, are considered to be almost pop acts," he says. "TV has no problem putting them on the air."

Because of the lack of radio support, videos are proving to be a great promotional tool, with MTV Español and Mun2 programming primarily rock and pop material. However, neither network is showing up on cable systems on a national level, and MTV Español is not yet a priority for the MTV Network, says Cookman.

Puerto Rican radio station Cosmos 94 was one of the bright lights of the Spanish-language rock universe, but it recently switched to Spanish Contemporary as Onda 94. "The station changed format not because it didn't have an audience, but because the management was looking for more numbers," says Luna. "That's understandable.

"Personally, I don't think we'll stop working. We worked when we had Cosmos, and we'll continue to do it after Cosmos. They changed the chess table, but we keep on playing."

So, it continues. As for the question of whether this music is still alive: As Menéndez says, "Of course it is."

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:

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RADIO MÚSICA™

This Week In Spanish-Language Music

News

At The Top Of Their Game

Majic Juan, formally of the band Proyecto Uno, is releasing his first solo album, *La Prueba*. As he did with his former band, which pioneered merengue hip-pop — a mix of urban and Latin sounds — Majic Juan continues to follow a winning formula.

"This album reflects the musical sounds that I picked up traveling the world as an entertainer," he says. The performer stretches his talents to television, hosting a new entertainment news program airing Monday to Friday from 8-10pm on Mun2 and Telemundo International. The bilingual show, *The Roof*, will premiere on Dec. 9 and consist of a combination of music videos, interviews with both American and Latin artists, feature stories and news segments.

• Enrique Iglesias just finished filming the video to his single "Quizás," which is off the album of the same name. The video was shot in Queens, NY and directed by Simond Brand. "Quizás" is the second hit off the Spanish-language record, which was released in September and sold over 1 million copies in its first week on the street. Last week Iglesias ended his world tour at the American Airlines Arena in Miami.



Enrique Iglesias



Prisioneros

• Chilean rockers Los Prisioneros burned up Miami during their U.S. concert tour, which has taken them to Los Angeles; Washington, DC; and other major cities across the country.

The band formed in the '80s and later broke up, but not without making their mark with classics like "Tren Al Sur." They reunited recently and proved that no one has forgotten them.



KEEPING IT COOL

Record pools recently met with the record labels in Miami to form a union and establish a system that will allow the labels to service them better and keep the pools legitimate.

See Them Live

December

- 6 **Jaguares**
Majestic Theatre, San Antonio

- 7 **Juanes**
Hard Rock Cafe, Orlando

- 7 **Ozomatli**
House Of Blues, Anaheim, CA

- 8 **Jaguares**
Verizon Wireless Amphitheater, Houston

- 8 **Juanes**
Dekalb Atlanta Center, Atlanta

- 9 **Panteón Rococó**
The Knitting Factory, Hollywood, CA

- 11 **Juanes**
Ritz Theatre, Elizabeth, NJ

- 12 **Juanes**
Club 2009, Dallas

- 13 **Juanes**
La Villa Special Events Center, McAllen

- 13 **Jaguares**
Tabernacle, Atlanta

- 14 **Juanes & Nicole**
Houston Arena Theatre, Houston

- 15 **Juanes**
Planeta Mexico, San Antonio

- 15 **Hispanos Unidos**
Madison Square Garden, New York

- 18 **Fulano**
Café Nostalgia, Miami

- 20 **Maldita Vecindad & Panteón Rococó**
Club PM, Chicago

- 20 **Planeta de Crystal**
Dragon Room, Chicago



Panteón Rococó



Juanes

Rock/Alternative

LW	TW	ARTIST Title Label(s)	Points	Weeks On Chart	Total Stations
1	①	JAGUARES Te Lo Pido Por Favor (BMG)	1900	10	12
2	②	MANU CHAO Bienvenido A Tijuana (Virgin)	1300	9	9
-	③	JOVANOTTI Sálvame (Universal)	1060	1	5
8	④	ENRIQUE BUNBURY Sí (EMI Latin)	1030	7	8
3	5	VOLUMEN CERO Hollywood (Warner M.L.)	910	22	9
7	⑥	VICTIMAS DEL DR. CEREBRO Ella Se Muere (Oso)	850	20	8
10	⑦	BABASONICOS Los Calientes (DLN)	830	19	5
4	8	PANTEON ROCOCO La Carencia (BMG)	810	24	7
14	⑨	MANA Eres Mi Religión (Warner M.L.)	700	8	8
12	⑩	CAFE TACUBA Déjate Caer (MCA)	680	2	6
-	⑪	FERMIN IV 004 (Universal)	650	1	5
5	12	INSPECTOR Amnesia (Universal)	630	15	5
-	⑬	PANTEON ROCOCO Esta Noche (BMG)	560	1	7
-	⑭	INSPECTOR Amargo Adiós (Universal)	500	1	3
-	⑮	ORISHAS Qué Pasa (Universal)	480	1	4

Songs ranked by total number of points. 16 Rock/Alternative reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position.

Record Pool

LW	TW	ARTIST Title Label(s)	Points	Weeks On Chart	Total Stations
5	①	TITO NIEVES La Salsa Vive (Warner M.L.)	950	6	16
1	2	GILBERTO S. ROSA Por Más Que Intento (Sony Discos)	860	12	16
3	③	LAS KETCHUP Aserejé (Sony Discos)	820	14	15
2	4	MAJIC JUAN Meniando La Pera (J&N)	760	11	16
6	⑤	FRUKO Y SUS TESOS Tabaco y Ron (Fuentes)	700	6	13
9	⑥	TITO ROJAS Pensarás En Mi (MP)	630	11	12
4	7	LA MAKINA Celosa (J&N)	620	12	12
13	⑧	DJ JOE A Mover (Cutting)	580	6	11
10	⑨	EL GENERAL La Mecedora (Mock & Roll)	500	5	10
15	⑩	TOÑO ROSARIO Yo Kuli, Yo Kula (Warner M.L.)	490	5	10
-	⑪	VICTOR MANUELLE En Nombre De Los Dos (Sony Discos)	460	1	9
12	⑫	ELVIS CRESPO Bésame En La Boca (Sony Discos)	450	7	8
-	⑬	SONORA CARRUSELES Hasta Que Se Rampa El Cuero (Fuentes)	430	1	8
-	⑭	YUMIRI No Sé Por Qué Me Echó Bilongo (Ahinama)	410	1	9
11	15	TULILE El Tornillo (Cedeño)	350	14	7

Songs ranked by total number of points. 22 Record Pool reporters. Total Stations is equal to number of record pools reporting the song. Bullets are awarded to songs up or flat in chart position.

December 6, 2002

Contemporary Top 25

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	TOTAL STATIONS	WEEKS ON CHART
3	1	CRISTIAN Cuando Me Miras Así (BMG)	5410	22	9
1	2	SIN BANDERA Entra En Mi Vida (Sony Discos)	5260	19	26
2	3	LAS KETCHUP Aserejé (Sony Discos)	4830	25	16
4	4	THALIA No Me Enseñaste (EMI Latin)	4570	23	15
5	5	RICARDO ARJONA El Problema (Sony Discos)	4360	23	5
10	6	CHAYANNE Y Tú Te Vas (Sony Discos)	3760	17	36
6	7	PAULINA RUBIO Todo Mi Amor (Universal)	3720	15	13
9	8	JENNIFER PEÑA El Dolor De Tu Presencia (Univision)	3710	20	18
8	9	JUANES A Dios Le Pido (Universal)	3700	14	29
11	10	JUANES Es Por Ti (Universal)	3350	16	7
7	11	MANA Angel De Amor (Warner M.L.)	3240	19	19
13	12	MANA Eres Mi Religión (Warner M.L.)	2930	13	6
16	13	RICARDO MONTANER Si Tuvieras Que Elegir (Warner M.L.)	3730	13	10
14	14	MARCO A. SOLIS Cuando Te Acuerdes De Mi (Fonovisa)	2560	11	34
17	15	MARCO A. SOLIS Dónde Estará Mi Primavera (Fonovisa)	2520	12	7
18	16	LUIS MIGUEL Hasta Que Vuelvas (Warner M.L.)	2500	7	4
19	17	JON SECADA Si No Fuera Por Ti (Crescent Moon)	2340	10	7
21	18	SHAKIRA Que Me Quedes Tú (Sony Discos)	2300	10	4
15	19	JERRY RIVERA Vuela Muy Alto (BMG)	2250	14	17
20	20	JOAN SEBASTIAN Qué Bonita Pareja (Balboa)	2170	8	14
12	21	ENRIQUE IGLESIAS Mentiroso (Universal)	1960	17	18
23	22	EDNITAS NAZARIO Tú Sabes Bien (Sony Discos)	1800	6	3
22	23	ENRIQUE IGLESIAS Quizás (Universal)	1790	11	2
24	24	ALBERTO Y ROBERTO Tu Forma De Ser (Disa)	1380	4	7
—	25	LUIS FONSI Te Vas (Universal)	1230	5	1

Songs ranked by total number of points. 32 Spanish Contemporary reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position.

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Going For Adds

CABAS Tu Boca (EMI Latin)
 JORGE MORENO Mi Sufrimiento (Maverick)
 VILMA PALMA Vuelve A Comenzar (Balboa)
 NEK Cielo Y Tierra (Warner M.L.)

Tropical Top 25

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	TOTAL STATIONS	WEEKS ON CHART
1	1	TITO NIEVES La Salsa Vive (Warner M.L.)	4530	19	10
2	2	VICTOR MANUELLE En Nombre De Los Dos (Sony Discos)	4260	17	7
3	3	LAS KETCHUP Aserejé (Sony Discos)	2660	8	10
5	4	GRUPO MANIA Un Beso (Universal)	2280	17	13
9	5	DOMINGO QUIÑONES A Que No Te Atreves (Universal)	1950	8	8
4	6	JERRY RIVERA Vuela Muy Alto (BMG)	1910	11	20
12	7	INDIA Sedúceme (Sony Discos)	1800	8	3
13	8	EL GRAN COMBO Se Nos Perdió El Amor (Combo)	1650	6	5
8	9	AVENTURA Obsesión (Premium)	1630	6	17
7	10	GILBERTO S. ROSA Por Más Que Intento (Sony Discos)	1440	9	18
6	11	MARC ANTHONY Viviendo (Sony Discos)	1420	8	26
10	12	PAULINA RUBIO Todo Mi Amor (Universal)	1400	5	6
16	13	MONCHY & ALEXANDRA Dos Locos (J & N)	1120	6	19
20	14	AREA 305 Si No Estás (Univision)	1030	8	4
21	15	GILBERTO S. ROSA Cómo El Que No Quiere (Sony Discos)	1020	1	6
—	16	RICARDO ARJONA El Problema (Sony Discos)	1010	3	1
17	17	JUANES Es Por Ti (Universal)	1000	6	8
19	18	NUEVA ERA Amor Eterno (J & N)	850	3	2
23	19	MILLY QUEZADA Tanto Que Dije (Sony Discos)	840	7	7
22	20	ENRIQUE IGLESIAS Quizás (Universal)	830	4	3
15	21	CRISTIAN Cuando Me Miras Así (BMG)	810	3	6
—	22	TOÑO ROSARIO Yo Kulá, Yo Kulá (Warner M.L.)	800	6	2
25	23	TITO ROJAS Pensarás En Mi (MP)	780	5	8
—	24	OLGA TAÑÓN Así Es La Vida (Warner M.L.)	770	7	1
11	25	THALIA No Me Enseñaste (EMI Latin)	760	6	14

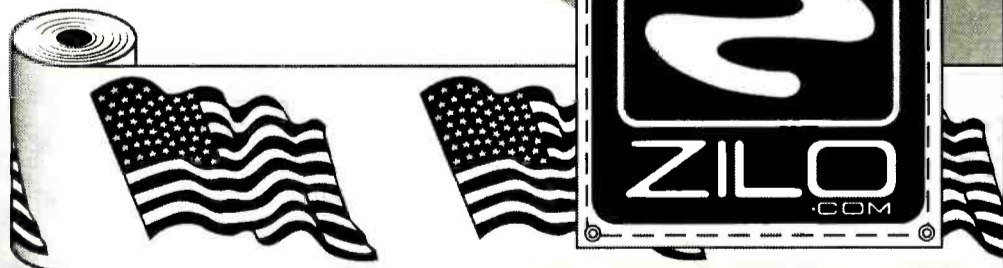
Songs ranked by total number of points. 22 Tropical reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position.

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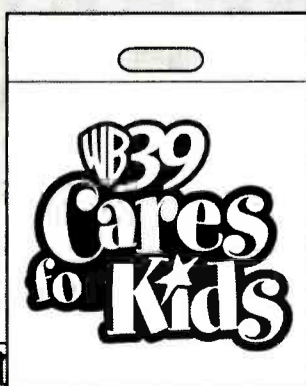
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LIMI-T 21 Arranca En Fa (EMI Latin)
 LOS ILEGALES Mi Novia (EMI Latin)
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Regional Mexican Top 25

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	TOTAL STATIONS	WEEKS ON CHART
1	1	CONJUNTO PRIMAVERA Perdóname Mi Amor (Fonovisa)	5900	38	18
2	2	TIGRES DEL NORTE La Reyna Del Sur (Fonovisa)	4270	37	8
3	3	INTOCABLE Sueña (EMI Latin)	3750	31	7
10	4	TEMERARIOS Comer A Besos (Fonovisa)	2960	20	5
8	5	BANDA EL RECODO Las Vías Del Amor (Fonovisa)	2940	17	22
9	6	TUCANES DE TIJUANA La Chica Sexy (Universal)	2610	17	8
7	7	RAMON AYALA Quedó Triste El Jacal (Freddie)	2480	16	11
6	8	BANDA EL RECODO No Me Sé Rajar (Fonovisa)	2410	23	22
5	9	JENNIFER PEÑA El Dolor De Tu Presencia (Univision)	2150	22	17
13	10	LUPILLO RIVERA Te Solté La Rienda (Sony Discos)	2090	21	14
16	11	BETO Y SUS CANARIOS Mi Derrota (Disa)	1920	15	7
15	12	EL COYOTE El Amor No Tiene Edad (EMI Latin)	1910	17	11
20	13	ADOLFO URIAS Corazón Chiquito (Platino)	1760	10	4
18	14	CONTROL No Que No (EMI Latin)	1670	12	9
11	15	TEMERARIOS Una Lágrima No Basta (Fonovisa)	1650	17	27
21	16	LIMITE Papacito (Universal)	1570	12	4
4	17	GERMAN LIZARRAGA Estoy Sufriendo (Disa)	1550	19	19
22	18	AROMA Querido Ladrón (Fonovisa)	1390	10	6
—	19	PALOMO De Uno Y De Todos Modos (Disa)	1280	11	1
12	20	SOCIOS DEL RITMO Amor De Internet (I.M.)	1250	14	12
23	21	CUISILLOS Eres Imposible De Olvidar (Balboa)	1170	10	3
24	22	ARROLLADORA BANDA EL LIMON Te Extraño... (Sony Discos)	1130	7	2
—	23	GERMAN LIZARRAGA Donde Vayas (Disa)	1080	8	1
—	24	ANGELES DE CHARLY Por Un Minuto... (Fonovisa)	1050	9	1
25	25	NICO FLORES Noches Eternas (BMG)	1010	6	11

Songs ranked by total number of points. 46 Regional Mexican reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position. © 2002 Radio & Records.

Going For Adds

- CLAUDIA LOPEZ Abrázame (MP)
- GRUPO TRUENO Cuando Vas Al Baile (Seven Rivers)
- JOAN SEBASTIAN Afortunado (Balboa)
- PANCHO BARRAZA Una Oración (Balboa)
- TIGRILLOS Mirala (Warner Music Latina)
- CELSO PIÑA El Tren (Warner Music Latina)
- PESADO Lástima Me Das (Warner Music Latina)

Tejano Top 25

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	TOTAL STATIONS	WEEKS ON CHART
2	1	INTOCABLE Sueña (EMI Latin)	2,080	18	10
1	2	JENNIFER PEÑA El Dolor De Tu Presencia (Univision)	2,010	15	23
3	3	IMAN Me Has Robado El Corazón (Univision)	1,280	15	20
4	4	PALOMINOS No Debes Llorar (Fonovisa)	1,230	8	21
8	5	SIGNO Sin Tu Amor (Crown)	1,170	14	7
7	6	BOBBY PULIDO Vanidosa (EMI Latin)	1,120	9	26
10	7	RAMON AYALA Quedó Triste El Jacal (Freddie)	920	10	5
5	8	KUMBIA KINGS La Cucaracha (EMI Latin)	910	12	7
6	9	DUELO El Amor No Acaba (Univision)	880	12	20
9	10	CONTROL No Que No (EMI Latin)	870	11	13
20	11	DESPERADOZ La Bailadora (Tejas)	800	2	4
15	12	JAY PEREZ Quiero Ser Viejo (Sony Discos)	770	5	13
11	13	BIG CIRCO Yo No Fui (EMI Latin)	760	9	23
22	14	BIG CIRCO La Maquinita (EMI Latin)	750	6	3
12	15	LA ONDA Aserejé (EMI Latin)	730	13	5
14	16	FRIJOLE ROMANTICOS No Me Asustan (Río Grande)	720	6	9
13	17	JIMMY GONZALEZ Yo Quería (Freddie)	710	6	15
19	18	MICHAEL SALGADO Mi Ultima Parranda (Sony Discos)	640	3	3
17	19	EMILIO A Medias De La Noche (BMG)	610	11	4
21	20	PRISCILA Y SUS BALAS DE PLATA Corazoncito (Univision)	560	9	2
25	21	MARGARITA Y Qué Puedo Hacer Ya (EMI Latin)	500	2	3
—	22	DEYA Para Decir Adiós (Catalina)	470	8	1
—	23	VIDA Cuando, Cuando (Tejas)	440	6	1
24	24	JIMMY GONZALEZ Yo Te Voy A Amar (Freddie)	420	5	2
—	25	LIMITE Papacito (Universal)	410	5	1

Songs ranked by total number of points. 18 Tejano reporters. Total Stations is equal to number of stations reporting the song. Bullets are awarded to songs up or flat in chart position. © 2002 Radio & Records.

Going For Adds

- CLAUDIA LOPEZ Abrázame (MP)
- CARLOS Y LOS CACHORROS Me Dejaste Solo (Univision)
- PATTY LOPEZ Vete (Univision)
- RUBEN VELA Me Estoy Volviendo Loco (Crown)

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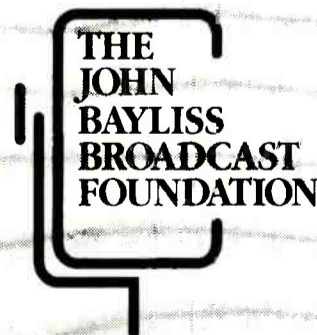
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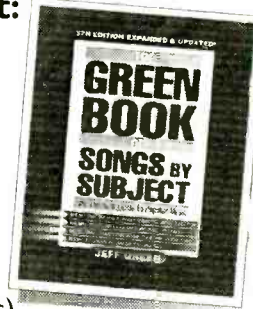
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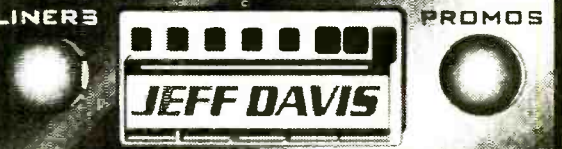
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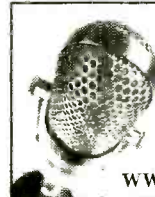
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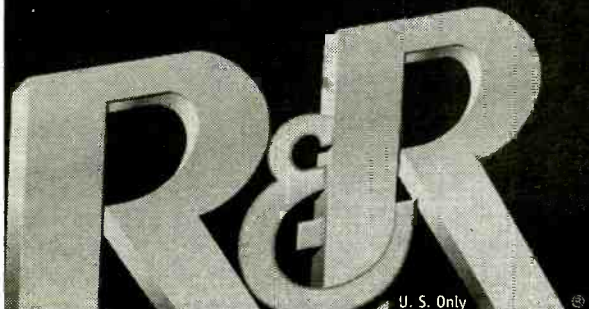
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Monitored Airplay Overview: December 6, 2002

CHR/POP

LW	TW	ARTIST	SON	Label
1	1	EMINEM	Lose Yourself (Shady/Interscope)	
3	2	JENNIFER LOPEZ	Jenny From The Block (Epic)	
2	3	NO DOUBT F/LADY SAW	Underneath It All (Interscope)	
7	4	MISSY ELLIOTT	Work It (Gold Mind/Elektra/EEG)	
5	5	SANTANA F/MICHELLE BRANCH	The Game Of Love (Arista)	
6	6	CAM'RON	Hey Ma (Roc-A-Fella/IDJMG)	
11	7	CHRISTINA AGUILERA	Beautiful (RCA)	
4	8	AVRIL LAVIGNE	Sk8er Boi (Arista)	
10	9	PINK	Family Portrait (Arista)	
8	10	MADONNA	Die Another Day (Maverick/WB)	
9	11	JUSTIN TIMBERLAKE	Like I Love You (Jive)	
13	12	KELLY ROWLAND	Stole (Columbia)	
15	13	PUDDLE OF MUDD	She Hates Me (Flawless/Geffen/Interscope)	
16	14	NIVEA	Don't Mess With My Man (Jive)	
12	15	CREED	One Last Breath (Wind-up)	
18	16	O-TOWN	These Are The Days (J)	
14	17	NELLY F/KELLY ROWLAND	Dilemma (Fo' Reel/Universal)	
17	18	ANGIE MARTINEZ	If I Could Go (EastWest/EEG)	
19	19	DANIEL BEDINGFIELD	Gotta Get Thru This (Island/IDJMG)	
22	20	JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	
21	21	MATCHBOX TWENTY	Disease (Atlantic)	
33	22	AVRIL LAVIGNE	I'm With You (Arista)	
31	23	NELLY	Air Force Ones (Fo' Reel/Universal)	
32	24	GOOD CHARLOTTE	Lifestyles Of The Rich And... (Epic)	
23	25	TLC	Girl Talk (Arista)	
29	26	SEAN PAUL	Gimme The Light (VP/Atlantic)	
28	27	LIFEHOUSE	Spin (DreamWorks)	
27	28	NAPPY ROOTS	Po' Folks (Atlantic)	
34	29	KID ROCK W/SHERYL CROW	Picture (Lava/Atlantic)	
25	30	KELLY CLARKSON	A Moment Like This (RCA)	

#1 MOST ADDED

VANESSA CARLTON Pretty Baby (A&M/Interscope)

#1 MOST INCREASED PLAYS

AVRIL LAVIGNE I'm With You (Arista)

TOP 5 NEW & ACTIVE

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

SIMPLE PLAN I'd Do Anything (Lava/Atlantic)

DIXIE CHICKS Landslide (Monument)

SEV Same Old Song (Geffen/Interscope)

ASHANTI Baby (Murder Inc./IDJMG)

CHR/POP begins on Page 20.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	MISSY ELLIOTT	Work It (Gold Mind/Elektra/EEG)	
2	2	EMINEM	Lose Yourself (Shady/Interscope)	
4	3	JAY-Z F/BEYONCE	'03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	
3	4	SEAN PAUL	Gimme The Light (VP/Atlantic)	
7	5	NELLY	Air Force Ones (Fo' Reel/Universal)	
6	6	JENNIFER LOPEZ	Jenny From The Block (Epic)	
5	7	LL COOL J	Luv U Better (Def Jam/IDJMG)	
8	8	NIVEA	Don't Mess With My Man (Jive)	
10	9	CLIPSE	When The Last Time... (Star Trak/Arista)	
15	10	2PAC	Thugz Mansion (Amaru/Death Row/Interscope)	
13	11	ISYSS	Single For The Rest Of My Life (Arista)	
9	12	CAM'RON	Hey Ma (Roc-A-Fella/IDJMG)	
19	13	B2K AND P. DIDDY	Bump, Bump, Bump (Epic)	
14	14	AMANDA PEREZ	Angel (Powerhouse/Mad Chemistry)	
11	15	NELLY F/KELLY ROWLAND	Dilemma (Fo' Reel/Universal)	
12	16	ASHANTI	Baby (Murder Inc./IDJMG)	
16	17	EVE	Satisfaction (Ruff Ryders/Interscope)	
17	18	AALIYAH	Miss You (BlackGround/Universal)	
21	19	BABY F/P. DIDDY	Do That... (Cash Money/Universal)	
20	20	SMILEZ AND SOUTHWEST	Tell Me (ARTISTdirect)	
26	21	JA RULE	Thug Lovin' (Murder Inc./IDJMG)	
23	22	WC	The Streets (Def Jam/IDJMG)	
29	23	SNOOP DOGG	From Tha... (Doggy Style/Priority/Capitol)	
25	24	XZIBIT	Multiply (Loud/Columbia)	
28	25	ERYKAH BADU F/COMMON	Love Of My Life (Magic Johnson/MCA)	
22	26	BIG TYMERS	Oh Yeah (Cash Money/Universal)	
27	27	ERICK SERMON F/REDMAN	React (J)	
30	28	TRINA F/LUDACRIS	B R Right (Slip 'N Slide/Atlantic)	
34	29	CHRISTINA AGUILERA	Beautiful (RCA)	
35	30	BUSTA RHYMES	Make It Clap (J)	

#1 MOST ADDED

FAT JOE All I Need (Terror Squad/Atlantic)

#1 MOST INCREASED PLAYS

B2K AND P. DIDDY Bump, Bump, Bump (Epic)

TOP 5 NEW & ACTIVE

DRU HILL I Should Be... (Def Soul/IDJMG)

YING YANG TWINS By Myself (Koch)

JUSTIN TIMBERLAKE Cry Me A River (Jive)

LL COOL J F/AMERIE Paradise (Def Jam/IDJMG)

CHR/RHYTHMIC begins on Page 26.

URBAN

LW	TW	ARTIST	SON	Label
1	1	MISSY ELLIOTT	Work It (Gold Mind/Elektra/EEG)	
2	2	ERYKAH BADU F/COMMON	Love... (Magic Johnson/MCA)	
3	3	LL COOL J	Luv U Better (Def Jam/IDJMG)	
4	4	JAY-Z F/BEYONCE	'03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	
6	5	SEAN PAUL	Gimme The Light (VP/Atlantic)	
7	6	NELLY	Air Force Ones (Fo' Reel/Universal)	
5	7	MUSIQ	Dontchange (Def Soul/IDJMG)	
8	8	EMINEM	Lose Yourself (Shady/Interscope)	
11	9	JAHEIM	Fabulous (Divine Mill/WB)	
12	10	R. KELLY	Ignition (Jive)	
9	11	CLIPSE	When The Last Time... (Star Trak/Arista)	
14	12	ERICK SERMON F/REDMAN	React (J)	
21	13	B2K AND P. DIDDY	Bump, Bump, Bump (Epic)	
18	14	JA RULE	Thug Lovin' (Murder Inc./IDJMG)	
10	15	GINUWINE	Stingy (Epic)	
13	16	ASHANTI	Baby (Murder Inc./IDJMG)	
19	17	AMERIE	Talkin' To Me (Rise/Columbia)	
20	18	DRU HILL	I Should Be... (Def Soul/IDJMG)	
17	19	2PAC	Thugz Mansion (Amaru/Death Row/Interscope)	
27	20	NELLY F/KELLY ROWLAND	Dilemma (Fo' Reel/Universal)	
16	21	TLC	Girl Talk (Arista)	
26	22	AALIYAH	Miss You (BlackGround/Universal)	
28	23	EVE	Satisfaction (Ruff Ryders/Interscope)	
23	24	BUSTA RHYMES	Make It Clap (J)	
25	25	BABY F/P. DIDDY	Do That... (Cash Money/Universal)	
29	26	FIELD MOB	Sick Of Being Lonely (MCA)	
32	27	SNOOP DOGG	From Tha... (Doggy Style/Priority/Capitol)	
30	28	TONI BRAXTON	Hit The Freeway (Arista)	
31	29	BENZINO	Rock The Party (Elektra/EEG)	
24	30	JENNIFER LOPEZ	Jenny From The Block (Epic)	

#1 MOST ADDED

K-CI & JOJO This Very Moment (MCA)

#1 MOST INCREASED PLAYS

B2K AND P. DIDDY Bump, Bump, Bump (Epic)

TOP 5 NEW & ACTIVE

SWIZZ BEATZ Bigger Business (DreamWorks)

LIL' FLIP The Way We Ball (SuckaFree/Loud/Columbia)

TRINA F/LUDACRIS B R Right (Slip 'N Slide/Atlantic)

504 BOYZ Tight Whips (New No Limit/Universal)

ROOTS Break You Off (MCA)

URBAN begins on Page 31.

AC

LW	TW	ARTIST	SON	Label
—	1	FAITH HILL	Cry (Warner Bros.)	
—	2	PHIL COLLINS	Can't Stop Loving You (Atlantic)	
—	3	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
—	4	SANTANA F/MICHELLE BRANCH	The Game Of Love (Arista)	
—	5	KELLY CLARKSON	A Moment Like This (RCA)	
—	6	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
—	7	FIVE FOR FIGHTING	Superman (It's Not Easy) (Aware/Columbia)	
—	8	ENRIQUE IGLESIAS	Hero (Interscope)	
—	9	LEANN RIMES	Life Goes On (Curb)	
—	10	DIXIE CHICKS	Landslide (Monument)	
—	11	CELINE DION	A New Day Has Come (Epic)	
—	12	JOSH GROBAN	To Where You Are (143/Reprise)	
—	13	JOHN MAYER	No Such Thing (Aware/Columbia)	
—	14	J. BRICKMAN F/J. KRAKOWSKI	You (Windham Hill/RCA Victor)	
—	15	DARYL HALL & JOHN OATES	Forever For You (U-Watch)	
—	16	SHANIA TWAIN	I'm Gonna Getcha Good! (Mercury)	
—	17	AVRIL LAVIGNE	Complicated (Arista)	
—	18	KELLIE COFFEY	When You Lie Next To Me (BNA)	
—	19	MARIAH CAREY	Through The Rain (Monar/IDJMG)	
—	20	NORAH JONES	Don't Know Why (Blue Note/Virgin)	
—	21	ROD STEWART	These Foolish Things (J)	
—	22	JAMES TAYLOR	Whenever You're Ready (Columbia)	
—	23	DJ SAMMY & YANOU	Heaven (Candlelight) (Robbins)	
—	24	CELINE DION	At Last (Epic)	
—	25	PAUL SIMON	Father And Daughter (Nick/Jive)	
—	26	JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	
—	27	TAMARA WALKER	If Only (Curb)	
—	28	BENNY MARDONES	I Want It All (Crazy Boy/Go-Kart)	
—	29	CHRIS EMERSON	All Because Of You (Monomoy)	
—	30	GARFUNKEL/SHARP/MONDOCK	Bounce (Manhattan)	

#1 MOST ADDED

JOSH GROBAN O Holy Night (143/Reprise)

#1 MOST INCREASED PLAYS

NEWSONG The Christmas Shoes (Reunion/Jive)

TOP 5 NEW & ACTIVE

JOHN TESH This Is Your Gift (Garden City/Tesh Media/WB)

CHRISTINA AGUILERA Beautiful (RCA)

GRAHAM NASH I'll Be There For You (Artemis)

JOHN TESH It Wouldn't Be Christmas... (Garden City/Tesh Media/WB)

NITA WHITAKER Heaven Holds The Ones I Love (LML)

AC begins on Page 44.

HOT AC

LW	TW	ARTIST	SON	Label
1	1	SANTANA F/MICHELLE BRANCH	The Game Of Love (Arista)	
2	2	NO DOUBT F/LADY SAW	Underneath It All (Interscope)	
5	3	JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	
3	4	CREED	One Last Breath (Wind-up)	
4	5	AVRIL LAVIGNE	Complicated (Arista)	
6	6	UNCLE KRACKER	In A Little While (Lava)	
7	7	MATCHBOX TWENTY	Disease (Atlantic)	
8	8	DAVE MATTHEWS BAND	Where Are You Going (RCA)	
9	9	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
10	10	NORAH JONES	Don't Know Why (Blue Note/Virgin)	
15	11	JOHN RZEZNIK	I'm Still Here... (Walt Disney/Hollywood)	
16	12	DIXIE CHICKS	Landslide (Monument)	
11	13	JIMMY EAT WORLD	The Middle (DreamWorks)	
12	14	JOHN MAYER	No Such Thing (Aware/Columbia)	
13	15	CALLING	Wherever You Will Go (RCA)	
17	16	LIFEHOUSE	Spin (DreamWorks)	
18	17	TORI AMOS	A Sorta Fairytale (Epic)	
21	18	RED HOT CHILI PEPPERS	Zephyr Song (Warner Bros.)	
19	19	SIXPENCE NONE THE RICHER	Breathe Your Name (Reprise/Curb)	
20	20	MICHELLE BRANCH	Goodbye To You (Maverick/WB)	
28	21	AVRIL LAVIGNE	I'm With You (Arista)	
22	22	DANA GLOVER	Thinking Over (DreamWorks)	
23	23	FAITH HILL	Cry (Warner Bros.)	
26	24	KID ROCK W/SHERYL CROW	Picture (Lava/Atlantic)	
29	25	DAVE MATTHEWS BAND	Grey Street (RCA)	
24	26	MADONNA	Die Another Day (Maverick/WB)	
27	27	PINK	Just Like A Pill (Arista)	
25	28	AVRIL LAVIGNE	Sk8er Boi (Arista)	
31	29	3 DOORS DOWN	When I'm Gone (Republic/Universal)	
32	30	CREED	Don't Stop Dancing (Wind-up)	

#1 MOST ADDED

KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)

#1 MOST INCREASED PLAYS

DIXIE CHICKS Landslide (Monument)

TOP 5 NEW & ACTIVE

SHANIA TWAIN I'm Gonna Getcha Good! (Mercury)

DROPLINE Best Thing (143/Reprise)

LISA LOEB Underdog (Artemis)

JULY FOR KINGS Normal Life (MCA)

CHRISTINA AGUILERA Beautiful (RCA)

AC begins on Page 44.

ROCK

LW	TW	ARTIST	SON	Label
1	1	3 DOORS DOWN	When I'm Gone (Republic/Universal)	
2	2	PUDDLE OF MUDD	She Hates Me (Flawless/Geffen/Interscope)	
3	3	STONE SOUR	Bother (Roadrunner/IDJMG)	
4	4	NIRVANA	You Know You're Right (Geffen/Interscope)	
6	5	AUDIOSLAVE	Cochise (Interscope/Epic)	
5	6	NICKELBACK	Never Again (Roadrunner/IDJMG)	
8	7	FOO FIGHTERS	All My Life (Roswell/RCA)	
7	8	PEARL JAM	I Am Mine (Epic)	
9	9	SALIVA	Always (Island/IDJMG)	
11	10	SYSTEM OF A DOWN	Aerials (American/Columbia)	
10	11	DISTURBED	Prayer (Reprise)	
13	12	CREED	Weathered (Wind-up)	
12	13	CHEVELLE	The Red (Epic)	
14	14	RED HOT CHILI PEPPERS	Zephyr Song (Warner Bros.)	
15	15	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
19	16	SAMMY HAGAR	Things've Changed (33rd Street)	
21	17	SEETHER	Fine Again (Wind-up)	
18	18	ROLLING STONES	Don't Stop (Virgin)	
22	19	GOV'T MULE	Drivin' Rain (ATO)	
20	20	JACKYL	Kill The Sunshine (Humidity)	
16	21	TOM PETTY & THE HEARTBREAKERS	The Last DJ (Warner Bros.)	
23	22	DEFAULT	Live A Lie (TVT)	
17	23	THEORY OF A DEADMAN	Nothing Could... (Roadrunner/IDJMG)	
24	24	TAPROOT	Poem (Velvet Hammer/Atlantic)	
—	25	SOCIALBURN	Down (Elektra/EEG)	
—	26	DEF LEPPARD	Four Letter Word (Island/IDJMG)	
26	27	CHRIS ROBINSON	Safe In The Arms Of Love (Redline)	
25	28	SYSTEM OF A DOWN	Inner Vision (American/Columbia)	
29	29	QUEENS OF THE STONE AGE	No One Knows (Interscope)	
27	30	AUDIOVENT	Looking Down (Atlantic)	

#1 MOST ADDED

ZWAN Honestly (Reprise)

#1 MOST INCREASED PLAYS

DEF LEPPARD Four Letter Word (Island/IDJMG)

TOP 5 NEW & ACTIVE

EXIES My Goddess (Virgin)

MUDVAYNE Not Failing (No Name/Epic)

KORN Alone I Break (Immortal/Epic)

TRUSTCOMPANY Running From Me (Geffen/Interscope)

RA Do You Call My Name (Republic/Universal)

ROCK begins on Page 53.

Monitored Airplay Overview: December 6, 2002

URBAN AC

LW	TW	ARTIST	SON	Label
1	1	MUSIQ	Dontchange	(Def Soul/IDJMG)
2	2	GERALD LEVERT	Funny	(Elektra/EEG)
3	3	HEATHER HEADLEY	He Is	(RCA)
4	4	INOIA.ARIE	Little Things	(Motown)
6	5	RUFF ENOZ	Someone To Love You	(Epic)
5	6	ERYKAH BAOU F/COMMON	Love...	(Magic Johnson/MCA)
7	7	WHITNEY HOUSTON	One Of Those Days	(Arista)
8	8	ANGIE STONE	More Than A Woman	(J)
9	9	AALIYAH	I Care 4 U	(BlackGround)
11	10	JAHEIM	Fabulous	(Divine Mill/WB)
13	11	SYLEENA JOHNSON	Guess What	(Jive)
10	12	LUTHER VANDROSS	I'd Rather	(J)
12	13	VIVIAN GREEN	Emotional Rollercoaster	(Columbia)
14	14	BRIAN MCKNIGHT	Let Me Love You	(Motown)
15	15	DAVE HOLLISTER	Baby Do Those Things	(Motown)
18	16	DRU HILL	I Should Be...	(Def Soul/IDJMG)
17	17	GLENN JONES	I Wonder Why	(Peak)
19	18	KENNY LATTIMORE/CHANTE' MOORE	Loveable...	(Arista)
16	19	TANK	One Man	(BlackGround)
22	20	NELLY F/KELLY ROWLAND	Dilemma	(Fo' Reel/Universal)
21	21	AL JARREAU	Secrets Of Love	(GRP/VMG)
23	22	TYRESE	How You Gonna Act Like That	(J)
29	23	OEBORAH COX	The Morning After	(J)
20	24	BOYZ II MEN/FAITH EVANS	Relax Your Mind	(Arista)
24	25	GINUWINE	Stingy	(Epic)
26	26	NEXT	Imagine That	(J)
28	27	MARIAH CAREY	Through The Rain	(MonarC/IDJMG)
27	28	SOUNDS OF BLACKNESS	Don't You...	(Sounds Of Blackness)
25	29	THEO	Get Your Groove On	(TWP Productions)
30	30	WYCLEF JEAN	Two Wrongs	(Columbia)

#1 MOST ADDED

K-CI & JOJO This Very Moment (MCA)

#1 MOST INCREASED PLAYS

WHITNEY HOUSTON One Of Those Days (Arista)

TOP 5 NEW & ACTIVE

NICCI GILBERT My Side Of The Story (MCA)
 BLACKSTREET Deep (DreamWorks)
 KENNY G F/BRIAN MCKNIGHT All The Way (Arista)
 TONY TERRY In My Heart (Golden Boy)
 BONEY JAMES Heaven (Warner Bros.)

URBAN begins on Page 31.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	DISTURBED	Prayer	(Reprise)
2	2	AUDIOSLAVE	Cochise	(Interscope/Epic)
3	3	NIRVANA	You Know You're Right	(Geffen/Interscope)
5	4	CHEVELLE	The Red	(Epic)
6	5	3 DOORS DOWN	When I'm Gone	(Republic/Universal)
4	6	STONE SOUR	Bother	(Roadrunner/IDJMG)
7	7	PUDDLE OF MUDD	She Hates Me	(Flawless/Geffen/Interscope)
8	8	FOO FIGHTERS	All My Life	(Roswell/RCA)
9	9	SALIVA	Always	(Island/IDJMG)
10	10	SYSTEM OF A DOWN	Aerials	(American/Columbia)
11	11	TAPROOT	Poem	(Velvet Hammer/Atlantic)
13	12	SEETHER	Fine Again	(Wind-up)
14	13	SYSTEM OF A DOWN	Inner Vision	(American/Columbia)
16	14	MUDVAYNE	Not Falling	(No Name/Epic)
17	15	QUEENS OF THE STONE AGE	No One Knows	(Interscope)
20	16	CREED	Weathered	(Wind-up)
15	17	NICKELBACK	Never Again	(Roadrunner/IDJMG)
18	18	KORN	Alone I Break	(Immortal/Epic)
21	19	RA	Do You Call My Name	(Republic/Universal)
23	20	EXIES	My Goddess	(Virgin)
12	21	PEARL JAM	I Am Mine	(Epic)
24	22	TRAPT	Headstrong	(Warner Bros.)
25	23	CRAZY TOWN	Drowning	(Columbia)
27	24	TRUSTCOMPANY	Running From Me	(Geffen/Interscope)
32	25	SOCIALBURN	Down	(Elektra/EEG)
28	26	CINDER	Soul Creation	(Geffen/Interscope)
30	27	AUDIOVENT	Looking Down	(Atlantic)
22	28	RED HOT CHILI PEPPERS	Zephyr Song	(Warner Bros.)
29	29	HOOBASTANK	Remember Me	(Island/IDJMG)
33	30	PACIFIER	Bullitproof	(Arista)

#1 MOST ADDED

ZWAN Honestly (Reprise)

#1 MOST INCREASED PLAYS

ZWAN Honestly (Reprise)

TOP NEW & ACTIVE

BLANK THEORY Middle Of Nowhere (New Line)

ROCK begins on Page 53.

COUNTRY

LW	TW	ARTIST	SON	Label
1	1	RASCAL FLATTS	These Days	(Lyric Street)
3	2	TOBY KEITH	Who's Your Daddy?	(DreamWorks)
4	3	GEORGE STRAIT	She'll Leave You With A Smile	(MCA)
2	4	KEITH URBAN	Somebody Like You	(Capitol)
5	5	DIXIE CHICKS	Landslide	(Monument)
7	6	TIM MCGRAW	Red Ragtop	(Curb)
9	7	MARK WILLS	19 Somethin'	(Mercury)
6	8	SHANIA TWAIN	I'm Gonna Getcha Good!	(Mercury)
10	9	EMERSON DRIVE	Fall Into Me	(DreamWorks)
12	10	KENNY CHESNEY	A Lot Of Things Different	(BNA)
11	11	TERRI CLARK	I Just Wanna Be Mad	(Mercury)
15	12	BLAKE SHELTON	The Baby	(Warner Bros.)
13	13	BROOKS & DUNN	Every River	(Arista)
14	14	TRAVIS TRITT	Strong Enough To Be Your Man	(Columbia)
17	15	AARON LINES	You Can't Hide Beautiful	(RCA)
16	16	BRAD PAISLEY	I Wish You'd Stay	(Arista)
18	17	JOHN MICHAEL MONTGOMERY	'Til Nothing... Us	(Warner Bros.)
19	18	LONESTAR	Unusually Unusual	(BNA)
20	19	GARY ALLAN	Man To Man	(MCA)
22	20	KELLIE COFFEY	At The End Of The Day	(BNA)
23	21	TRICK PONY	On A Mission	(H2E/WB)
24	22	CAROLYN DAWN JOHNSON	One Day Closer To You	(Arista)
25	23	TRACE ADKINS	Chrome	(Capitol)
27	24	JENNIFER HANSON	Beautiful Goodbye	(Capitol)
26	25	STEVE HOLY	I'm Not Breakin'	(Curb)
31	26	JOE NICHOLS	Brokenheartsville	(Universal South)
32	27	VINCE GILL	Next Big Thing	(MCA)
28	28	STEVE AZAR	Waitin' On Joe	(Mercury)
29	29	DARRYL WORLEY	Family Tree	(DreamWorks)
30	30	DEANA CARTER	There's No Limit	(Arista)

#1 MOST ADDED

SHANIA TWAIN Up! (Mercury)

#1 MOST INCREASED PLAYS

BLAKE SHELTON The Baby (Warner Bros.)

TOP NEW & ACTIVE

SHANIA TWAIN Up! (Mercury)
 RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)
 JENAI Cool Me Down (Curb)
 JESSICA ANDREWS There's More To Me Than You (DreamWorks)
 CHARLIE DANIELS/TRAVIS TRITT Southern Boy (Blue Hat/Audium)

COUNTRY begins on Page 36.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	FOO FIGHTERS	All My Life	(Roswell/RCA)
2	2	NIRVANA	You Know You're Right	(Geffen/Interscope)
3	3	PUDDLE OF MUDD	She Hates Me	(Flawless/Geffen/Interscope)
5	4	SALIVA	Always	(Island/IDJMG)
6	5	CHEVELLE	The Red	(Epic)
4	6	DISTURBED	Prayer	(Reprise)
7	7	STONE SOUR	Bother	(Roadrunner/IDJMG)
8	8	SEETHER	Fine Again	(Wind-up)
10	9	QUEENS OF THE STONE AGE	No One Knows	(Interscope)
9	10	AUDIOSLAVE	Cochise	(Interscope/Epic)
12	11	3 DOORS DOWN	When I'm Gone	(Republic/Universal)
15	12	SUM 41	Still Waiting	(Island/IDJMG)
13	13	EMINEM	Lose Yourself	(Shady/Interscope)
14	14	GOOD CHARLOTTE	Lifestyles Of The Rich And...	(Epic)
11	15	RED HOT CHILI PEPPERS	Zephyr Song	(Warner Bros.)
16	16	TAPROOT	Poem	(Velvet Hammer/Atlantic)
18	17	SYSTEM OF A DOWN	Inner Vision	(American/Columbia)
17	18	SYSTEM OF A DOWN	Aerials	(American/Columbia)
21	19	JIMMY EAT WORLD	A Praise Chorus	(DreamWorks)
19	20	USED	The Taste Of Ink	(Reprise)
20	21	SR-71	Tomorrow	(RCA)
24	22	VINES	Outathaway	(Capitol)
22	23	HOOBASTANK	Remember Me	(Island/IDJMG)
23	24	OK GO	Get Over It	(Capitol)
26	25	TRUSTCOMPANY	Running From Me	(Geffen/Interscope)
—	26	ZWAN	Honestly	(Reprise)
27	27	CRAZY TOWN	Drowning	(Columbia)
29	28	COLDPLAY	Clocks	(Capitol)
28	29	AUTHORITY ZERO	One More Minute	(Lava)
31	30	NEW FOUND GLORY	Head On Collision	(MCA)

#1 MOST ADDED

ZWAN Honestly (Reprise)

#1 MOST INCREASED PLAYS

ZWAN Honestly (Reprise)

TOP 5 NEW & ACTIVE

SPARTA Air (DreamWorks)
 SEV Same Old Song (Geffen/Interscope)
 DEFAULT Live A Lie (TVT)
 MAROON 5 Harder To Breathe (Octone)
 BECK Lost Cause (Geffen/Interscope)

ALTERNATIVE begins on Page 58.

SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
2	1	FOURPLAY	Rollin'	(Bluebird/RCA Victor)
3	2	RICHARD ELLIOT	Q.T.	(GRP/VMG)
1	3	CHUCK LOEB	Sarao	(Shanachie)
4	4	EJCE GROOVE	Slam Dunk	(Warner Bros.)
5	5	STEVE OLIVER	High Noon	(Native Language)
6	6	B/WB	Groovin'	(Warner Bros.)
7	7	NATALIE COLE	Tell Me All About It	(GRP/VMG)
10	8	PETER WHITE	Who's That Lady?	(Columbia)
9	9	JEFF GOLUB	Cold Duck Time	(GRP/VMG)
8	10	NORMAN BROWN	Just Chillin'	(Warner Bros.)
11	11	DIANA KRALL	Just The Way You Are	(Verve/VMG)
12	12	BDE JAMES	Morning, Noon & Night	(Warner Bros.)
14	13	BONEY JAMES	Grand Central	(Warner Bros.)
16	14	N. BROWN & M. MCDONALD	I Still Believe	(Warner Bros.)
15	15	STEVE COLE	Off Broadway	(Warner Bros.)
17	16	KENNY G F/CHANTE' MOORE	One More Time	(Arista)
18	17	MICHAEL MAJONSON	Outer Drive	(A440 Music Group)
22	18	KENNY G	Paradise	(Arista)
23	19	DAVE KOZ & JEFF KOZ	Blackbird	(Rendezvous/WB)
19	20	MARION MEADOWS	Tales Of A Gypsy	(Heads Up)
21	21	JOAN OSBORNE	I'll Be Around	(Compendia)
25	22	CRAIG CHAQUICO	Afterglow	(Higher Octave)
20	23	DAVID BENOIT	Then The Morning Comes	(GRP/VMG)
27	24	MICHAEL LINGTON	Still Thinking Of You	(3 Keys)
24	25	MAYSA	Friendly Pressure	(N-Coded)
26	26	AL JARREAU & JOE COCKER	Lost And Found	(GRP/VMG)
28	27	GREGG KARUKAS	Your Sweet Smile	(N-Coded)
30	28	BONA FIDE	Willie Don	(N-Coded)
—	29	JEFF LORBER	Chopsticks	(GRP/VMG)
29	30	LEE RITENOUR	Module 105	(GRP/VMG)

#1 MOST ADDED

DONNA GARDIER How Sweet It Is (Come Records Limited)

#1 MOST INCREASED PLAYS

N. BROWN & M. MCDONALD I Still Believe (Warner Bros.)

TOP 5 NEW & ACTIVE

PIECES OF A DREAM Turning It Up (Heads Up)
 NORAH JONES Come Away With Me (Blue Note/Virgin)
 RICK DERRINGER Jazzy Koo (Rock And Roll...) (Big3)
 GREG ACAMS 'Sup With That (Ripa/Blue Note)
 THOM FOTELLA Look But Don't Touch (Trippin' 'n Rhythm)

Smooth Jazz begins on Page 50.

TRIPLE A

LW	TW	ARTIST	SON	Label
1	1	RED HOT CHILI PEPPERS	Zephyr Song	(Warner Bros.)
2	2	WALLFLOWERS	When You're On Top	(Interscope)
5	3	MATCHBOX TWENTY	Disease	(Atlantic)
3	4	U2	Electrical Storm	(Interscope)
7	5	TORI AMOS	A Sorta Fairytale	(Epic)
4	6	PEARL JAM	I Am Mine	(Epic)
6	7	BRUCE SPRINGSTEEN	Lonesome Day	(Columbia)
9	8	TRACY CHAPMAN	You're The One	(Elektra/EEG)
12	9	DAVID GRAY	The Other Side	(ATO/RCA)
10	10	COUNTING CROWS	Miami	(Geffen/Interscope)
8	11	JOHN MAYER	Your Body Is A Wonderland	(Aware/Columbia)
17	12	COLDPLAY	Clocks	(Capitol)
13	13	SUSAN TEDESCHI	Alone	(Tone-Cool/Artemis)
11	14	DAVE MATTHEWS BAND	Grace Is Gone	(RCA)
15	15	SANTANA F/MICHELLE BRANCH	The Game Of Love	(Arista)
16	16	PRETENDERS	Complex Person	(Artemis)
14	17	JACKSON BROWNE	The Night Inside Me	(Elektra/EEG)
18	18	JACK JOHNSON	Bubble Toes	(Enjoy/Universal)
20	19	FEEL	Won't Stand In Your Way	(Curb)
21	20	BECK	Lost Cause	(Geffen/Interscope)
19	21	TOM PETTY & THE HEARTBREAKERS	The Last DJ	(Warner Bros.)
22	22	HOOBASTANK	Running Away	(Island/IDJMG)
27	23	GEORGE HARRISON	Stuck Inside A Cloud	(Capitol)
29	24	BRAD SHINN	Redline	(Redline)
28	25	NORAH JONES	Come Away With Me	(Blue Note/Virgin)
26	26	OUR LADY PEACE	Somewhere Out There	(Columbia)
23	27	ROLLING STONES	Don't Stop	(Virgin)
25	28	RYAN ADAMS	Nuclear	(Lost Highway/IDJMG)
24	29	SHERYL CROW	Steve McQueen	(A&M/Interscope)
30	30	311	Amber	(Volcano)

#1 MOST ADDED

SO JND TRACK OF OUR LIVES Sister Surround (Republic/Universal)

#1 MOST INCREASED PLAYS

COLDPLAY Clocks (Capitol)

TOP 5 NEW & ACTIVE

STONE SOUR Bother (Roadrunner/IDJMG)
 RHETT MILLER Come Around (Elektra/EEG)
 PETER GABRIEL More Than This (Geffen/Interscope)
 PAUL SIMON Father And Daughter (Nick/Jive)
 CHRIS ROBINSON Safe In The Arms Of Love (Redline)

TRIPLE A begins on Page 64.

Publisher's Profile

By Erica Farber



JOHN HARE
President, ABC Radio Division

heads — or even at the level I'm at now, where I have four to six key people who report to me who have bought in to my style of management. They take it, and it permeates throughout the organization — at least, I hope it does."

Disney's view of radio: "Michael Eisner said in a few meetings that, if he could get the right price for the radio division, he'd entertain the idea of selling it. He did not necessarily feel it was integral to the company. The company emanates from Disneyland, Disney World, consumer products and the film and theater division. When it bought ABC, the big play was the TV network, ESPN and the O&O TV stations. When it bought us in 1996, we also had a publishing division, which it disposed of. It kept radio, and radio was on a good roll. Disney's had some performance problems; we're carrying a lot of debt right now. If the company could generate \$4 billion to \$5 billion in a sale of this asset to reduce debt, it has to entertain that idea.

"That being said, I don't feel the company will necessarily sell radio. We provide a lot of income to the company. There are issues in terms of how we can maximize our performance and other things we can do from a synergy standpoint that can benefit some of the other divisions, and the company's really starting to take that into consideration. When the comments came out that it might consider selling radio, there's no way that wasn't going to have some impact. But it's not one of those things, from my perspective or from what my key people are telling me, that is permeating the division and taking away from our focus on driving our business."

Balancing the needs of the network and the local stations: "We're doing a good job of having our networks and stations work a lot closer together. Take Sean Hannity. He was on WABC/New York. Mitch Dolan and Traug Keller put together a plan. We rolled out Hannity, and he's been the hottest thing in syndicated radio. There's a perfect example of how stations and the network are working closer together. The stations are benefiting from an audience standpoint and getting some revenue, and the network is driving a significant amount of revenue.

"There's always been a little bit of a rivalry, but we've pulled together. We say, 'How can the network benefit from what the stations are providing, and how can the stations benefit from what the network is providing?' We've bridged the gap, and there's a tremendous amount of communication. There's very little that goes on at the network that the stations aren't aware of, and the reciprocal is also true."

Biggest challenge: "Finding good people. If you have good people who are smart and who work hard, they're eventually going to find the solutions to the problems. That's a core issue I have. Second, we're going through some technological revolutions, in terms of where DARS is, where the Internet is fitting in, how IBOC will enhance us, and the impact of MP3s and people recording their own CDs. We've got to be smart and be aware of what's going on. Radio's been through it before. When TV came in, radio was dead. When FM came in, AM was dead. Now we've got these new services coming. What impact will they have on radio? We've been resilient, and we'll continue to be resilient.

"We also need to look into how we can continue to sustain revenues to grow our business bigger than the 8 cents on the dollar we get now. With consolidation, we should be able to get a larger piece of the advertising pie. I'm not sure the impact of consolidation is over. People are starting to get their arms around how they want to operate. The question is whether consolidation has matured to a point where that will be the case, or will there be issues down the road that we haven't thought about that could impact our business?"

State of the industry: "It's in good shape. We have a tremendous future, even with the technologies coming out that will be additional competitors. Radio is a core part of

people's lives; that's not going to change. The one thing I do think about is whether consolidation has become a focus, from a financial standpoint. Because of the financial pressures being put on operators and the type of content we're providing, I wonder whether we're running too many commercials. That can have a little bit of an effect on the ultimate consumer. We've got to make sure we're smart. It's still a ratings-driven game. We need to protect our product, promote our product and deliver a good product to the listener. We're losing young listeners, and that's a problem."

On attracting younger listeners with Radio Disney: "It's been a difficult business for us to get up and running, but we've been in it for close to five years now. We've evolved and become smarter about what we're doing. It has tremendous growth opportunities. I'm very pleased with what we've done. It's interesting to see the evolution of these kids and how we're trying to evolve the product — not necessarily to get older, but to get not only the 5- to 7-year-olds, but also the tweens. I can't think of anybody who's been more innovative at trying to create product both locally and on the network."

Something about his company that might surprise our readers: "Disney really likes radio. Even with all that's been said about selling the division, the company is a fan of what we provide. It sounds like I'm talking out of both sides of my mouth, but I know they appreciate the job we do."

Most influential individual: "One was Marty Greenberg. He brought me into the business. He developed my attitude not only in terms of business, but also in terms of the way I want to live my life. The guy who took it to the next step and made me — I hope — an effective manager is Nick Trigoni, who ran Cox Broadcasting for years and just retired about a year ago. He was a sensational one-minute manager. I learned so much about dealing with people and looking at problems from him. Another guy I worked for in Washington, DC, when I was a GSM, was Ernie Fears. He was a genuine human being and a delightful person to be around, and he wrote the book on the way you should treat people."

Career highlight: "The thing I've been most pleased about over my career has been my ability to bring together a team of people who work well together and develop them into effective managers who hit the goals that we set. Whether it was as a sales manager or general manager or group president or what I'm doing now, I'm most proud of being able to build a team that believes in what it's doing."

Career disappointment: "None, really. If I had it to do over again, would I have investigated getting into station ownership years ago? I don't know. It's probably something I should have done. It's a bit of a disappointment that I didn't take a shot at it."

Favorite radio format: "I'm a News/Talk fan right now."

Favorite television show: "The Sopranos and *NYPD Blue*."

Favorite song: "If You're Gone" by Matchbox Twenty."

Favorite book: "Shogun" by James Clavell."

Favorite movie: "Braveheart."

Favorite restaurant: "One is the Palm. The other is Three Chimneys on the Isle of Skye in Scotland."

Beverage of choice: "Water."

Hobbies: "I play a little golf, and I've recently gotten into photography with my digital camera. I'm still a neophyte, but it's something I'm playing with."

E-mail address: "john.hare@abc.com."

Advice for broadcasters: "We need to be passionate about what we do, in terms of driving our products and our love of radio. One thing none of us does a very good job of is developing our people — bringing them in and training them properly. I don't care if it's talent, promotion, sales or management, we are very lean in that area. As our business continues to mature, that's an area we've got to get smarter about."

Directly out of college, John Hare joined ABC Radio as a salesperson at its Houston radio station. Thirty-three years later, having moved up through the ranks, he is now the President of the ABC Radio division, a post he has held since 1999. He oversees the 65 owned-and-operated ABC radio stations, as well as ABC Radio Networks, home to such important personalities as Paul Harvey, Bob Kingsley and Tom Joyner.

Getting into the business: "When I was in college at a small school in northern Michigan, I had a brother-in-law who sold television time for the ABC O&O station in Detroit, WXYZ-TV. Getting out of school, I had a degree in marketing, and I wanted to get into television. Back then you got into radio for a year or two to learn the ropes, and then you made the jump to television. I got into radio and just never made the leap. There were a couple of opportunities that came up, but, for whatever reason, I decided to stay in radio."

On spending his entire career with the same company: "It's been 33 years. I started with ABC down in Houston, at KXYZ when they bought it. That was in '69. Cap Cities bought ABC in '86, then Disney bought Cap Cities in '96. I am a dinosaur. You don't find guys like me around anymore."

On his success: "I got some great counsel when I was younger, in terms of how you manage your business. Every company has to have good people. Presuming that I was good at what I did, there was no reason why that shouldn't sustain itself. If you look at the transition of Cap Cities and ABC, you couldn't have two senior managers, but you had to have good people running the stations."

"When Disney bought CapCities, they kept the management team in place. If you're running a station, and you've got a good team and good ratings and revenue and you're driving good operating income, why would anyone want to make a change, unless you had some chemistry issues, which I never did? That was part of it. I'm sure luck also came into play, and people in positions of power must have liked me."

The culture of ABC: "One of my strengths is that I've been able to recruit and develop good people and let them do their jobs. In the culture we have — this is probably corny — the critical issue, in terms of driving our business, is trust. If you can't trust who you're working with or they can't trust you, you can't accomplish the goals you put in place. Trust is the glue that keeps things moving together. There's very little that we can't talk about or discuss; there's very little that we need to keep secret from anybody. That builds a sense of trust, and then you have common goals and issues."

"That's the culture I've been able to create here, whether as a sales manager bringing in a good sales team or as a general manager bringing in good department



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Ashanti Breaks Through In 2002

Each year R&R's New Music theme issue features the year's breakthrough artists. Among the hottest new acts this year is Murder Inc./IDJMG's



Ashanti. The singer had three multi-format hits, "Foolish," "Happy" and "Baby," and appeared on hit songs by Fat Joe and Irv Gotti Presents The Inc.



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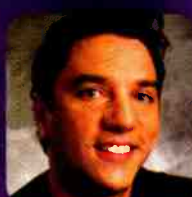
Two big specials in R&R this week: Our annual New Music theme issue, starting on Page 1, features a great interview with Roc-A-Fella Records President Jonas Natchez. We then segue into our first Americana Music special, including an overview of the genre's key players, artists and events.

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