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30TH YEAR

# R&R

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APRIL 18, 2003

### Lenner Named SME President

As expected, Columbia Records Group Chairman Don Lenner has been promoted to President of Sony Music's U.S. operations. In his expanded role Lenner will oversee Columbia, Epic Records Group, Sony Music Nashville and more. More details on the next page.



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KBOS/Fresno

IMPACTING 4/22!

# NOW THAT YOU'RE GONE

"Smilez & Southstar do it again...hot emotional and relatable...the ladies love it. Phones all day!"

— *Pattie Moreno, KBOS/Fresno, PD*

"Early phones...sounds great on the air!"

— *Sherita Saulsberry, KVEG/Las Vegas, PD*

"After one spin the phones overloaded! This will be another big one from them!"

— *R Dub!, KOHT/Tucson, PD*

"'Now That You're Gone' has the formula that so many artists have been trying to put together and have failed. I believe that this song has potential to be something really big!"

— *Chino, KZZP/Phoenix, MD*

"The last Smilez & Southstar single was a huge success for me and I expect the same from 'Now That You're Gone'....early calls already generated!"

— *Bobby Ramos, KPRR/El Paso, PD*

Produced by Dakari for Jus: Another Smash Ent.  
Mixed by Eric Schilling. Management: Alfonso Alvarez  
and Gilbert Alvarez for StreetDwellaz Management.  
From the album "Crash The Party" available on  
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**ARE YOU YOUR JOB?**

At a time when many are questioning their career decisions, consultant **John Parikh** tells you in this week's Management/Marketing/Sales section how to evaluate your career identity and tackle anxiety about where you stand and your future. Consultant **Dave Van Dyke** outlines how to become a master delegator — skills that are sure to improve your time management and executive efficiency. **Dan O'Day** and **Jeffrey Hedquist** give important copywriting lessons, while sales maven **Irwin Pollack** helps AEs reinforce radio's strengths vs. cable TV.

Pages 6-8

**LESSONS LEARNED AT R&R TRS**

Last month News/Talk/Sports movers and shakers converged on Southern California for the R&R Talk Radio Seminar. This week **Al Peterson** asks, "What did you learn at TRS?" Read the responses of WABC/N.Y.'s Phil Boyce, KFI/L.A.'s Robin Bertolucci, KSTP/Minneapolis' Joe O'Brien and more.

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**R&R NUMBER ONES**

**CHR/POP**

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

**CHR/POP**

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

**URBAN**

• SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)

**URBAN AC**

• TYRESE How You Gonna Act Like That (J)

**COUNTRY**

• DARRYL WORLEY Have You Forgotten (DreamWorks)

**AC**

• CHRISTINA AGUILERA Beautiful (RCA)

**HOT AC**

• AVRIL LAVIGNE I'm With You (Arista)

**SMOOTH JAZZ**

• MINDI ABAIR Lucy's (GRP/VMG)

**ROCK**

• AUDIOSLAVE Like A Stone (Interscope/Epic)

**ACTIVE ROCK**

• LINKIN PARK Somewhere I Belong (Warner Bros.)

**ALTERNATIVE**

• LINKIN PARK Somewhere I Belong (Warner Bros.)

**TRIPLE A**

• JASON MRAZ The Remedy (I Won't...) (Elektra/EEG)

**CHRISTIAN AC**

• NEWSBOYS He Reigns (Sparrow)

**CHRISTIAN CHR**

• SWITCHFOOT More Than Fine (Sparrow)

**CHRISTIAN ROCK**

• SEVENTH DAY SLUMBER I Know (Crown)

**CHRISTIAN INSPO**

• AVALON Everything To Me (Sparrow)

**SPANISH CONTEMPORARY**

• RICKY MARTIN Tal Vez (Sony Discos)

**TEJANO**

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

**REGIONAL MEXICAN**

• TIGRES DEL NORTE Mi Soldado (Fonovisa)

**TROPICAL**

• GILBERTO S. ROSA Si Te Digeron (Sony Discos)

ISSUE NUMBER 1500



**1,500TH ISSUE**

**R&R Reaches Milestone: 1,500th Issue Published**

First edition of R&R was dated Oct. 5, 1973

By Erica Farber  
Publisher/CEO  
efarber@radioandrecords.com

In an era of consolidation combined with a challenging business environment, this week marks the 1,500th issue of R&R, the industry's newspaper. Issue No. 1 was published on Oct. 5, 1973, and for 30 years R&R has continued to serve the radio and music industries with unbiased news coverage, accurate and credible charts, and key information and feature stories designed to help executives perform their jobs more effectively.

In an average week R&R publishes approximately 1,500 words per page, which, multiplied by 1,500 issues, equals 2.25 million words. Multiply that by the

number of pages published each week, and that figure moves way into the hundreds of millions.

R&R publishes 51 weeks a year, suspending one week during the December holidays. The short hiatus was established to enable the music industry to take a much-needed break. In the company's 30-year history we've missed publishing only one week, due to the terrorist activity of Sept. 11, 2001.

The very first issue of R&R consisted of 24 total pages and included headlines heralding format flip in Seattle, the announcement that Dallas had a new live-programmed FM station,

**MILESTONE ▶ See Page 10**

**Radio Revenue Advances 7% In February**

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

Registering their 12th consecutive month of revenue gains, radio sales increased 7% in February compared to the same month in 2002, thanks to an 8% jump in local dollars and a 5% boost in national sales. Year-to-date, radio is up 7% overall so far, with local business 6% ahead of 2002 and national up 11%.

The figures are particularly encouraging in light of the advertiser edginess that was expected with the then-impending war in Iraq. That concern is reflected in the growth slowdown of national revenue, with February's 5% speed bump representing the weakest year-to-year improvement since

**REVENUE ▶ See Page 3**

**Infinity Makes N.Y. 'Blink'**

By Kevin Carter  
R&R AC Editor  
kcarter@radioandrecords.com

On the heels of April 10's gala launch party in New York, Infinity finally debuted the long-awaited new identity of WNEW/New York: "102.7 Blink." The station's female-targeted format, as described by Infinity President/Programming Andy Schuon, is an "innovative, highly entertaining and absorbing format of Top 40 music and insider Hollywood news and gossip designed to become the Zeitgeist of entertainment and pop culture for New York radio listeners."

Once the station launched, however, the music mix — while decidedly Hot AC at its core — also leaned heavily on late '70s and '80s

gold, along with many currents shared by crosstown CHR/Pop WHTZ, Hot AC WPLJ and Dance-oriented WKTU.

As many had predicted for months, WNEW will take advantage of its in-house ties to such Viacom brands as

Entertainment Tonight, VH1 and MTV — as well as content partners AOL Broadband and US Magazine — in providing listeners with features. Additionally,

WNEW has brought on three full-time reporters — two of whom will be based in Los Angeles — to cover the entertainment scene.

Steve Kingston, PD of Alternative sister WXRK/New York, adds OM duties

**BLINK ▶ See Page 3**



**Ienner Appointed To Sony Music U.S. President Post**

Longtime CRG exec oversees all domestic labels

By Frank Correia  
R&R Music Editor  
fcorreia@radioandrecords.com

Don Ienner has been named to the newly created post of President, Sony Music U.S. Based in New York and reporting to Sony Music Entertainment Chairman/CEO Andrew Lack, Ienner will oversee the operation of all Sony Music labels in the U.S., including Columbia Records Group, Epic Records, Sony Classical, Sony Music Nashville, Sony Music Sound-



Ienner

trax, Sony Wonder and Legacy Recordings.

He will also work closely with the company's senior management team in developing and implementing strategic initiatives related to a wide array of areas, including sales and distribution.

"During his tenure with the company Don Ienner has built Columbia Records into one of the most

**IENNER ▶ See Page 15**

**CC Severs Ties With Indies**

'Format Liaison Team' to handle label relations

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

On April 9 Clear Channel took a major step toward improving its image on Capitol Hill by announcing that it will sever its ties with the independent promoters it currently does business with following the expiration of those contracts.

The decision by the company to end its involvement with indies could have a ripple effect across the radio industry. Clear Channel's agreements are set to expire in June and July, and while the independent-promotion business has come under scrutiny for allegedly influencing what gets placed



Hogan

on playlists at client stations, Clear Channel emphasized that the indies the company has been working with don't influence what songs end up on the air on its radio stations.

Nevertheless, Clear Channel President Mark Mays explained his company's decision by saying, "We have zero

tolerance for 'pay for play' but want to avoid even the suggestion that such a practice takes place within our company." More important, Clear Channel said it agreed to cut its ties with its indies because of pressure from

**CLEAR CHANNEL ▶ See Page 10**

**Emmis Narrows Its Q4 Losses As Radio Sees Gains**

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

Emmis Chairman/CEO Jeff Smulyan tackled everything from his company's debt load to questions about Emmis' possible acquisition of more TV assets and a minority interest in the Los Angeles Dodgers when the company hosted its fiscal Q4 and 2003 earnings conference call on Tuesday.

While some companies will soon be releasing their Q1 2003 earnings, Emmis — thanks to its March-February fiscal calendar — is just getting to its year-end results. But that gives investors and Wall Street watchers a sneak peek at what to expect once the Q1 earnings season hits its stride.

Emmis' Q4 net loss declined

**EMMIS ▶ See Page 15**



IMAGING & COMEDY

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## S. California's 'XTRA Sports' Simulcast Names Martin PD

Longtime KOA/Denver PD **Don Martin** has accepted a similar position at Clear Channel's Sports/Talk simulcast KXTA/Los Angeles and XTRA-AM/Tijuana-San Diego, which go by the moniker "XTRA Sports." Martin will begin his new job April 28 and replaces Bill Pugh, who exited the stations earlier this year to become CM/PD for Sports/Talk XPRS-AM/Tijuana-San Diego.



Martin

Martin's broadcast resume includes more than 20 years in Denver radio — eight of them at KOA, and the past five as PD. Along with overseeing programming for Clear Channel's Sports/Talk KKZN, Martin's Sports radio experience includes 12 years at former Denver Sports outlets KYBG and KMVP.

"I am so excited to be going back to my passion for sports," Martin told R&R. "It's the reason I got into

the business, and it's unbelievable to get to do it at this level."

Martin will now work under the same roof as his fiancée, Clear Channel/Los Angeles Director/AM Programming Robin Bertolucci. Bertolucci told R&R that working together is a familiar situation for the duo.

"Don and I originally worked together for years in Denver," she said. "As of April 28, I am abdicating any involvement with XTRA Sports, and Don will report directly to [Clear Channel/Los Angeles AMs GM] Greg Ashlock. In exchange for giving up involvement with XTRA, I get to have my husband in the same ZIP code, and I don't have to memorize the batting averages of the Dodgers!"

Clear Channel Rocky Mountain Regional VP Lee Larsen reported that a search is underway for Martin's replacement in Denver.

## WTIX-AM Appoints Frazier GM

**Dan Frazier** has been named to the newly created post of GM at News/Talk WTIX-AM/New Orleans. Frazier is assuming full-time management duties as owner GHB Broadcasting resumes day-to-day operation of WTIX following the expiration of an eight-year LMA.

Frazier began his broadcast management career as PD for WHBQ-AM/Memphis. Following that he served as Exec. Producer at KKFN-AM/Denver. He then returned to Memphis, where he was most recently GM for WHBQ & WTCK. His move to New Orleans marks a homecoming of sorts for Frazier, who was born and raised in the Bayou State.

"Having grown up in Louisiana, this is a great opportunity for me personally and professionally to lead Talk Radio 690 to the next level," Frazier told R&R. "With a signal that reaches five Gulf Coast states, I feel that WTIX has a great opportunity to provide quality Talk programming to New Orleans and the surrounding area. While the station presents quite a challenge, I relish the chance to develop it into a strong Talk station in this market."

WTIX's current lineup includes syndicated talkers Sean Hannity, Neal Boortz, Bruce Williams and Barry Farber, along with several locally produced talk shows.

## Revenue

Continued from Page 1

March 2002. National business had been racing at least 20% ahead on a year-to-year basis for the past five months.

On the other hand, February turned out to be the best year-to-year month for local business since October 2002 and was a big step forward from February 2002, the only month last year with a revenue downturn from its comparable month in 2001 — an aberration attributed to the lack of TV-sweeps advertising owing to coverage of the Winter Olympics.

RAB President/CEO Gary Fries noted, "February's revenue results show the ongoing strength and stability of radio's localism, even in a stressful economic climate."

For radio to be already up 7% overall year-to-date compared to

2002 is significant, since broadcasters finished 2002 only 6% ahead of 2001 overall. And in terms of year-to-date national dollars, last year radio didn't approach the current 11% growth figure until November. Said Fries, "The national figures point to radio's ability to work with advertisers in times of uncertainty and to their reliance on radio."

## Blink

Continued from Page 1

for Blink. As previously reported, former MSNBC producer Gloria McDonough-Taub has been named Exec. Producer and will oversee all Blink programming and report to Kingston. Actor Kiefer Sutherland, who stars in Fox TV's 24, has been tapped as the voice of the station.

The Blink Morning is hosted by



**A FIERY HOT PAIR** CMT held its Flameworthy 2003 Video Music Awards on April 7 in Nashville, where the cable network handed out awards to artists in 11 categories as voted on by over 3 million CMT viewers. Hosted by Pamela Anderson and Toby Keith, the show featured performances by Keith, Shania Twain, Faith Hill, Kenny Chesney, Tim McGraw, Alan Jackson, Darryl Worley and Rascal Flatts. Seen here are Sheryl Crow (l) and Kid Rock onstage following their performance of their hit duet, "Picture."

## CC/Philly Selects Mitchem As Dir./Urban Programming

PDs for WDAS-AM & FM, WUSL remain in place

Thea Mitchem has been tapped to fill the newly created Director/Urban Programming position for Clear Channel/Philadelphia, effective April 28. Mitchem will oversee the programming and staff management of Gospel-Urban AC combo WDAS-AM & FM and Urban WUSL.

"Over the years Butter [WDAS PD Joe Tamburro] and Glenn [Coo-

per, WUSL's PD] have assembled great teams," Clear Channel/Philadelphia OM Todd Shannon said. "They will both continue in their current roles under Thea's direction. Together, they will make our properties the best they can be."

Mitchem was most recently PD of Infinity's WXYV/Baltimore. She also spent more than five years at Infinity's WPGC/Washington.

## Saulsberry Now KVEG/Vegas PD

Kemp Broadcasting's KVEG (Hot 97.5)/Las Vegas has promoted Asst. PD/MD Sherita Saulsberry to PD of the CHR/Rhythmic station.

"This promotion and contract extension emphasize our appreciation and support for a job well done," GM Gary Cox said. "Saulsberry has earned the job after working in the station's programming department since its sign-on 20 months ago.

"It's a difficult task doing a startup in such a competitive market. She has endured a lot of criticism and has handled that well. She has shown that she has an open mind and a great set of ears. I'm very proud of what she has done this past year.

"We hope to establish KVEG as a leader in Las Vegas. As we continue to grow in this highly competitive market, we feel our programming team is solid and set for the future growth of the station."

Saulsberry said, "I am ecstatic that I was chosen to be a leader for Hot 97.5 and Kemp Broadcasting."

former WXRK nighttimer and current Entertainment Tonight correspondent Chris Booker and New York radio and TV veteran Lynda Lopez, sister of actress-recording artist Jennifer Lopez.

Other staff announcements include E! Entertainment Television's Todd Newton, a former radio jock who will do afternoons from Los Angeles; New York club DJ Erika "DJ E-Love" Hamilton, who will host her own show and serve as Blink's Music Supervisor; and pro-

duction veterans Jim Bollella, Bill Schultz, Will Robinson and Ed Bishop, who have all been named Production Directors for Blink.

The station will hold an open casting call at the MTV studios to fill its night position.

"Just like all media, great radio stations constantly reinvent themselves," Infinity Chairman/CEO John Sykes said. "Blink is not only a music format, but a brand that targets savvy New Yorkers who crave entertainment, gossip and information."

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## Tyler Ups Two In Oklahoma City

Tyler Media has promoted two executives in Oklahoma City. At



Buckland



Rubio

Country KKNB, Ben Buckland has been elevated from GSM to GM; at Regional Mexican KTUZ, Sales Manager Armando Rubio has been upped to Station Manager.

Tyler Media/Oklahoma City Market Manager Skip Stow said, "Having two highly regarded individuals like Ben and Armando on the team has helped to make my job considerably easier."

Buckland, a 40-year broadcasting veteran, joined KKNB when it debuted in February 1998. He is also the announcer for the Oklahoma City Blazers of the Central Hockey League and for the State Fair Speedway in Oklahoma City.

Rubio joined KTUZ in May 1998 as a part-time salesperson while continuing to work the evening shift at General Motors. In mid-1998

TYLER ▶ See Page 10



# XM To Offer Local Weather, Says NAB

Satcaster says planned service will be national

By Joe Howard

R&R Washington Bureau  
jhoward@radioandrecords.com

In an April 15 letter to the FCC, NAB Sr. VP/General Counsel Jack Goodman said that a new weather service from XM Satellite Radio will do what the satcaster has repeatedly said it will not do: provide local content to subscribers.

Starting this summer, XM plans to offer real-time weather data through a targeted service that will deliver information to map-display devices in boats, aircraft and emergency-response vehicles. The service will carry its own \$10 monthly price tag. Goodman wrote to the FCC, "It appears that XM does intend to convert its service from an exclusively national program service to one that delivers locally differentiated content."

He continued, "The commission should require XM to make full disclosure of any plans to provide locally differentiated service or to include technology in its repeaters or consumer devices that would facilitate the provision of locally differentiated services." Goodman then asked the FCC to put conditions on XM's and fellow satcaster Sirius' final licenses that will prohibit their

offering content that would be received in some markets and not in others.

XM VP Corporate Communications Chance Patterson told R&R that his company has always complied with FCC regulations and will continue to do so. He said the new weather service is national in scope and provides information similar to that offered by TV weather forecasters, though users can "drill down" within maps to their local regions. He noted that pilots must often radio airports for weather data and said XM's system can provide detailed information on wind speed, temperature, barometric pressure and storm activity.

Patterson also noted that XM is planning to expand its music service to the aviation industry and will eventually introduce receivers designed specifically for use in planes.

The FCC has not issued its final rules for XM and Sirius, and both services are still operating under temporary authority. At last week's NAB convention FCC Chairman Michael Powell said the agency plans to finalize the satcaster rules soon but wasn't specific about when that will occur.

## XM Tops 500,000 Subscribers

XM normally releases its subscriber updates quarterly, but it issued a special bulletin on April 14 to say it has passed a landmark by signing up its 500,000th subscriber, inching that much closer to its year-end goal of 1.2 million. Patterson told R&R that XM is on track to meet that goal.

"The march to 1 million subscribers begins today," XM President/CEO Hugh Panero said when the announcement was made. "In record-industry parlance, with half a million subscribers we have achieved 'gold' status. Now we are on our way to 'platinum.'"

# Fritts: Radio Healthy, NAB Radio Membership Up

AS VEGAS — As NAB2003 drew to a close, NAB President/CEO Eddie Fritts on April 9 met with a small group of reporters to share his thoughts on some of the major issues facing the radio industry.

Turning his attention to the overall health of the business, Fritts said that despite the rampant debates over how consolidation has shrunk the industry and the potential consequences of a further loosening of FCC regulations, the NAB has more radio members than ever. "Our radio membership has grown because the good guys are buying up the bad guys," he said. "We still have more than 3,500 separate owners of radio companies."

Fritts acknowledged that such critics as FCC Commissioner Michael Copps believe that further slackening of the media-ownership regulations could damage the radio industry through more consolidation. But Fritts said he agrees with FCC Chairman Michael Powell's assessment that the FCC's congressionally mandated duty to review its ownership rules every two years ensures that the issue will be addressed again.

"To say that this is the final positioning on ownership in this mar-

ketplace is erroneous," Fritts said. "It's going to be an evolutionary process that takes place at the FCC, and I don't look at this particular proceeding as being the be-all and end-all of the ownership discussion."

The \$27,500 indecency fine facing Infinity's WKRR/Detroit was a hot topic at the convention, and Fritts took a hard line on the subject of indecency. "Under no circumstances would we condone programming that was obscene or indecent," he said. "Stations that cross that line do so at their own peril."

Responding to a question about whether the NAB has any plans to craft a code of conduct for broadcasters, Fritts remarked on the explicit content found on premium cable channels by joking, "We'll be right behind cable." But he got serious when he said a code of conduct wouldn't have changed what was said by WKRR's Deminski & Doyle,

whose explicit sexual conversations with a series of callers brought about the fine against Infinity.

"Local stations know what is good in their communities and what they can put on the air," Fritts said, also noting that broadcasters have proven their commitment to those communities. "Broadcasters have proven through this war, the terrorist attacks and the Amber Alert's implementation that we're good citizens," he said. "We will continue to be the first responders in keeping citizens informed, and I would encourage us to do so in a manner that does not include indecent broadcasting."

Fritts agreed with Powell's assessment at the convention's Chairman's Breakfast that increased competition for listeners may be leading some broadcasters to push the limits of decency.

## NAB Readies HD Radio Campaign

Though he noted that the plan is in its "embryonic stages," Fritts said

NAB See Page 5

## BUSINESS BRIEFS

### House, Senate Pass Amber Alert Bill

The House of Representatives on April 10 overwhelmingly passed a bill to create a federal Amber Alert program to help locate kidnapped children, the Senate unanimously passed the legislation the next day, and the bill is now on its way to President Bush for his signature. The Amber bill has been floating around Capitol Hill for quite a while but was stalled by wrangling between Republicans who wanted to add tougher penalties for those who commit sex crimes against children and Democrats who wanted the bill limited to the alert program itself. The version that passed is a compromise that includes stricter penalties for child abusers, kidnappers and pornographers. The Amber Alert program uses radio and other media to quickly notify communities when a child is believed to have been kidnapped. State-level programs have been credited with helping recover more than 50 children.

### Cumulus Secures New Loan

Cumulus Media has secured a \$325 million loan, with funding provided under the company's existing credit agreement. The funds will be used to finance an exchange of some of Cumulus' outstanding notes, to repay a \$175 million term loan outstanding under the credit agreement and for other general corporate purposes. For the note exchange, Cumulus has secured the consent of enough holders of its outstanding 10 3/8% senior subordinated notes due 2008 to amend the indenture governing the notes.

### PPM Finds KYW Beat Cable Cume On Day One Of War

Arbitron reported that, based on information it gathered from the ongoing Portable People Meter trial in Philadelphia, News KYW-AM/Philadelphia on March 20 — the first day of the Iraq war — delivered the highest percentage of cume users among adults 25-54, attracting a 31.5 rating. That's better than the cume of cable channels CNN and MSNBC, which attracted ratings of 23.1 and 21.1, respectively. The PPM results also showed that on that day three Philadelphia radio stations attracted more listeners with their coverage between 6am-7pm than four cable news outlets. War coverage has led to a significant increase in Philadelphia radio listening, with the three dominant news sources — KYW, Talk WPHT and National Public Radio affiliate WHYI — reaping the most benefits.

### Analyst: Entravision Will Soon Turn The Corner

Credit Suisse First Boston analyst Paul Sweeney said this week that although anticipated higher expense growth clipped Entravision's operating leverage in Q1, he expects the leverage to turn positive beginning in Q2 as the company cycles through tougher comparisons and its radio and TV startups begin to contribute. Sweeney expects 2003 revenue growth of 9%, to \$263 million, for the company, and EBITDA improvement of 18%, to \$69 million. That's a slight change from the \$265 million in estimated 2003 growth Sweeney predicted earlier, but he's sticking with his previous EBITDA estimates. Meanwhile, he said he believes that by Q2 2004 Entravision's growth will have moderated to the 6%-7% range — ahead of the average 3%-5% he expects for English-language radio operators but consistent with his expectations for companies that serve the fast-growing Hispanic community.

### Guzman & Co. Initiates SBS Coverage

Guzman & Co. this week initiated coverage on Spanish Broadcasting System as analyst David Joyce gave the company an "outperform" rating and set a target price of \$13 a share. He said SBS is "well positioned for long-term advertising growth" because its stations are in the nation's largest Hispanic markets. "Advertisers are still just awakening to the reality that more marketing needs to be targeted to the largest minority group in the country, a group with rapidly accelerating buying power," Joyce said. Additionally, he foresees a long-term narrowing of the gap between Spanish- and English-language media ad rates and said that, based on SBS's license assets, a target price of \$25 could be warranted in the future.

Continued on Next Page

## R&R Stock Index

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

	4/11/02	4/4/03	4/11/03	4/11/02	4/4/03-4/11/03
R&R Index	253.31	189.35	196.37	-22%	+4%
Dow Industrials	10,176.08	8,277.15	8,203.41	-19%	-1%
S&P	1,103.69	878.85	868.30	-21%	-1%



**FCC ACTIONS**

**WKRK/Detroit Could Face Another FCC Complaint**

The *Detroit Free Press* reported last week that Infinity FM Talker **WKRK/Detroit** could soon face another indecency complaint. The station has attracted the attention of Florida attorney Jack Thompson, a vocal Howard Stern critic who said in a letter to FCC Commissioner Michael Copps that a bit on Wednesday's *Howard Stern Show* could provide Copps with leverage to lift the station's license. The letter reported a humorous discussion on the show involving anal intercourse and related hygiene issues. When notified by the newspaper of Thompson's letter, Infinity spokesman Dana McClintock said, "We will be responding in due course." Copps last week suggested that WKRK be considered for license revocation after the FCC fined the station \$27,500 for an on-air discussion about anal and oral sex by afternoon hosts Deminski & Doyle.

Continued on Page 10

**BUSINESS BRIEFS**

Continued from Page 4

**As Expected, Nassau Sells WWXY To Jarad**

**Jarad Broadcasting** began simulcasting its WLIR/Nassau-Suffolk on WWXY/Riverhead, NY via an LMA earlier this month, and this week it became known that Jarad has agreed to purchase WWXY from **Nassau Broadcasting** for \$2 million cash. Jarad will now own four stations on New York's Long Island, and Nassau keeps just one station from its purchase of Big City Radio's former "Rumba 107.1" quadcast: WWYY/Stroudsburg, PA. As *R&R* reported earlier, Pamal is operating WYNY/Westchester, also part of the quadcast, via an LMA and is negotiating to purchase the station from Nassau.

**Canadian Radio Gets 9% Of Advertising Dollars**

Canadian radio gets 9% of total advertising dollars spent on media in the nation, Standard Radio VP **Christopher Grossman** said at an NAB2003 session on global management last week. Grossman said one of the reasons for the high figure is that just four private media companies control the majority of Canada's broadcast signals. But while Canada has no cross-ownership restrictions, the government does get involved in programming with the Canadian-content laws, which require that 35% of broadcast content be of Canadian origin — and some legislators are seeking to raise that to 40%. "As a private broadcaster, at times when we don't have enough great Canadian music to play, believe me, it's a challenge," Grossman said. He also said the Canadian government has been much slower than the U.S. government to deregulate radio: "The government feels it has a tremendous responsibility to regulate the conditions of the license as it relates to the Canadian public."

**Bicoastal Media Builds A Cluster In Coastal Oregon**

**Bicoastal Media** has entered into an agreement with **New Northwest Broadcasters** to purchase KACW, KBBR & KOOS/Coos Bay, OR for \$1 million, Bicoastal VP Kevin Mostyn told *R&R*. New Northwest won't be leaving the market: It will keep KHSN, which it bought from Bay Broadcasting in January of 1999. At the same time, Mostyn confirmed that Bicoastal has agreed to acquire KBDN, KSHR & KWRO/Coos Bay from **Coquille River Broadcasters** and KJMX/Coos Bay from Coquille sister company **Umpqua Broadcasters** for a combined \$1.5 million. Mostyn said no changes are planned at the seven stations. The deals give Bicoastal a formidable presence in Coos Bay: It will own seven of the 11 commercially licensed signals in the market.

**Greater Media Wants To Grow In New England**

"I don't know if we can, but I'd love to go into Providence," **Greater Media** President/CEO Peter Smyth told the *Boston Globe* this week. "I like Hartford too." Smyth would also like to expand in Boston but said there aren't too many opportunities, because "nobody's getting out." Smyth's comments came after Greater Media's announcement that it will move its corporate offices from New Brunswick, NJ to the Boston suburb of Braintree, MA. The move will begin April 25, and Greater Media's front-office staff is expected to be in place by June. Greater Media already operates five stations in the Boston suburb of Dorchester, MA, and both Smyth and Greater Media Chairman John Bordes are longtime New England residents. "He's here, and I'm here," Smyth told the *Globe*. "We like the community; it's good."

**Procter & Gamble Top Hispanic Advertiser**

**Procter & Gamble** was the top advertiser in Spanish-language media in 2001, according to *Advertising Age*: P&G spent \$55 million in ads in Spanish-language outlets, up 19% from 2000. Ford Motor Co. placed second, spending \$51 million — up a remarkable 264% from 2000. AT&T was third, spending \$42 million, while Worldcom (\$41.3 million) and Sears Roebuck & Co. (\$38 million) rounded out the top five.

**Apple Computer Bidding For UMG?**

The *Los Angeles Times*' Chuck Philips reported this week that, according to his sources, **Apple** is in talks with Vivendi Universal to purchase **Universal Music Group** and has offered between \$5 billion and \$6 billion for the company. Universal sees about \$6 billion in annual sales from such artists as U2, 50 Cent, Shania Twain and Luciano Pavarotti. The *Times* said UMG would be controlled by Apple co-founder and CEO and Pixar Animation Studios Chairman Steve Jobs and that the discussions have been a closely held secret for several months. In fact, a formal bid from Apple could come before Vivendi's April 29 board meeting, sources told the newspaper. UMG representatives did not comment about the rumor to the *Times*.

**'AWRT Empowering America' PSA Campaign Honored**

The **Foundation of American Women in Radio and Television** has been elected to the 2003 Associations Advance America Honor Roll for its "AWRT Empowering America" PSA campaign. The Honor Roll is a national competition sponsored by the American Society of Association Executives in Washington, DC to recognize associations that "propel America forward" with innovative projects in education, skills training, business and social innovation, citizenship and community service. Supported by a grant from the AT&T Foundation, "AWRT Empowering America" pays tribute to some of the most accomplished women in American history in 60-second radio PSAs.

**TRANSACTIONS AT A GLANCE**

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

- **WKSJ-AM/Prichard (Mobile), AL** \$100,000
- **KVIN-AM/Turlock (Modesto), CA** \$500,000
- **WGSR-AM/Fernandina Beach (Jacksonville), FL** \$335,000
- **WMRZ-FM/Buena Vista (Columbus), GA** \$1 million
- **KBMV-FM/Birch Tree, MO** \$175,000
- **WWXY-FM/Hampton Bays (Riverhead-Sag Harbor), NY** \$2 million
- **WJZY-FM/Carolina Beach and WMFD-AM/Wilmington, NC** \$1.5 million
- **WOKL-FM/Troy (Dayton), OH** \$1.2 million
- **WWON-AM/Waynesboro, TN** \$140,000
- **WMOV-AM/Ravenswood, WV** \$50,000
- **WXCO-AM & WYCO-FM/Wausau, WI** \$3.4 million

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

**DEAL OF THE WEEK**

- **WWZY-FM/Long Branch (Monmouth-Ocean), NJ**  
**PRICE: \$20 million**  
**TERMS: Asset sale for cash**  
**BUYER: Press Communications LLC, headed by CFO Richard Morena. Phone: 732-751-1119. It owns three other stations, including WHTG-AM & FM & WBHX-FM/Monmouth-Ocean.**  
**SELLER: Nassau Broadcasting Partners LP, headed by President/Chairman Lou Mercatanti Jr. Phone: 609-452-9696**

**2003 DEALS TO DATE**

<b>Dollars to Date:</b>	<b>\$844,164,903</b> <i>(Last Year: \$5,401,043,106)</i>
<b>Dollars This Quarter:</b>	<b>\$87,872,500</b> <i>(Last Year: \$372,059,811)</i>
<b>Stations Traded This Year:</b>	<b>252</b> <i>(Last Year: 818)</i>
<b>Stations Traded This Quarter:</b>	<b>35</b> <i>(Last Year: 144)</i>

**NAB**

Continued from Page 4

the NAB is planning to launch a public relations campaign to explain the benefits of digital radio. While he said HD Radio receiver manufacturers hadn't yet been brought into the fold on the PR effort, the convention provided a chance to approach them. "I guess today would be a good day to offer them the opportunity," he said.

Fritts said the NAB is also planning a campaign to defend radio against attacks by XM Satellite Radio and Sirius, whose advertising has been very critical of broadcast radio.

The five-day convention attracted 89,000 participants to the Las Vegas Convention Center. And while that represents about 3,000 fewer attendees than last year's event, NAB Sr. VP/Corporate Communications Dennis Wharton said the decline came entirely from a drop-

off in international attendance related to war and terrorism concerns.

"We're ecstatic with that number," Wharton told *R&R*. He noted that attendance on the domestic side was right in line with last year's show and pointed out that more than 80,000 people pre-registered as the convention neared.

**Crystal Radio Award Winners**

The NAB's annual Crystal Radio Awards for excellence in community service were revealed at NAB2003. Below are this year's winners.

- **WJYY/Brainerd, MN**
- **KOZT/Ft. Bragg, CA**
- **WUGO/Grayson, KY**
- **WIBC/Indianapolis**
- **KFME/Kansas City**
- **KPRS/Kansas City**
- **KNOM/Nome, AK**
- **KOIT-AM & FM/San Francisco**
- **WGMS/Washington**





# You Are Not Your Job

## Understand your non-negotiated expectations

**T**here's a clear trend among business leaders today: to do more with less, to make more profit and to expect hard work and dedication from employees. And there's a clear trend among workers: stress. Workers are suffering from time stress, money stress, health stress and even the stress of worrying about stress. It's getting out of control, and it's time to bring things back into balance.

There is a way to reduce stress, or even eliminate it. Learn to say, "I am not my job." When you can honestly say that, you open up possibilities and gain the power to improve yourself, your job and your relationships with yourself and others.



John Parikhal

This is a breakthrough in business thinking. It turns the conventional business wisdom — that companies do better when employees say "I am my job" — on its head.

When you believe you are your job, you've put yourself on the road to frustration, disappointment and burnout. Here's why: When you are hired to do a job, you usually negotiate your salary, office, support staff (if you get any), equipment (like a company-supplied cell phone or laptop) and benefits. In exchange for that, you offer your time and your skills. What you've negotiated is the price of bringing your body to work.

But you haven't negotiated the cost of bringing your energy to work. Most businesses assume that time, skills and energy go together. They don't. Most of us bring our energy to work for an entirely different set of reasons.

This energy can be understood as passion, emotion or commitment (though those words have very different meanings). Most companies don't know how to get energy, which they call "motivation," from their employees. They offer rewards, praise, discipline, promotions or threats, yet they still can't guarantee consistent commitment and buy-in from employees.

That's because we all have internal motivations based on our expectations, and most of us come to work with "non-negotiated expectations." In other words, we want something we didn't negotiate for when we took the job.

### Non-Negotiated Expectations

These non-negotiated expectations revolve around how we expect the job to make us feel. They can include many things: praise, security, feeling valued, feeling rewarded, feeling loved by our co-workers, etc.

But we haven't negotiated any of these expectations with the people we work with. We have expectations we never tell them about. How are they to know we think we were hired to be loved, valued and appreciated?

We forget we were hired simply to do a job, so we try to create a workplace where these unspoken expectations will be met. Then, as long as we get what we want, we're happy. But when it stops working, we feel like things are spinning out of control, and we decide not to bring our energy to work. At that moment, we're in trouble, and the business we work for is in trouble, and all the motivational seminars in the world aren't going to save it.

This situation is often overlooked, because managers assume that the people who report to them are motivated by the same things that motivate the managers. But everybody's motivations are different — and the managers have non-negotiated expectations of their own.

More than ever these days I get phone calls and e-mails from readers asking me how they can change "what's being done to them." You think that if you can change your behavior, you'll stop feeling victimized and improve your life, both in business and personally. Thinking that way is the root cause of the way you behave.

If you tell yourself for years that being a vice president will make you feel better, you shouldn't be surprised when, once you have the title, it doesn't work for you. You ex-

pected that the title would give you something you didn't negotiate when you got the job — a feeling of importance, status, acceptance or something else.

If you are trying to lower stress and gain more power over your life, you have to learn to disassociate yourself from your tasks, so you can honestly say, "I am not my job."

How does this play out in the consolidated world of media? Consolidation has created a climate of fear and powerlessness in our industry. Whether you work in radio, records, television or the Internet, you can see that things are changing. You are being asked to do more with less, and you feel you don't have the resources to do the truly excellent job you're capable of.

Your bosses give you feel-good books like *Who Moved My Cheese?* hoping you'll motivate yourself to care more about their success. They encourage you to become your job, give up your family life, work all hours and do it for less money.

But more people than ever are losing their jobs or being asked to do two, three or even more jobs without sufficient support or resources. Although some radio groups really practice what they preach and do a fabulous job with their people, many are getting rid of that "most important asset."

Most employees are scared that they might lose their jobs if they don't put in extra hours and keep their heads down. They're tacking *Dilbert* cartoons on their doors and sending e-mails to each other about how their bosses have abandoned them. They whisper how they don't get the professional support they need, in resources or in mentoring.

If you've read this far, you might be saying, "How come we're getting so much doom and gloom here? Let's have some solutions." Or you might be saying, "I know this is true; it just makes me feel worse to read it."

### Time To Rock The Boat

Here's a simple test to see whether you are your job: Are you afraid to have a conversation with your boss about something you think is very important? If you are, you've become your job. You may have a non-negotiated expectation that your job will make you feel comfort-

## objection overruled!

### 'I'm Buying Cable'

By Irwin Pollack

Good sales training programs teach sellers the basic advantages radio has over cable television. But when you're face to face with a client prospect, you'll need a lot more ammunition to get your share of the buy. Here are some responses to use when a client says, "I'm buying cable."



Irwin Pollack

1. That's great for evenings, but how will you reach your customers during the day? At work? In their cars? Our station can reach people when they're in or out of their houses and when they're mobile and able to stop in at your store. Here's our plan for you.

2. As you know, cable reaches only [this many] households in our market, and we can't be sure who, if anyone, is watching at a given time. Our station reaches [this many] people every week, and we get audience response, as evidenced by these success stories...

3. Do you know exactly when your ads will run and on what channels? Here's how we can give you more specific times and a larger audience for your message.

4. I can respect that, but let me make one thing clear: Broadcast television has Nielsen and other rating services. Radio has Arbitron, and newspaper has Starch Reports. What does cable have? Nothing. I'd be concerned if I were you. Cable isn't accountable to anyone or anything.

5. Research shows that one of the top reasons people get cable is for the movie channels. Which movie channel are you advertising on? None of them. Because the HBOs and the Showtimes of the world don't have any advertising.

6. Over the past six months, several businesses have found the same thing: Combining cable and our station gets great results. They don't want to put all their eggs in one basket. Here's how we can give your campaign a strong one-two punch and deliver the same results for you.

*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 (RADIO 50) or through [www.irwinpollack.com](http://www.irwinpollack.com).*

able and valued, and you don't want to feel uncomfortable or less valued. This emotional expectation gets in the way of saying what has to be said.

If you can't have an honest conversation with your boss, then your boss is doing you a disservice, because he or she isn't open enough to listen. And you're doing yourself a disservice, because you're letting yourself become a victim of your job.

In these troubled times, where terrorism, war and even new, antibiotic-resistant viruses are in our thoughts, we seek security and comfort. We don't want to rock the boat. But this is the very time the boat needs rocking.

We can love our jobs and enjoy the work we do, as long as we're very clear that our job can't fulfill our emotional needs forever. We need to keep a focus outside work, where our real needs are met. Otherwise, we begin to live an unbalanced life, and we lose perspective. When that happens, we don't focus on the tasks our job requires of us, but on our own personal needs. This results in stress, lost efficiency and

a great deal of negative emotional energy that may be directed at ourselves or others.

At the end of the day, remember this: If you disappear tomorrow, someone else will fill the job you have. All we ever do is rent our skills to our employers. That's what they're paying for. If they don't think your skills are worth much, you won't get paid a lot. If they think your skills are worth a lot, you'll get paid accordingly.

If you focus on the skills you offer and their value in the marketplace while you look for most of your emotional fulfillment in the rest of your life, you will be able to say, "I am not my job."

*John Parikhal, CEO of Joint Communications, is a global leader in media strategy and implementation. His company specializes in identifying, capturing and keeping audiences. He can be reached at 203-656-4680 or [parikhal@aol.com](mailto:parikhal@aol.com).*



# The Delegator's Master Checklist

By Dave Van Dyke

Once you've gotten past the first two hurdles of delegation — finding the courage to assign meaningful projects to your staff and understanding the pitfalls (R&R 3/14, 3/21) — it is important to know what to delegate and what not to. Determining what you can delegate is a two-step process.

1. **Make a master list.** Think of this as a "brain dump." List all the projects, duties, tasks and activities you perform or are involved with daily and periodically. List all the activities and work assignments that use up your time, from big to little and from really important to not-so-important. Most managers are able to list 20 to 40 items.

2. **Categorize the list.** Label each item on your list, following these guidelines:

- Items you can reassign
- Items you can share or reassign in part
- Items you need to keep

Ask yourself this question: If I delegate this item to one of my staff, will the time spent to provide guidance and support pay off later in productivity, in how the group functions or in my time being better used? If the answer is yes, delegate it. If no, keep it.

## Jobs To Keep

You'll need to keep some items because they truly fall into the manager's domain. Writing performance reviews, developing and negotiating annual budgets with your boss and handling personnel issues are some of the responsibilities you cannot give to others — even if you want to. Your time and attention are best spent maintaining productive

operations and good morale. The following are some tasks only you can take care of:

- Tackling big operational problems or initiatives to improve operations
- Acquiring the people and material resources your staff need to do their jobs
- Organizing staff training
- Providing technical direction
- Charting the group's future path
- Clarifying key work priorities
- Representing the group's needs with management
- Challenging and developing staff to perform at their best

One problem that can arise is that these critical and strategic issues receive too little attention. Managers get so caught up in their daily tasks, projects and meetings that a leadership void develops. Delegating properly helps you focus on the important tasks and fill that void. It's vital to achieving success.

## Jobs To Delegate Or Share

When figuring out what to delegate, managers often overlook the items they can share or reassign in part. Items related to the day-to-day operations of the group — which managers tend to hold on to — often have the greatest potential for delegation.

Some things you may be able to delegate or share:

- Solving routine client and vendor problems
- Setting daily work schedules and work flow
- Preparing agendas for regular staff meetings
- Compiling data and research with which to make decisions
- Composing regular administrative reports
- Training new employees
- Dealing with new responsibilities that arise from changes in the workplace
- Answering questions you're frequently asked
- Seizing opportunities that build on other people's talents or desires
- Functions you're less qualified for than other staffers
- Carrying out functions for which little staff coverage exists — that is, for which there is no other backup

You'll find that many jobs you initially share can eventually be delegated completely. Hand over one piece of the responsibility at a time, and each time the employee masters something, give them another element of the job to handle. Turn over the work in manageable increments, and build upon success.

What do you gain when you learn to delegate? Here are what managers who have done it say they've experienced:

- Increased productivity
- Staff development
- Better assistance and coverage
- Improved creativity and solutions
- Better use of their time
- Less stress

Delegation is simply about max-

## The Benefits Of Delegation

- Delegation provides focus; it gives employees a clear direction and the sense of importance they need to do a good job.
- When you delegate properly, you build involvement. You're not assigning work, you're planning together to get work done.
- Delegation provides opportunities for employees to grow in skill and experience.
- Delegation builds on employees' success as you positively reinforce their progress. This builds gratitude.
- Because you let employees handle assignments, they know the fruits of their own labor. That promotes self-sufficiency, which is a key driver for accountability. Accountability is a pillar of commitment in the workplace.

imizing the resources you have on your staff to the fullest. With that in mind, it can also serve another function: filling holes. Sometimes your group is vulnerable because the manager is the only one who can handle a key day-to-day function or because one of your staff is a critical solo performer. Delegation leads to better coverage. In today's consolidated marketplace, where downsizing is an art, making the best use of your staff will allow you to sleep a little better at night.

Finally, another major benefit of effective delegation is its positive influence on employee commitment. The radio industry is but one of many that is finding, in the current economic environment, that employee loyalty and dedication are at all-time lows. Employees are no

longer confident in the future of their companies or their jobs. The best managers understand this and know that employee commitment improves with delegation.

Delegation has so many positive facets that it's a wonder more managers don't use it. Perhaps that has to do with some managers' lack of confidence in themselves, in the process and in their employees.

If you delegate and have become a more productive manager, you understand all this, and the radio industry needs more like you. But if delegation isn't a management tool you use very often — or at all — give it a try, following these basic do's and don'ts. If you delegate properly, you'll open a whole new case for loving your job, and you'll love the effect it has on your staff.

*Dave Van Dyke is a former VP/GM of KCBS-FM/Los Angeles and currently advises GMs through his company, RadioMentor. He is also President/COO of finology, a Los Angeles-based investment banking firm with broadcast interests. Reach him at 888-790-1102 or dvd@radiomentor.com.*



Dave Van Dyke

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# Good Copy From Bad Press Releases

**A**dvertising from any medium offers us lessons — sometimes in what to do, and often in what not to do. A while ago I spent a day at the L.A. Gift Show, a convention attended by gift-store owners searching for hot new products to sell. I stopped by the press room and leafed through a pile of media kits provided by some of the more ambitious exhibitors who were there to market their products to the stores and catalog buyers.

Here's the headline from one of the press releases: "What's More Fun Than a Barrel of Monkeys?" That headline was followed by three increasingly bloated paragraphs. The third paragraph listed six magazines and one TV show that had mentioned this company's product, six merchandisers that sell it and the names of the product's 18 different variations.

I guarantee that, except for people who are particularly interested in either barrels or monkeys — neither of which was being promoted — no one took the time to read this press release.

Take the headline test. If you had two press releases on your desk and time to read only one of them, which of these headlines would be more effective in grabbing your attention?

1. "What's More Fun Than a Barrel of Monkeys?"
2. "Can a Funny-Looking Pillow Shaped Like an Animal Really Help You Sleep Better at Night?"

Unless you're:

- A. A monkey lover
- B. A barrel lover

C. A mean-spirited, pigheaded person who will do anything to contradict me, I'm pretty sure the headline that grabbed you — if only for a moment — was the second one.

Back to the headline in a moment. By now, you've guessed what this company is selling: animal-shaped pillows. Further down in the press release, we're told the pillows can be used as "workplace mascots or eye pillows to relieve eyestrain." Eye pillows to relieve eyestrain? Workplace mascots? Hey, maybe they're great for relieving eyestrain, but the company should be marketing the product either because it helps you sleep better or because it relieves eyestrain or because it makes your work environment more comfortable.

One more tidbit from the press release: The product is for "kids from age 5 to 105." That's just perfect for all those stores with that target demo!

## The Right Call To Action

Your objective in marketing should always be to focus on a single core message and drive that message home as powerfully as you can.

It's important to use a clear call to action. Tell the listener what action to take and why.

Here's the call to action from the press release: "Stop by booth No. 6624 to meet and greet the latest additions to our family." ("Latest additions," means, of course, the newest animal pillows in the line.)

But why? Why should a buyer stop by the booth? Of the thousands of people

at the gift show, I doubt that more than two entered the convention center with a burning desire to know what new animal pillows are being marketed.

How should this company get potential customers to visit the booth? "Stop by our booth and register to win one of our new Peter Pandas, Lu-Seal Balls, Leonardo Deer Vincis or Monkeyshines." By the way, those really are the names of some of the pillows.

How about this teaser? "A good night's sleep soothes the nerves. So does good chocolate. Stop by our booth for a free chocolate pick-me-up." Or "Place your order during this show, and we'll pay to ship it to you!"

Back to the headline: Remember, the headline is the ad for the ad. It is your one chance to hijack your listener's, viewer's or reader's attention from among 20 million other distractions.

The entire purpose of a headline (or the opening line in a radio spot or the opening image in a TV commercial) is to motivate the target audience to keep reading (or listening or watching). Why is the second headline above more powerful than the original?

- It intrigues you: Can a pillow shaped like an animal help you sleep better?
- It makes you wonder: Can that really be true?
- It's relatable to broad audiences: Many adults suffer from sleep disorders.

## Know Why People Need It

If you were helping this company craft an advertisement, you would have conducted some Internet research and quickly discovered:

- Insomnia is one of our society's

most common health problems.

- One in three adults reports experiencing sleep problems.

- Twice as many women as men report sleep problems. (No jokes, please, about how women's sleep problems are *caused* by men.)

- As we grow older, our sleep patterns change. Senior citizens experience more sleep problems than any other age group.

- While short-term insomnia is often a byproduct of stress (and usually disappears when the stress is alleviated), chronic insomnia can produce serious side effects.

- One of the side effects of chronic insomnia is decreased production of the cells that fuel the body's immune system and lowered resistance to disease.

Even if you don't suffer from a sleep disorder, you probably know and love someone who does. If you or your spouse or parent or sibling suffers from chronic insomnia, I guarantee that second headline caught your attention — if only for a moment.

Before we begin writing, we discover some other interesting facts, tidbits, trivia and terminology about sleep disorders. Let's say a client — the Golden Years Superstore — advertises on your station, which caters to older adults. And the distributor or manufacturer of the pillows has a co-op program whereby it will pay half of a local retailer's costs for spots that promote its product.

But in this case, there's a big problem: the name of the product, which I haven't yet revealed to you. Remember, these pillows are shaped like animals, and they're supposed to help you sleep at night. What do you suppose they're called? Sleep Pillows? Sorry, that's much too efficient. Animal Sleep Pillows? Sleepy Animal Pillows? Comfort Pillows? Animal Comfort Pillows?

Nope. They're called "Herbal Animals." You see, they're shaped like animals and are stuffed with "special herbal blends." In fact, there appears to be an entire product category called herbal pillows, and Herbal Animals is a line of herbal pillows.

## Turning Benefits Into Copy

Here's a non-award-winning but serviceable commercial this product could use:

*Someone once described sleep as "that golden chain that ties health and our bodies together." The fact is, our bodies need quality sleep, especially as we grow older.*

*Hi, I'm Edwina Edwinston, owner of the Golden Years Superstore in the Smallville Mall. Did you know that our sleep patterns change as we grow older? If you don't get enough uninterrupted*

By Dan O'Day



Dan O'Day

## 60-Second Copywriter

# Radio: One-To-One-To-One

By Jeffrey Hedquist

People listen to radio one at a time. That may seem obvious — but why do so many radio commercials seem to be written for an earlier time, when people actually gathered around the family radio? We all hear commercials start out with "Hello, sports fans," "Hi, heartburn sufferers," "Listen up, pet owners" or (my favorite) "Hey, New York and New Jersey!"

Even in a car full of commuters listening to the same station, each listener has a personal, one-to-one relationship with the radio. Each one is painting his or her own visuals. Each person, with his or her individual tastes, feelings, dreams and experiences, is listening and co-creating with the stimuli the radio commercial is offering.

The most effective way to reach somebody is to talk to them as if they were right there with you. As you're writing, picture a member of your target demographic or psychographic group. What's their height, weight and hair, eye and skin color? What are they going through today? When might they be listening? What are they feeling?

Now, with a clear picture of that person in your mind, just talk to them about whatever product or service you're selling. You'll find an effective commercial will flow naturally and touch each person listening, one at a time.

*Over the years Jeffrey Hedquist, who has created thousands of commercials for one person, has run up an enormous credit-card bill. For credit references, contact him at Hedquist Productions, P.O. Box 1475, Fairfield, IA 52556; 641-472-6708; fax: 641-472-7400; jeffrey@hedquist.com.*

*sleep at night, you're likely to suffer during the day — with headaches, fatigue, inability to concentrate and even accidents.*

*At Golden Years Superstore we've discovered an amazing, all-natural remedy for insomnia. Not a drug, not even a vitamin. Believe it or not, it's a pillow. And what's inside is organically grown, with no chemicals or pesticides to disturb either your sleep or the environment. If you'd like to sleep soundly and restfully night after night, you've got to see these pillows.*

*They're called Herbal Animals, which I admit is a funny name. But there's*

*nothing funny about chronic insomnia — not if it affects you. Come on over to the Golden Years Superstore in the Smallville Mall, and you can see this amazing, all-natural sleep device for yourself.*

*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, or subscribe online at www.danoday.com.*



**BABY, I NEED YOUR LISTENERS** A number of broadcast luminaries participated in Dan O'Day's PD Grad School in Los Angeles recently, and the event also included a visit from legendary songwriter Lamont Dozier, who stopped by to play some of his hits and talk about working with so many great artists over the decades. Seen here are (l-r) Dan O'Day, imaging consultant Nick Michaels, Clear Channel New Technologies CEO Randy Michaels, Dozier and BMI Sr. Director/Media Licensing Nancy Logan.



# Substantial Noninfringing Uses

## Ice T, Widespread Panic, KaZaa and the Betamax defense

**I**ce T has agreed to have his next album distributed on the Internet by a Los Angeles-based company called Altnet, a network that piggybacks on the most notorious of all peer-to-peers, KaZaa. On April 15 Sanctuary Records artists Widespread Panic used Altnet to release a digital version of "Nebulous," the first single from their upcoming *Ball*, on KaZaa before the track was released to radio.

The implied endorsement of some well known artists is surely a nice thing for a P2P to have, but it's the relationship with Altnet that may give KaZaa a weapon it's going to need when the copyright-infringement suits against it get to court.

Altnet is an independent company that uses KaZaa as a portal to its own network of licensed, legal and sometimes paid content. The P2P's own Cornerband program, through which unsigned artists pay to have their music distributed and get a simple website and a place to sell CDs and T-shirts, uses Altnet, but Ice T and Widespread Panic are the first established artists to take advantage of it.

(The Cornerband project, in which KaZaa accepts payment to distribute copy-protected music while it looks the other way as music by artists who haven't paid up is handed around for nothing, has attracted some unfavorable comment. But that, of course, isn't Altnet's lookout.)

Microsoft used Altnet last year to distribute a couple of videos and Windows Media Player upgrades, but Altnet's real strength isn't music or mov-

ies, but games and software distribution, which comprise the vast majority of the 75 million licenses it says it's generated to date. Most of those were promotional licenses; only about 18 million required any payment, according to the company.

### Why All This Matters (Maybe)

What Altnet could do for KaZaa is give it a handle on the "Betamax defense," so called because in 1984 the Supreme Court decided that Sony was not liable for copyright infringement committed by users of its Betamax VCR because the device clearly had "substantial noninfringing uses."

Napster tried the Betamax defense, but it was rejected by the Ninth Circuit not only because Napster clearly enabled tons of vicarious copyright infringement, but, said the court, because Napster benefited financially from the infringement by increasing its user base and, therefore, its value. The level of control Napster had over its system was also an issue for the court, which determined that the network had "the right and ability to su-

**By Brida Connolly  
Associate Managing Editor**

pervise its users' conduct." (Napster could and did ban unruly members.)

KaZaa tried to get a summary judgment based on the Betamax defense in March 2002. The motion was rejected, and shortly thereafter KaZaa made its deal with Altnet. The Altnet material now appears, clearly tagged as licensed and legal, at the top of KaZaa's search results. That means a proportion of KaZaa's traffic is now demonstrably legitimate, which could make a difference when it's time to show in court that KaZaa's powers can be used for good as well as evil.

### It's A Control Issue

Even without Altnet's highly visible presence, it seems clear—in a way that it was not in the case of the music-only Napster—that KaZaa and its brethren do indeed have substantial noninfringing uses. But will that be enough to save them? The Ninth Circuit said in the Napster case that "turning a blind eye to detectable acts of infringement for the sake of profit gives rise to liability"—but it also said the courts must take into account a system's technological limitations when it decides what a P2P has to do to stay within the law.

KaZaa and the other second-generation P2Ps say their structure makes them unable to police users' activities to any meaningful degree and that they cannot stop users who have already downloaded software from trading with one another.

But the nominally decentralized KaZaa seems able to find users when it wants to offer upgrades. And, critically, it uses certain members' computers as "supernodes," which means, according to the KaZaa website, "other KaZaa Media Desktop users in your neighborhood will automatically upload to your machine a small list of files they are sharing, whenever possible using the same Internet service provider. When they search, they send the search request to you as a supernode. The actual download will be directly from the computer who is sharing the file, not from you." It's not a single central server, but it's not pure peer-to-peer either.

The Betamax defense has long been held out as the hope of KaZaa and the other outlaw P2Ps, and Altnet is a step toward making a plausible case for it. But file-sharing fans shouldn't be too optimistic: The courts will also have to agree that KaZaa has no power to stop copyright infringement by its users and that it may, therefore, continue to ignore it. If the court doesn't buy that, how much legal traffic KaZaa generates won't matter at all.



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 50<sup>SM</sup>

LW	TW	ARTIST	Album Title	Weeks On
3	1	50 CENT	Get Rich Or Die Tryin'	10
2	2	NORAH JONES	Come Away With Me	51
1	3	LINKIN PARK	Meteora	3
4	4	EMINEM	The Eminem Show	48
5	5	COLDPLAY	A Rush Of Blood To The Head	33
6	6	EVANESCENCE	Fallen	6
7	7	WHITE STRIPES	Elephant	2
8	8	AVRIL LAVIGNE	Let Go	44
12	9	CHRISTINA AGUILERA	Stripped	23
11	10	R. KELLY	Chocolate Factory	8
10	11	VARIOUS ARTISTS	8 Mile	24
9	12	RED HOT CHILI PEPPERS	By The Way	40
14	13	JOHN MAYER	Room For Squares	54
17	14	AUDIOSLAVE	Audioslave	21
13	15	JUSTIN TIMBERLAKE	Justified	23
15	16	VARIOUS ARTISTS	Chicago — Music From The Motion Picture	13
18	17	NELLY	Nellyville	42
22	18	SEAN PAUL	Dutty Rock	9
19	19	SHANIA TWAIN	Up!	21
16	20	CELINE DION	One Heart	3
20	21	SYSTEM OF A DOWN	Toxicity	84
27	22	DIXIE CHICKS	Home	28
21	23	FABOLOUS	Street Dreams	6
23	24	THE ROLLING STONES	Forty Licks	28
24	25	U2	The Best Of 1990-2000	23
—	26	GODSMACK	Faceless	1
26	27	PINK	Missundaztood	67
28	28	T.A.T.U.	200 Km/H In The Wrong Lane	9
25	29	ELVIS PRESLEY	Elvis 30 #1 Hits	29
37	30	JAY-Z	The Blueprint 2: The Gift & The Curse	22
29	31	NAS	God's Son	17
32	32	CREED	Weathered	73
36	33	VARIOUS ARTISTS	Daredevil Soundtrack	10
30	34	NIRVANA	Nirvana	24
45	35	ALICIA KEYS	Songs In A Minor	90
—	36	STROKES	Is This It	44
31	37	PINK FLOYD	Echoes (The Best Of Pink Floyd)	75
33	38	LINKIN PARK	Reanimation	30
38	39	JOSH GROBAN	Josh Groban	41
—	40	GOOD CHARLOTTE	The Young And The Hopeless	8
41	41	ELTON JOHN	Greatest Hits 1970-2002	17
39	42	KID ROCK	Cocky	13
49	43	NICKELBACK	Silver Side Up	82
—	44	KYLIE MINOGUE	Fever	43
—	45	PUDDLE OF MUDD	Come Clean	69
—	46	RADIOHEAD	Amnesiac	11
35	47	RADIOHEAD	Hail To The Thief	2
—	48	SYSTEM OF A DOWN	Steal This Album	12
40	49	DIPLOMATS	Diplomatic Immunity	2
—	50	ROBBIE WILLIAMS	Escapology	16

## DIGITAL BITS

• Michigan Technological University student Joseph Nievelt has retained intellectual-property law firm **Brooks & Kushman** to defend him in the suit filed by the **RIAA** over what the label organization says was a Napster-style peer-to-peer network Nievelt operated on the school's computers. The law firm's Thomas Lewry says the program was actually just a directory: "The program, much like an Internet search engine such as Google, simply created a list of all publicly available files on the local network. To say that this is copyright infringement is to say that Google breaks the law just by creating a list of content available on the Internet." Brooks & Kushman has been involved in patent cases involving such national companies as Nike, Caterpillar and Sealy.

• According to a survey released last week by **RampRate Technology**, 33% of Americans have no objection to paying for streamed audio or video. Of the 1,383 people surveyed, 48% still believe the Internet should be free, and 20% agreed with the statement that paying for content is "cumbersome and a turnoff."

• **Cox Radio** has made a strategic partnership with **Lavalife** through which 70 Cox websites link to Lavalife's online personals and dating service. Singles can create a profile and search Lavalife free of charge, then pay if they want to contact another user.



## National Radio

• **PREMIERE RADIO NETWORKS** presents *The Aerosmith/Kiss 2002 Tour Special* live on April 18 at 10pm ET. The 90-minute program features interviews with Steven Tyler and Joe Perry of Aerosmith and Gene Simmons and Paul Stanley of Kiss, along with listener calls. For more information, contact Lynn Gay at 818-461-8687.

• **PREMIERE** presents *James Taylor Up Close and Personal* live on May 6 at 9pm ET. The 90-minute special includes a performance and an interview with Taylor by WLTW/New York's Valerie Smaldone. For more information, contact Jami Larson at 818-377-5385.

• **UNITED STATIONS RADIO NETWORKS** presents *Racing Rocks!*, a two-hour weekend show debuting April 25. The program, hosted by Riki Rachtman, is primarily targeted to Rock and Classic Rock stations. For more information, contact Julie Harris at 212-869-1111.

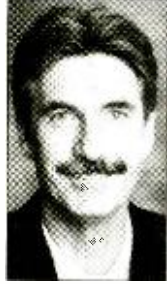
• **WESTWOOD ONE** presents *Coldplay: Live From the Hollywood Bowl*, a two-hour special airing on May 31. For more information, contact Abby Krasny at 212-641-2009 or [abby\\_krasny@westwoodone.com](mailto:abby_krasny@westwoodone.com).

• **NETWORK ONE** offers "DVD Today," five-minute reviews of the spe-

cial features included with popular DVD titles. The free feature is available in standalone or wraparound format. For more information, contact Alan Donnes at 212-556-9488 or [adonnes@networkoneradio.com](mailto:adonnes@networkoneradio.com).

## Records

• **RON McCARRELL** is tapped as President of DHI Studios Music Division/Doc Hollywood Records and Managing Director of Bob City Records. He was most recently President of Smackdown Records.



McCarrell

## Industry

• **BERNADETTE DUNCAN** becomes Manager/Programming at show-prep service Launch Radio Networks. She arrives from ABC Radio Networks, where she was a news writer and researcher.

• **PHYLLIS NEILL** is named President of media-tracking company Mobiltrak. She rises from VP/COO.

largely determined through local market research performed by its stations.

Instead of using indies, Clear Channel says it is now committed to establishing a "new, restructured relationship with the recording industry that will benefit artists and labels alike." On Tuesday the company announced the formation of a Format Liaison Team that will assist artists and labels to reach Clear Channel's radio stations on a multiple or widespread basis.

The team will consist of 12 pro-

gramming executives who will serve as format contact for artists and labels that wish to work with multiple Clear Channel stations on promotions, marketing initiatives and contests. The team will supplement the efforts of Clear Channel's local PDs in building direct relationships with label representatives and artists.

**Tom Poleman** and **John Ivey** will represent CHR; **Jim Richards** and **Brad Hardin**, Rock and Classic Rock;

**Alan Sledge**, Country; **Doc Wynter**, Urban; **Allen Kepler**, Smooth Jazz; **Marty Thompson**, Oldies; **Michelle Santosuosso**, Rhythmic Crossover; **Mike O'Connor**, Alternative; **Gabe Hobbs**, News/Talk; and **Jim Ryan**, AC.

"These 12 leaders have already proven to be vital resources within the company's tremendous group of PDs, and they will now serve as valuable resources for artists and labels," Clear Channel Radio CEO

John Hogan said. "The Format Liaison Team will help create immediate opportunities for new ideas, fresh approaches and mutually beneficial marketing and promotion opportunities. Our goal is to have the best label relationships in our industry, and this announcement moves this goal into practice."

Clear Channel's decision to end its relationship with indies was called "a step in the right direction" by Feingold. But the senator still seeks pay-for-play legislation and said it is "still essential that we pass legislation to ensure that a replacement pay-for-play system does not emerge." Feingold also asked Congress to address alleged anti-competitive behavior in the concert-promotion industry and to work to ensure additional local input on radio programming decisions.

Meanwhile, the financial impact on Clear Channel from ending its dealings with indies will run into the millions of dollars. In an interview with Reuters, Clear Channel's Washington, DC lobbyist, Andrew Levin, said the company's decision would result in an annual loss of \$15 million. However, he said that represents less than one-fifth of 1% of Clear Channel's annual revenue.

Levin also reiterated that pressure from Congress weighed heavily in the company's decision. "For better or worse, we've developed a reputation as being the bad boy of the industry, and we don't think it's deserved," he said. "But it seems to be the unfortunate reality, so we're working hard to show people that we are listening."

## Clear Channel

Continued from Page 1

Sens. John McCain, Orrin Hatch and Russ Feingold. Each has raised questions about whether radio contracts with record-company "middlemen" affect the amount of airplay given to particular songs. Clear Channel Chairman/CEO Lowry Mays said in January at a Senate hearing on the effects of consolidation in the radio industry that Clear Channel's playlists are driven solely by listener tastes, which are

## Milestone

Continued from Page 1

and airplay charts for the then-termed Pop Top 20, Country & Western and Pop/MOR formats. Also included was an album chart for Rock. The most-played song of the week was "Half Breed" by the illustrious Cher.

This week, as we mark the No. 1,500 milestone, we continue to deliver the most timely news and information for the radio and record industries. We owe a debt of gratitude to the thousands of readers

who have read and continue to read R&R. Although the company was launched with only a handful of formats, today we cover 20 charted music formats, plus News/Talk/Sports, Oldies and Classic Rock. Our thanks go out to all R&R readers and advertisers whose continued confidence and support have allowed us to reach this important landmark.

## Tyler

Continued from Page 3

he retired from General Motors after more than 30 years of service and became a full-time AE with KTUZ. He was later promoted to Sales Manager.

## CHRONICLE

### CONDOLENCES

Talent manager and former Oak Ridge Boys member **Noel Fox**, 63, April 12.



**Pretty Intelligent** Atlantic artist Lucy Woodward recently stopped by the United Stations Radio Networks studios to talk about her album *While You Can* and single "Dumb Girls." Woodward was featured on the network's show *Today's Women*, which profiles female rock and pop artists. Seen here looking smart are Woodward (l) and United Stations Exec. VP/Programming Andy Denemark.

## FCC ACTIONS

### Noncomms Get New FCC Licensing Procedures

The FCC last week responded to a July 2001 DC Circuit Court decision striking down its policy of exempting noncommercial stations from competing at auction for nonreserved channels typically licensed to commercial stations by ruling that AM and FM signals and full-power TV stations that meet criteria for noncommercial educational licensing and that will be used by nonprofit educational organizations for instructional programs are eligible to be licensed as noncommercial stations. Stations for use by municipalities for the broadcast of noncommercial programs for educational purposes are eligible for exemption. Applicants that don't meet the standards must compete at auction for licenses. While noncommercial educational applicants may still compete for nonreserved channels, their applications will be dismissed if they conflict with a commercial application and if the competing applicants don't arrive at a settlement.

### Senators Press FCC For Public Input On Rule Revisions

Fifteen senators, 12 of whom sit on the Senate Commerce Committee, expressed their concerns over the FCC's upcoming rewrite of the media-ownership rules in a letter to FCC Chairman **Michael Powell**. The senators said they are "puzzled" about why the commission would not insist on thorough public discussion of any proposed changes to the rules. FCC Media Bureau Chief Ken Ferree has said the agency will stick by its June 2 deadline for issuing new ownership rules, but the senators said the public should have a look at what the FCC plans to do before it's set in stone. Meanwhile, Rep. Fred Upton said in his own letter to the FCC that a further delay of the rules rewrite would be "inexcusable." Senate Commerce Committee Chairman John McCain plans to hold another hearing on the ownership-rules revisions before June 2.

### Abernathy Speaks On Consolidation, Rules Review

In an April 14 speech at New York's Museum of Television and Radio, FCC Commissioner **Kathleen Abernathy** said that some media consolidation may be good for the public. She said that restrictions that may have been needed in the past to ensure competition and diversity "may actually make it more difficult for programmers and station owners to provide compelling quality programming in light of the competition they are facing from other sources." Abernathy continued, "In today's marketplace, broadcasters may need more local outlets to continue to provide such vital services to their communities. Thus, some increased consolidation will provide benefits to the public by making broadcasters more effective competitors who offer a stronger, more diverse voice." But she believes that too much consolidation can be harmful: "Companies may very well push for scale and scope economies that threaten competition, diversity and localism. That is why the FCC must remain vigilant."

Abernathy also told the gathering that any further delay in the FCC's review of its media-ownership rules "will only impose further uncertainty on licensees to the detriment of the marketplace and the public." A wait-and-see approach would also present problems for the commission, she said, since earlier court rulings have created a presumption in favor of repealing or modifying FCC rules whose existence is not regularly justified.

## Changes

**Records:** Laura Bartlett becomes Sr. VP/International for Jive Records ... **Universal Music Group** now administers Joel Diamond's **Silver Blue** and **Oceans Blue** music-publishing companies ... **Hopeless Records** and its **Sub City Records** imprint are now distributed by **Koch Entertainment Distribution**.



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TRAIN Calling All Angels

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FAITH HILL One

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Damon Williams  
ERYKAH BADU Funk You Up  
LL COOL J Amazin'  
TYRESE Signs Of Love Makin'

**RAP**  
Damon Williams  
50 CENT In Da Hood  
FIELD MOBB Hit It Fur Free  
JAY-Z Excuse Me Miss Again

**ROCK**  
Gary Susalis  
DEPSWA This Time  
DIE TRYING Oxygen's Gone  
FINGERTIGHT Guilt  
GODSMACK Straight Out Of Line  
LIVE Heaven  
SYSTEMATIC Leaving Only Scars  
THIRD EYE BLIND Blinded (When I See You)  
THREE DAYS GRACE (I Hate) Everything About You

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LONGWAVE Everywhere You Turn  
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WEEKEND PLAYERS I'll Be There  
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Liz Opoka  
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SNOOP DOGG Beautiful  
TYRESE How You Gonna Act Like That

**BPM (XM81)**  
Blake Lawrence  
ARMIN VAN BUUREN Yet Another Day  
CHRIS COX VS. HAPPY CLAPPERS I Believe

**U-POP (XM29)**  
Ted Kelley  
ATOMIC KITTEN Love Doesn't Hurt  
GIANNI COLETTI Gimme Fantasy  
KAZEM AL SAHIR I/LENNY KRAVITZ We Want Peace  
LILLIX It's about Time  
PANJABI MC I/JAY-Z Beware Of The Boys  
RACHEL FARRIS I'm Not The Girl  
ROXETTE Opportunity Nox  
WESTLIFE Tonight

**The Loft (XM50)**  
Mike Marrone  
JAYHAWKS All The Right Reasons  
JAYHAWKS One Man's Problem  
JAYHAWKS You Look So Young  
PATTY GRIFFIN Take It Down  
SEAN WATKINS Locking Doors

**Raw (XM66)**  
Leo G.  
50 CENT Heat  
50 CENT 1/2 PAC Realest Killas

**Real Jazz (XM70)**  
Maxx Myrick  
GREG OSBY St. Louis Shoes  
IAN HENDRICKSON-SMITH Up In Smoke  
MICHAEL WEISS Soul Journey  
TOM SCHUMAN Schuman Nature

**Watercolors (XM71)**  
Trinity  
J. THOMPSON Tell Me The Truth  
RICHARD ELLIOT Corner Pocket  
RIPPINGTONS Stingray

**X Country (XM12)**  
Jessie Scott  
MARK INSLEY Deep End Of The Bar  
AMY RIGBY Til The Wheels Fall Off

**XM Café (XM45)**  
Bill Evans  
JEWEL Intuition  
WAIFS Up All Night  
WIDESPREAD PANIC Ball

**Squizz (XM48)**  
LINKIN PARK Somewhere I Belong  
GODSMACK Straight Out Of Line  
POWERMAN 5000 Free  
COLD Stupid Girl  
EVANESCENCE Bring Me To Life  
(HED) P.E. Blackout  
DISTURBED Remember  
FOO FIGHTERS Times Like These  
FORTY FOOT ECHO Save Me  
RA Do You Call My Name  
TRUST COMPANY Running From Me  
BLINDSIDE Sleepwalking  
(HED) P.E. Crazy Life  
HEADSTRONG Swing Harder  
ADEMA Immortal  
THEORY OF A DEADMAN Make Up Your Mind  
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KAZZER Pedal To The Metal  
GRADE 8 Brick By Brick  
UNLOCO Failure  
SEETHER Driven Under  
PROJECT 86 Hollow Again  
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DOORS DOWN The Road I'm On  
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**URBAN**  
Jack Patterson  
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HITMAN SAMMY SAM Step Daddy

**ALTERNATIVE**  
Dave Sloan  
DEFTONES Minerva  
RADIOHEAD There There

**ROCK**  
Stephanie Mondello  
BLACK LABEL SOCIETY Stillborn  
12 STONES Crash

**ADULT ALTERNATIVE**  
Stephanie Mondello  
DANA GLOVER Rain

**ADULT CONTEMPORARY**  
Jason Schiff  
JEWEL Intuition  
JENNIFER LOPEZ I'm Glad  
JOSH KELLEY Amazing  
CELINE DION Have You Ever Been In Love  
JACK JOHNSON The Horizon Has Been Defeated

**COUNTRY**  
Leanne Flask  
VINCE GILL Someday  
GEORGE STRAIT Tell Me Something Bad About ...

**DANCE**  
Danielle Ruysschaert  
STARBEACH Get Naked  
CARGO More Than This  
LEE PASCH Emotion

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Ken Spellman  
JOE That Girl  
LSG Just Friends

**Hip Hop Nation**  
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BRIAN MCCOMAS 99.9% Sure  
BRAD PAISLEY Celebrity  
GEORGE STRAIT Tell Me Something Bad About Tulsa  
TRICK PONY A Boy Like You  
SHANIA TWAIN Forever And For Always

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Don Kaye  
GODSMACK When I'm Gone  
SMILE EMPTY SOUL Bottom Of A Bottle  
VERBENA Way Out West

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HEART WONDER No Letting Go

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NAS I Can

**Rhythmic CHR**  
Steve Young/Josh Hosler  
JENNIFER LOPEZ I'm Glad  
R. KELLY Snake

**Soft AC**  
Mike Bettelli/Teresa Cook  
CELINE DION Have You Ever Been In Love

**Mainstream AC**  
Mike Bettelli/Teresa Cook  
DANIEL BEDINGFIELD If You're Not The One

**Delilah**  
Mike Bettelli  
CELINE DION Have You Ever Been In Love

**Dave Wingert Show**  
Mike Bettelli/Teresa Cook  
CELINE DION Have You Ever Been In Love

**Mainstream Country**  
Ray Randall/Hank Aaron  
TRACE ADKINS Then They Do

**New Country**  
Hank Aaron  
BROOKS & DUNN Red Dirt Road  
GEORGE STRAIT Tell Me Something Bad About Tulsa

**Lia**  
Ken Moultrie/Hank Aaron  
SHANIA TWAIN Forever And For Always

**24 HOUR FORMATS**  
Jon Holiday • 303-784-8700

**Adult Hit Radio**  
JJ McKay  
EVANESCENCE Bring Me To Life  
JUSTIN TIMBERLAKE Rock Your Body

**GREAT AMERICAN COUNTRY**  
Jim Murphy • 303-784-8700  
ENNIS SISTERS It's Not About You  
KELLY WILLIS Don't Come The Cowboy ...

**WESTWOOD ONE**  
Charlie Cook • 661-294-9000

**Adult Rock & Roll**  
Jeff Gonzer  
FLEETWOOD MAC Peacekeeper  
LYNYRD SKYNYRD Red White And Blue

**Soft AC**  
Andy Fuller  
ROD STEWART They Can't Take That Away From Me

**Bright AC**  
Jim Hays  
JEWEL Intuition

**Mainstream Country**  
David Felker  
JESSICA ANDREWS There's More To Me Than You

**Hot Country**  
Jim Hays  
BROOKS & DUNN Red Dirt Road  
SHANIA TWAIN Forever And For Always

**Young & Elder**  
David Felker  
BRAD PAISLEY Celebrity

**PRAIRIE RADIO NETWORKS**  
After Midnite  
BRAD PAISLEY Celebrity  
GEORGE STRAIT Tell Me Something Bad About Tulsa

**WRN**  
NIGHT RADIO NETWORKS  
Alternative  
Chris Reeves • 402-952-7600  
CAVE IN Anchor  
COLDPLAY The Scientist  
DEFTONES Minerva  
MARILYN MANSON Mobsence  
P.O.D. Sleeping Awake  
SMILE EMPTY SOUL Bottom Of A Bottle

**Country**  
John Glenn  
MCHAYES It Doesn't Mean I Don't Love You  
SHANIA TWAIN Forever And For Always

**866-MVTUNES**  
21,000 movie theaters  
WEST This week's Movie Tunes is frozen.

**WEST**  
1. TLC Damaged  
2. ROBBIE WILLIAMS Feel  
3. SANTANA Nothing At All  
4. LISA MARIE PRESLEY Lights Out  
5. BRIAN MCKNIGHT Shoulda, Woulda, Coulda

**MIDWEST**  
1. BRIAN MCKNIGHT Shoulda, Woulda, Coulda  
2. LISA MARIE PRESLEY Lights Out  
3. TLC Damaged  
4. ROBBIE WILLIAMS Feel  
5. JOSH KELLEY Amazed

**SOUTHWEST**  
1. SANTANA Nothing At All  
2. TLC Damaged  
3. ROBBIE WILLIAMS Feel  
4. LISA MARIE PRESLEY Lights Out  
5. JOSH KELLEY Amazed

**NORTHEAST**  
1. TLC Damaged  
2. SANTANA Nothing At All  
3. BRIAN MCKNIGHT Shoulda, Woulda, Coulda  
4. LISA MARIE PRESLEY Lights Out  
5. ROBBIE WILLIAMS Feel

**SOUTHEAST**  
1. ROBBIE WILLIAMS Feel  
2. TLC Damaged  
3. SANTANA Nothing At All  
4. LISA MARIE PRESLEY Lights Out  
5. JOSH KELLEY Amazed

**RADIO DISNEY**  
This week's Radio Disney is frozen.

Artist/Title	Total Plays
HILARY DUFF I Can't Wait	72
ROSE FALCON Up, Up, Up	71
JENNIFER LOPEZ Jenny From The Block	71
AVRIL LAVIGNE Complicated	71
JUSTIN TIMBERLAKE Cry Me A River	71
BAHA MEN Who Let The Dogs Out	71
PINK Get The Party Started	70
AARON CARTER I Want Candy	30
HAMPTON... Hamsterdance 2	30
BRITNEY SPEARS Oops...I Did It Again	30
STEVIE BLOCK All For Love	29
VANESSA CARLTON A Thousand Miles	29
DESTINY'S CHILD Survivor	28
MICHELLE BRANCH Everywhere	28
'N SYNC It's Gonna Be Me	28
JUMPS God Bless The U.S.A.	28
BRITNEY SPEARS Lucky	27
SMASH MOUTH I'm A Believer	26
LEANN RIMES Can't Fight The Moonlight	26
NINE DAYS Absolutely (Story Of A Girl)	25

**abc RADIO NETWORKS**  
This week's Radio Disney is frozen.

Artist/Title	Total Plays
HILARY DUFF I Can't Wait	72
ROSE FALCON Up, Up, Up	71
JENNIFER LOPEZ Jenny From The Block	71
AVRIL LAVIGNE Complicated	71
JUSTIN TIMBERLAKE Cry Me A River	71
BAHA MEN Who Let The Dogs Out	71
PINK Get The Party Started	70
AARON CARTER I Want Candy	30
HAMPTON... Hamsterdance 2	30
BRITNEY SPEARS Oops...I Did It Again	30
STEVIE BLOCK All For Love	29
VANESSA CARLTON A Thousand Miles	29
DESTINY'S CHILD Survivor	28
MICHELLE BRANCH Everywhere	28
'N SYNC It's Gonna Be Me	28
JUMPS God Bless The U.S.A.	28
BRITNEY SPEARS Lucky	27
SMASH MOUTH I'm A Believer	26
LEANN RIMES Can't Fight The Moonlight	26
NINE DAYS Absolutely (Story Of A Girl)	25

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

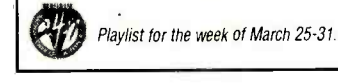
Playlist for the week of March 25-31.

## POLLSTAR CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	BILLY JOEL & ELTON JOHN	\$2,068.3
2	BON JOVI	\$958.6
3	PHISH	\$837.6
4	TIM MCGRAW	\$726.8
5	GEORGE STRAIT	\$726.4
6	CHER	\$586.7
7	KENNY CHESNEY	\$404.3
8	TOBY KEITH	\$363.2
9	DAVID COPPERFIELD	\$306.4
10	BILL GAITHER & FRIENDS	\$226.4
11	DAVID GRAY	\$198.0
12	SCORPIONS & WHITESNAKE	\$182.8
13	LORD OF THE DANCE	\$182.2
14	MUSIC AS A WEAPON TOUR	\$146.9
15	COLDPLAY	\$136.6

Among this week's new tours

BECK
BRIAN CULBERTSON
LOU REED
STEELY DAN
TREY ANASTASIO





72 million households  
Tom Calderone  
VP/Programming



Plays

50 CENT	In Da Club	29
EMINEM	Sing For The Moment	27
SEAN PAUL	Get Busy	26
JUSTIN TIMBERLAKE	Rock Your Body	25
LINKIN PARK	Somewhere I Belong	24
GOOD CHARLOTTE	The Anthem	23
R. KELLY	Ignition	22
AALIYAH	Miss You	21
JAY-Z	Excuse Me Miss	20
SNOOP DOGG	Beautiful	20
B. RHYMES I/M. CAREY...	I Know What You Want	13
AVRIL LAVIGNE	Losing Grip	12
LIL KIM I/MR. CHEEKS	The Jump Off	11
AMANDA PEREZ	Angel	11
GODSMACK	Straight Out Of Line	11
JENNIFER LOPEZ	I'm Glad	11
ATARIS	In This Diary	10
SUM 41	Hell Song	10
EVANESCENCE	Bring Me To Life	10
SIMPLE PLAN	Addicted	10

Video playlist for the week of April 8-15

75 million households  
Paul Marszalek  
VP/Music Programming



## ADDS

FLOETRY	Say Yes	
MADONNA	American Life	
WHITE STRIPES	Seven Nation Army	
THE THORNS	I Can't Remember	
Plays		
COLDPLAY	Clocks	26
MATCHBOX TWENTY	Unwell	26
3 ODORS DOWN	When I'm Gone	25
KID ROCK I/SHERYL CROW	Picture	25
CHRISTINA AGUILERA	Fighter	20
JENNIFER LOPEZ	I'm Glad	19
JASON MRAZ	The Remedy (I Won't Worry)	19
LISA MARIE PRESLEY	Lights Out	19
AUDIOSLAVE	Like A Stone	17
FOO FIGHTERS	Times Like These	15
JOHN MAYER	Why Georgia	15
FRANKY PEREZ	Something Crazy	14
AALIYAH	Miss You	13
BON JOVI	Misunderstood	13
CELINE DION	I Drove All Night	13
EMINEM	Sing For The Moment	13
NORAH JONES	Come Away With Me	13
TLC	Damaged	13
JUSTIN TIMBERLAKE	Rock Your Body	12
RED HOT CHILI PEPPERS	Can't Stop	10
AMANDA PEREZ	Angel	9
R. KELLY	Ignition (Remix)	8
AVRIL LAVIGNE	Losing Grip	8
SNOOP DOGG	Beautiful	8
COUNTING CROWS I/V. CARLTON	Big Yellow Taxi	7
ALL-AMERICAN REJECTS	Swing, Swing	6
BLUE MAN GROUP I/OAVE MATTHEWS	Sing Along	6
UNCLE KRACKER	Drift Away	6
EVANESCENCE	Bring Me To Life	5
MAROON 5	Harder To Breathe	5
NO DOUBT	Running	3
CHANTAL KREVIUZUK	In This Life	3
CATHERINE ZETA-JONES	And All That Jazz	3
MISSY ELLIOTT	Gossip Folks	2
MACY GRAY	When I See You	2
QUEEN LATIFAH	Better Than The Rest	2
ROBBIE WILLIAMS	Feel	2

Video airplay for Apr 14-21.

36 million households  
Cindy Mahmoud  
VP/Music Programming  
& Entertainment



## VIDEO PLAYLIST

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

## RAP CITY TOP 10

50 CENT	21 Questions
TALIB KWELI	Get By
LIL KIM I/MR. CHEEKS	The Jump Off
JAY-Z	Excuse Me Miss
NELLY	Pimp Juice
NAS	I Can
BONECRUSHER I/KILLER MIKE & TI	Never Scared
JOE BUDDEN	Pump It Up
EMINEM	Sing For The Moment
B. RHYMES I/M. CAREY...	I Know What You Want

Video playlist for the week ending April 20.



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

## ADDS

KELLY WILLIS Don't Come The Cowboy With...  
BRAD PAISLEY Celebrity

## TOP 20

DEANA CARTER	There's No Limit
KEITH URBAN	Raining On Sunday
KID ROCK I/SHERYL CROW	Picture
KENNY CHESNEY	Big Star
JOHNNY CASH	Hurt
MONTGOMERY GENTRY	Speed
SHANIA TWAIN	Up!
FAITH HILL	When The Lights Go Down
DARRYL WORLEY	Have You Forgotten?
CHRIS CAGLE	What A Beautiful Day
MARTINA MCBRIDE	Concrete Angel
DIAMOND RIO	I Believe
JESSICA ANDREWS	There's More To Me Than You
VINCE GILL	Next Big Thing
PHIL VASSAR	This Is God
NICKEL CREEK	Speak
JIMMY WAYNE	Stay Gone
BLAKE SHELTON	The Baby
JOE NICHOLS	Brokenheartsville
BRIAN MCCOMAS	99.9% Sure (I've Never Been)

## HEAVY

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

## HOT SHOTS

BRAD PAISLEY	Celebrity
JESSICA ANDREWS	There's More To Me Than You
TOBY KEITH I/WILLIE NELSON	Beer For My Horses

Heavy rotation songs receive 26 plays per week.  
Hot Shots receive 21 plays per week.

Information current as of April 15, 2003.



Jim Murphy, VP/Programming  
19 million households

## ADDS

STEVE HOLY Rock-A-Bye Heart

## TOP 10

DARRYL WORLEY	Have You Forgotten?
CHRIS CAGLE	What A Beautiful Day
DIAMOND RIO	I Believe
KENNY CHESNEY	Big Star
JESSICA ANDREWS	There's More To Me Than You
MARTINA MCBRIDE	Concrete Angel
DEANA CARTER	There's No Limit
MONTGOMERY GENTRY	Speed
LEANN RIMES	Suddenly
AARON & THEA TIPPIN	Love Like There's No Tomorrow

Information current as of April 15, 2003.

# TELEVISION

## TOP TEN SHOWS

Total Audience  
(105.5 million households)

1	CSI
2	American Idol (Tuesday)
3	American Idol (Wednesday)
4	Survivor: Amazon
5	NCAA Basketball Championships (Syracuse vs. Kansas)
6	Without A Trace
7	Cher: Farewell Tour
8	Friends
9	Prelude To A Championship
10	Law & Order: Special Victims Unit

Source: Nielsen Media Research

## April 7-13

Teens  
12-17

1	American Idol (Wednesday)
2	The Simpsons
3	American Idol (Tuesday)
4	Bernie Mac
5	Oliver Beene
6	NCAA Basketball Championships (Syracuse vs. Kansas)
(tie)	Malcolm In The Middle
8	Wanda At Large
9	That '70s Show
10	CSI

## COMING NEXT WEEK

### Tube Tops

MTV's *Madonna on Stage and on the Record* features a live performance of songs from the *American Life* album, as well as an interview with the artist (Tuesday, 4/22, 10pm ET/PT). Later in the week Madonna guest stars on NBC's *Will & Grace* (Thursday, 4/24, 9pm ET/PT).

### Friday, 4/18

- Kelly Clarkson, *The View* (ABC, check local listings for time).
- Ziggy Marley, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Thievery Corporation, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- 50 Cent, *Last Call With Carson Daly* (NBC, check local listings for time).
- Ginuwine, *The Wayne Brady Show* (check local listings for time and channel).

### Saturday, 4/19

- The Dixie Chicks, *Saturday Night Live* (NBC, 11:30pm ET/PT).

### Monday, 4/21

- Chantal Kreviazuk, *Jay Leno*.
- Rosanne Cash, *Late Show With David Letterman* (CBS, check local listings for time).

- MC Hammer and Simple Plan, *Conan O'Brien*.
- Fischerspooner, *Carson Daly*.

### Tuesday, 4/22

- Foo Fighters, *David Letterman*.
- The White Stripes begin a weeklong stint on *Conan O'Brien*.
- Chantal Kreviazuk, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- Howie Day, *Carson Daly*.
- Maroon 5, *Jimmy Kimmel Live* (ABC, 12:05am ET/PT).
- Lucy Woodward, *The Caroline Rhea Show* (check local listings for time and channel).

### Wednesday, 4/23

- B.B. King, Bonnie Raitt, Keith Richards, Bill Wyman, Buddy Guy and Chuck D are interviewed on PBS's latest *American Masters* biography, *Muddy Waters: Can't Be Satisfied* (check local listings for time).
- Fleetwood Mac perform tonight and tomorrow night on *Jay Leno*.
- Beck, *David Letterman*.
- Seether, *Carson Daly*.
- Queens Of The Stone Age, *Jimmy Kimmel*.

### Thursday, 4/24

- The Folkmen, *David Letterman*.
  - Gavin DeGraw, *Carson Daly*.
- Julie Gidlow

# FILMS

## BOX OFFICE TOTALS

April 7-13

Title	Distributor	\$ Weekend	\$ To Date
1	<i>Anger Management</i> (Sony)*	\$42.22	\$42.22
2	<i>Phone Booth</i> (Fox)	\$7.61	\$26.71
3	<i>What A Girl Wants</i> (WB)	\$6.28	\$19.98
4	<i>Bringing Down The House</i> (Buena Vista)	\$4.50	\$117.61
5	<i>A Man Apart</i> (New Line)	\$4.45	\$18.27
6	<i>Head Of State</i> (DreamWorks)	\$3.98	\$30.93
7	<i>House Of 1,000 Corpses</i> (Lions Gate)*	\$3.46	\$3.46
8	<i>The Core</i> (Paramount)	\$3.30	\$25.75
9	<i>Chicago</i> (Miramax)	\$3.20	\$156.85
10	<i>Basic</i> (Sony)	\$2.10	\$23.74

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

**COMING ATTRACTIONS:** This week's openers include *Malibu's Most Wanted*, starring Jamie Kennedy and recording artist Snoop Dogg, who perform "Girls, Girls" on the film's **Universal** soundtrack. The CD also includes cuts by **Granddaddy Souf** ("I Told Ya"), **Pastor Troy** ("Chug-a-Lug"), **Mr. Cheeks & Mario Winans** ("Crush on You"), **702** ("Blah, Blah, Blah, Blah"), **Butch Cassidy** ("I Want You Girl"), **Choppa & Master P** ("Choppa Style"), **504 Boyz** ("Get Back") and more. Also opening this week is *Holes*, starring Sigourney Weaver. The film's **Disney** soundtrack sports two tunes by **Eels** ("Eyes Down" and "Mighty Fine Blues"), as well as **Moby's** "Honey," **Keb' Mo's** "Just Like You," **Fiction Plane's** "If Only" and more.

— Julie Gidlow

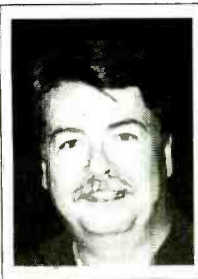
## Please Send Your Photos

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send pics to:

R&R, c/o Mike Davis:

mdavis@radioandrecords.com





# What I Learned At TRS 2003

## Lessons learned and ideas taken home by attendees

Each year following R&R's Talk Radio Seminar, I poll a cross section of attendees and ask them to answer one question: What did you learn at TRS this year?

No one can deny that most industry gatherings provide a forum for social interaction, catching up with old friends and making new ones. But we know that in challenging days such as these, just having a good time isn't enough to pass muster with your CFO.

That's why, for the past eight years, our commitment to TRS attendees has been that you will always find the seminar to be a learning event where your time and money are well spent. Our hope is that you will return home with renewed enthusiasm for your job, confidence in the format and more than a few ideas to help you to improve your radio station's ratings and revenues.

Since things have been particularly busy at News and Talk stations in recent days, I am especially appreciative of all those who took time out to offer their thoughts this week on what they learned from attending TRS 2003.

**Robin Bertolucci**  
KFI/Los Angeles

I learned how amazing Paul Harvey really is. He is such an incredible man — full of so much life and love. I was deeply impressed with

**"I learned that you can't get three conservative hosts and three liberal hosts together in the same room without a dogfight."**

**Phil Boyce**

him, and he showed me, in person, the power of words and the magic of storytelling.

**Ken Charles**  
Clear Channel/Houston

The big thing I learned from this year's TRS — and it is one of the reasons to go to this event — is that the challenges I face in my market are similar to those faced in so many markets, big and small, all over the country. It is nice to spend time with

so many PDs and GMs, especially in informal settings, to just talk about our business and the day-to-day challenges we all face.

Finding talent, managing talent, managing events, managing up as well as down, consolidation, etc., are issues every PD faces. In our day-to-day working lives we tend to forget that. Being able to be in a room full of people with the same challenges is not only comforting, it's a good forum to share, vent, discuss and solve problems.

I learned just how talented [Premiere Radio Networks host] Phil Hendrie is. I always knew he was an amazing performer, but seeing him actually do the voices in person is an opportunity no PD or talk show host should miss. He truly gets that we are in the entertainment business and knows how to make a point while entertaining his audience in a way few others do. His monologue Friday night was one of the highlights of the convention.

The biggest highlight for me was seeing Paul Harvey in person. What an amazing human being, and someone I always wanted to hear speak in person. He is one of the country's great storytellers and someone every news anchor, reporter and news director should take a page from.

Mr. Harvey told the audience how proud he was to be receiving the Lifetime Achievement Award from his



**A TRIBUTE FROM HIS PEERS** On the giving and receiving end of the 2003 R&R News/Talk Radio Lifetime Achievement Award are (l-r) R&R's Al Peterson and legendary ABC Radio newsman and commentator Paul Harvey.

peers. All I can say is, Mr. Harvey, being considered your peer is a real honor. Sir, I am nowhere near your league, but I am proud to be in the same profession.

**Phil Boyce**

WABC/New York

I learned that you can't get three conservative hosts and three liberal hosts together in the same room without a dogfight. The TRS 2003 Roundtable was highly entertaining and relevant to what we face every day. I also learned one of the secrets to Paul Harvey's success and longevity: He's never forgotten his roots and his early days as a newscaster on KVOO/Tulsa.

**Joe O'Brien**

KSTP/Minneapolis

I learned that TRS continues to be the No. 1 networking opportunity in the Talk radio industry. The opportunity to talk to the real innovators in the industry is unparalleled. I learned more than I thought I would from [Yahoo! Chief Solutions Officer] Tim Sanders. He helped put into words what makes the culture at places like Hubbard Broadcasting work. I hope others in the industry were listening.

I learned I'm on the right track on managing my talented but often challenging local hosts from the panel "Why Talent Management Is Job No. 1." It's also nice to learn that other great programmers face the same challenges that I do.

I learned that Gil Gross is a very quick and witty fellow and was the equal of any of the talented hosts on the "TRS 2003 Face-Off" dais. In total, this was probably one of the best industry gatherings I've attended in quite some time.

**Rod Arquette**

KSL/Salt Lake City

Without a doubt, this was the best R&R Talk Radio Seminar yet. We all do focus groups, but what a kick to hear from listeners in another part of the country talking about our format and business. What a treat to hear from the legendary Paul Harvey. I hope he lives forever.

During these very difficult times I came away from TRS with a greater understanding of the tremendous responsibility we all have to provide our listeners with accurate, compelling and important information. They depend on us every day to deliver a quality product.

Continued on Page 14

# Coming in May

## AMERICA'S MOST WANTED with JOHN WALSH AMERICA FIGHTS BACK WITH THE POWER OF RADIO



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www.abcradio.com



**What I Learned....**

Continued from Page 13

I really enjoyed Bob Michaels' presentation on the top performers in the News/Talk arena, and I immediately went home and compared our numbers to those in the survey. Finally, we produce a great product because of the great people we work with, and Tim Sanders was wonderful in explaining how much love we need to give them every day.

**Holland Cooke****McVay Media Alliance**

Talk radio's first postwar trend will be ... chicks. Evidence: Just look at all the female talents who were at TRS this year and the way that the format's traditional disproportionate share of 50+, white male Republican fat boys are homogenizing and marginalizing Talk radio. Entire demographics not yet served by the on-air conversation will come to Talk because women will finally be on Talk radio. Women's consumer firepower will make it happen.

Yahoo!'s Tim Sanders got everybody's attention by declaring that consolidation has created a fear-based culture in radio. He said that

likability applied inside your radio station and outside will pay big dividends. Sanders also lamented the lack of likable, loving leaders in the industry and challenged TRS attendees to treat employees better "or you won't be able to keep your chair."

Finally, thanks to Al Peterson for allowing me to moderate a panel called "Beyond Politics: Talk Radio for the Other 90% of Listeners." So many suggestions for nonpolitical topics were offered by panelists and attendees that it was nearly impossible to pick just one as a winning idea. But the room finally agreed on one from WKRH/Charlotte owner and GM Rick Howerton, who suggested, "If you could talk to yourself when you were 16 years old, what would you say?"

**Mike Fenley****WSJS/Greensboro-Winston Salem, NC**

Of all the things I found useful at TRS, I believe I received the most benefit from the "Ten Most Important People in Radio" panel. We can never do too much of this kind of research. While the lesson is one we all know, this group pointed out some of the very basic things we always

need to be reminded of when it comes to our listeners:

- What we do is not as important to them as it is to us.

- Call letters are so very important! Even program loyalists had trouble remembering what station their favorite was on.

- We need to constantly market our products to listeners, both on our own air and off.

- Listeners who are loyalists have a feeling of ownership in your station and, particularly, their favorite programs.

- We must never lose sight of the fact that it is their radio station. If we monkey with it, we run the risk of losing them.

- They hate commercials as much as music listeners do. We have convinced ourselves that Talk audiences are more receptive to commercials. These guys proved that was bullshit.

- They hate infomercials even more. This session served as a strong reminder to me that, as a program director, I must do everything I can to protect the listeners' interest.

**Doug Kellet****WWTN-FM/Nashville**

The thing that strikes me most about a radio gathering like we saw is how it is really a small world and getting smaller. Radio consolidation is the name of the game, and I believe it is having adverse effects on our industry. Many of the larger names in our business are centralizing operations, and I think that is truly hurting the creativity of our format.

Talk radio is the last personality-driven format left in radio, and I now see a move toward the cookie-cutter approach, much like we saw with CHR stations 15 years ago. The move to syndicate large-market talk hosts is also costing jobs and providing less contribution to smaller communities. A Talk station can have an enormous impact on a smaller community with local programming.

As a lifetime broadcaster, this is troubling to me. It will be up to us as

**"During these very difficult times, I came away from TRS with a greater understanding of the tremendous responsibility we all have to provide our listeners with accurate, compelling and important information."**

**Rod Arquette**

programmers and talents to look to the companies that provide the most autonomy and freedom to create better product for our listeners. That is how we will fight and win over the effort to homogenize the Talk radio industry. R&R's Talk Radio Seminar gives many of us a great chance to hear the competing views of what is truly a great business.

and talk about what is working and why. I was able to take away some actionable advice from each panel that I went to.

Of particular interest to me was the "News/Talk Radio's 10 Most Important People" session on Saturday morning. It was fascinating to watch a live focus group with real people happen right in front of all of us. It reinforced so many beliefs that I have about the Los Angeles market, and it opened my eyes to some things I hadn't thought about. I thought it was the best panel of TRS 2003.

**Gavin Spittle****KXNT/Las Vegas**

The perspective that was reinforced most for me was that our listeners are our customers, and customer service should come first. Watching the focus group break down Talk and News radio in L.A. was fascinating.

Whether we agree or disagree, whether we are in market No. 1 or No. 251, we need to give the best product possible to our listeners. We saw examples of rallies for America and other grass-roots efforts where we reached out to the listeners and allowed them to participate with the same kind of passion that we expect to hear on our stations every day. Especially in wartime, News and Talk radio move into the foreground for listeners. It's up to us to keep it that way.

**"The perspective that was reinforced most for me was that our listeners are our customers, and customer service should come first."**

**Gavin Spittle****Erik Braverman****KABC/Los Angeles**

As usual, the TRS was very enlightening. It's always interesting to get together with your peers from across the country to compare ideas



**NEWS BROTHERS** WINS/New York VP/GM Scott Herman (l) shares a moment with his West Coast counterpart, KFWB/Los Angeles VP/GM Roger Nadel, at TRS 2003.

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A Perry Capital Corporation

Emmis

Continued from Page 1

from \$34 million (72 cents per share) to \$7.4 million (14 cents), handily beating the loss of 18 cents per share forecast by Thomson First Call analysts.

For Emmis' radio division — including domestic and foreign stations — Q4 revenue improved 2%, to \$56.5 million. For the company overall, net revenue increased 7% (and 9% on a pro forma basis), to \$126.8 million, and station-operating income improved 23% (24% pro forma), to \$37.6 million.

For fiscal 2003, radio-division revenue was down 3%, to \$254.8 million. Company net revenue grew 4%, to \$562.4 million, while station operating income improved 15%, to \$213.1 million. On a pro forma basis, 2003 net revenue grew 6%, to \$561.1 million, and station-operating income increased 17%, to \$212.6 million.

Looking ahead, Emmis predicts Q1 domestic radio revenue of \$61.7 million and total net revenue of \$140.8 million. Domestic radio operating expenses are expected to reach \$32.5 million in Q1.

Focusing on the radio sector, Smulyan said that results for January and February were ahead of expectations and that the radio turnaround is occurring "faster than we expected." "We've been beating the market very nicely for the last several months," he said, "and we think we're going to continue doing that." Smulyan added that while Los Angeles is more robust than New York, he believes Emmis' radio stations in both markets will show improvement in Q1. And while much has been made of the company's ef-

orts to turn around its New York stations, he said, "Our biggest focus is on [Alternative] Q101 [WKQX] in Chicago. Chicago as a market is clearly softer, and our performance there is clearly soft."

Smulyan attributed the struggle to competition from ABC's WZZN and said there may be room for only one Alternative station in the market. However, he said, that sort of competition comes with the territory: "Sometimes you just get in the trenches and slug it out. That's sort of what we do in this business."

Leverage Issues

Emmis has taken heat recently, thanks to the debt it incurred to strike its Austin deal and also over the prospect of its taking on more debt if it snags some of News Corp.'s TV stations. Addressing those concerns, Smulyan noted that even during times when Emmis has carried a healthy debt load, it's always been able to handle the situation.

"The history of this company's leverage has been quite a bit lower," he said. "Whenever we've had an issue with leverage — and we've had more in the 20-year history of this company than some — we've been focused and brought it down. We told you we would do that, and we did it."

Smulyan added that his company's operational strength allows it to navigate through such times. "When it comes to operations," he said, "we will get the job done."

In fact, Smulyan said the News Corp./L.A. Dodgers deal could actually help shape up the company's balance sheet, noting, "We felt that, at the acquisition price that we might be talking about with these assets, we would be able to attract

capital in a way that would be accretive, not dilutive. And I think that's an important point."

If the company could attract funding terms that would also allow it to pay down some existing debt, "then we'd take a small investment in anything," he said.

And while Smulyan insisted that the discussions are preliminary, he said Emmis would only be interested in acquiring a minority stake in the baseball team as a way to get the TV assets, which would then allow it to spin off its TV operations into a separate company.

In fact, he described the company acquiring a stake in the Dodgers — which it would do in conjunction with a partner — as "the ultimate tail wagging the ultimate dog. It was designed to do our TV deal and a separation."

N.Y. Times Beats The Street

The New York Times Co. was the first radio-related company to report Q1 earnings for 2003, and for investors the news was good.

The company's quarterly earnings improved from \$54.5 million (35 cents per share) to \$68.8 million (45 cents). Excluding a one-time gain of \$3 million (2 cents), the company's per-share earnings were 43 cents — still a penny ahead of the consensus estimate of analysts polled by Thomson First Call.

Revenue in the company's broadcasting group improved half a percentage point, to \$32.2 million, although the company noted that its television stations preempted advertising and regular programming when the U.S. launched the war in Iraq. EBITDA in the broadcasting segment slipped 14%, to \$7.2 million.

lenner

Continued from Page 1

powerful and respected labels in the history of popular music," Lack said. "His industrywide reputation as a champion of artists, combined with his track record of success and his considerable talents as a leader, makes him the perfect choice to head our U.S. operations."

"I look forward to working closely with Don as we fully capitalize on the resources of Sony overall and maximize the impact of our releases on the marketplace."

Lenner said, "I'm deeply honored to have been chosen by Andy to lead the U.S. company, and I look forward to working closely with him as I assume my new responsibilities. I'd also like to express my respect and admiration for the entire Sony Music family, particularly Michele Anthony, Bob Bowlin, Rick Dobbis and Kevin Kelleher, all of whom I've worked with for years and who will be invaluable to me in my new position."

"I will also be depending on the leadership of our flagship labels,

headed by Will Botwin at Columbia and Polly Anthony at Epic, as well as the talented teams of our Nashville, Classical and Sony Wonder divisions, as we face the challenges ahead of us.

"Our company is home to the greatest artists in the world. They are the foundation of Sony Music, and we should all be proud of those who have spent their entire careers with our labels — some for upward of three or four decades — as well as the younger artists who are extending the Sony labels' legacy into the 21st century. We have a responsibility to respect their creative integrity and artistic vision while finding new ways to do business. We will stay true to that philosophy as we build upon our company's unparalleled musical heritage."

Most recently Chairman of CRG, Lenner also served as that company's President — a position he assumed in 1989 at age 36, making him the youngest president in the label's 120-year history. He served in that capacity for more

than 13 years, earning the distinction of being the longest-serving president in the company's history. Last year Lenner appointed longtime Columbia executive Will Botwin to the post.

Prior to joining Columbia Lenner was Exec. VP/GM of Arista Records. He joined the label in 1983 as VP/Promotion, helping break such artists as Whitney Houston, Kenny G. and Taylor Dayne, as well as furthering the careers of such artists as Carly Simon, Aretha Franklin and The Grateful Dead.

Lenner started his music-industry career in 1969, working in the Capitol Records mailroom while still in high school. From 1972 to 1977 he was in partnership with Jimmy Lenner in C.A.M. U.S.A., a publishing, management and production company representing such artists as Three Dog Night; Grand Funk Railroad; The Raspberries; Eric Carmen; and Blood, Sweat & Tears. In 1977 he co-founded Millennium Records, where he served as Exec. VP until joining Arista.



## AFTRA's Wish: Live From New York!

**A**FTRA-represented talent at Clear Channel/New York's WAXQ, WKTU, WLTW & WWPR have been given the OK by AFTRA's national board to authorize a strike, should the air personalities decide to do so. Prolonged contract negotiations continue between Clear Channel and AFTRA, which also this week adopted a resolution urging all of its members to refuse to make any appearances, perform or grant interviews for any Clear Channel/New York station until the company has drafted a collective bargaining agreement deemed acceptable by AFTRA. AFTRA's goal is to stop CC from increasing the use of voicetracking on its New York properties. Clear Channel's last proposal offered a diminished role for voicetracking at the four stations. Meanwhile, that postponed rally at New York's Bryant Park featuring CC/New York's AFTRA air talent has been reset for April 24. Clear Channel/N.Y. RVP **Andy Rosen** tells **ST** he remains optimistic that Clear Channel will soon reach a resolution with the union.

The film *Anger Management* opened at No. 1 at the box office last week. If you're not familiar with the film, it stars



Not pictured: Larry Morgan

Adam Sandler, Jack Nicholson — and Premiere Sr. VP/Network Programs & Services **Larry Morgan**. About 25 minutes into the movie

Morgan pops up to claim his full 4.2 seconds

of celluloid fame in the pivotal role of "The Pool Player." "Finally, my full scope of talents has been put to good use," Morgan tells **ST**. "With the furrowed brow and intensity of a young Montgomery Clift — or perhaps a pre-bloated Brando — I rounded the table for my next shot, completely oblivious to the fact that an 800-pound Panavision camera on a dolly unit and six crew members were about to run me down."

Although now an accomplished actor, Morgan remains remarkably nonjaded. In fact, he says he got chills when he saw his name in the credits. "I'm not sure if it was seeing my name on the big screen or the fact that I spilled my Diet Coke with extra ice into my crotch at that exact moment," he says.

Last week Infinity CHR/Rhythmic **WZMX/Hartford** parted ways with morning host **Wendell "J.D." Houston**. Houston subsequently filed an age- and racial-discrimination lawsuit against Infinity. The 53-year-old Houston tells the *Hartford Courant* that he'd been working in a "racially insensitive environment" and claims that the station had been trying to phase him out. In a prepared statement Infinity/Hartford OM **Steve Salhany** said, "J.D.'s employment contract expired April 8, 2003, and the station decided not to extend it. As is customary in radio, we've decided to go in a different direction. We appreciated J.D.'s years of service at the station, and we wish him the best in his future endeavors."

An Infinity statement noted that a similar complaint filed by Houston last year with the state Commission on Human Rights and Opportunities was dismissed due to insufficient evidence. "Since the new lawsuit makes similar claims to the one already dismissed by the state agency, the station is confident it will prevail," the statement said. For now, WZMX night jock **Kid Fresh** is covering mornings with continuing co-host **Nancy Barrow**.

Our best wishes for a speedy recovery go out to Universal South Sr. Partner and noted producer **Tony Brown**, who suffered a serious head injury on April 11 after a fall while in Los Angeles. He's listed in critical but stable condition in UCLA Medical Center's neurological department. Universal South has set up a hotline at 615-259-5318 for updates on Brown's condition.

### Ausham New DVD Player

Late word to the **ST** news hut informs us that **Greg Ausham** has been named PD of ABC Hot AC **WDVD/Detroit**. Ausham was most recently OM of WAKS, WMMS & WMVX/Cleveland.



Michael Saunders

Clear Channel will enjoy another two years of **Michael Saunders**, as the PD of Urban WWPR/New York inks a new deal. Saunders joined WWPR (then WTJM) in March 2002 after serving as VP/Operations and Programming for Clear Channel's WJLB & WMXD/Detroit.

Continued on Page 19

## R&R Timeline

### 1 YEAR AGO

- **Jim de Castro** named AOL Interactive Services President.
- Clear Channel ups **Brian Purdy** to Regional VP for its Dallas trading area.
- **Beau Raines** becomes WZLX/Boston PD.

### 5 YEARS AGO

- **Scott Ginsburg** exits Chancellor Media.
- **Mark DiDia** appointed Sr. VP/GM of Hollywood Records.
- Motown Records taps **Jheryl Busby** as its first head of urban music.

### 10 YEARS AGO

- **Dick Kelley** named VP/GM of KMEL/San Francisco; **Keith Naftaly** becomes VP/Programming.
- **Dave Loncao** lands VP/Album Rock Promotion slot at RCA Records.
- **Maureen Lesourd** becomes VP/GM of WQCD/New York.



Maureen Lesourd

### 15 YEARS AGO

- Metropolitan Broadcasting to merge with Sillerman Acquisitions Corp. in a \$300 million deal, then the largest in history.
- **Lee Abrams** exits Burkhardt/Abrams/Douglas/Elliot & Associates; **Gary Burns** and **Matt Farber** join as associates.
- **John Mainelli** named Operations Director for WABC/New York.

### 20 YEARS AGO

- **Dwight Case** appointed President of the R&R Companies.
- **Rich Meyer** named PD at WMET/Chicago.
- **Mike Bone** appointed VP/National Promotion at Elektra/Asylum Records.
- NBC's *The Source* network names **Frank Cody** PD.



Frank Cody

### 25 YEARS AGO

- **Neil Rockoff** appointed VP of Storer Broadcasting's Radio Division; **Ed Salamon** named National Program Director; **Dale Pond** named Director of Creative Services.

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Continued from Page 16

FoxNews.com reports that **Mariah Carey** is in talks with Infinity about hosting a weekly show on WNEW/New York — the new “102.7 Blink.” Infinity execs declined to comment to **ST** about the report.

**Scott Petibone**, ex-PD of WPLA/Jacksonville, is named OM of Backyard Broadcasting's Elmira-Corning, NY cluster. Petibone will also serve as PD of Hot AC WNKI and oversee the operation of Classic Rock WNGZ, Country WPGI and News/Talk WWLZ.

After just eight months at CHR/Rhythmic **KBMB (The Bomb)/Sacramento**, PD **D-Rock** resigns. **Jay Are**, host of the station's weekend specialty show *The Basement*, is now interim PD. She can be reached at 888-243-6388 or via e-mail at [drock\\_@hotmail.com](mailto:drock_@hotmail.com).

### Tough Month For Moby

Things haven't gone so great lately for **Moby**, erstwhile morning guy at Infinity Classic Rocker WZGC (Z93)/Atlanta. On April 6 he received 25 stitches in his right arm after being bitten by a lion at a local wildlife preserve while serving as a volunteer. On April 14 Moby was downgraded from morning host to morning traffic guy. However, he's not been on the air since the April 6 incident and is prominently M.I.A. from Z93's website. Midday talent **Mara Davis** and night jock **Chris Dunham** are the new morning team, while Moby's former producer, **Willard**, takes over Davis' former slot and former Moby sidekick **Makenzie Taylor** moves to nights.

### Bell Is Back, For One Night Only

If all went according to plan, **Art Bell** came back to guest host *Coast to Coast* on April 17-18. Bell sat in for George Noory, and the broadcast marks Bell's first on-air appearance since a chronic and debilitating back problem forced him to retire as the program's host last year.

**Diana Steele**, best known for her 10-year stint at KKBT/Los Angeles before spending a few years at KMEL/San Francisco, returns to L.A. to join the morning *Jamz Session* at Clear Channel's KHHT (Hot 92 Jamz). Steele is now teamed with remaining co-host Michelle Visage.

**ST** hears that April 21 is the date when Twin Cities radio fixture **Tone E. Fly** will emerge from his noncompete and begin to host mornings at Radio One CHR/Rhythmic KTTB (B96)/Minneapolis. Fly exited afternoons at crosstown KDWB in October 2002, expressing his desire to move to a morning show situation. To clear the road, current B96 morning talent **Scrap Jackson** exits.



**Ellen K.**, Rick Dees' morning co-host on **KIIS-FM/Los Angeles**, picks up some afternoon work as the on-camera announcer and entertainment correspondent for the syndicated weekday TV talk show *The Wayne Brady Show*.

A face made for TV

### Formats You'll Flip Over

Clear Channel's **WSRQ/Sarasota** flips from FM Talk to Alternative as “105.9 The Buzz.” OM **Ron White** is overseeing the station, which is still jockless. New call letters have been applied for, mostly because the word “buzz” does not contain a single W, S, R or Q.

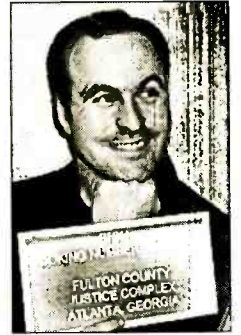
**KMGG/Santa Rosa, CA** flips from Oldies to Classic Rock as “97.7 The River” under Director/Programming **Don Harrison**, who also oversees co-owned Active Rocker **KXFX/Santa Rosa**.

Regent's Country **WYNG/Evansville, IN** moves from 105.3 MHz to 94.9 FM, displacing Triple A WKRI (The River). WYNG's former signal becomes the home of “Lite 105.3,” a new AC station that welcomes **Dave Michaels**, former PD of crosstown **WSTO/Evansville**, for afternoons. Mike Sanders remains OM. A new PD and airstaff will be announced shortly.

### Preach What You Practice

LaCrosse, WI radio vet **Joe Casper Deschler**, PD and afternoon talent on Country **KQYB (KQ98)/LaCrosse**, is about to realize his life's dream: He's opening his own broadcasting school. Radio I Broadcast School begins classes June 9. “I've been reading **R&R** for most of my career and would be honored to be mentioned in it,” Deschler says. How can we resist *that*? For more info, call 800-889-2221 or go online at [www.radio1school.com](http://www.radio1school.com).

## ST BIG DUMB STUNT O' THE WEEK



**WNNX/Atlanta** Morning X provocateur **Rich Shertenlieb** made national news last weekend when he took on *Master's Tournament* foe **Martha Burke**, who has led a very vocal protest over the *Augusta National Golf Club's* refusal to admit female members. During a speech by Burke at an anti-Masters rally, Shertenlieb held up a giant sign that read “Make Me Dinner” on one side and “Iron My Shirt” on the other. When Burke stopped to confront him, Shertenlieb yelled out, “Go watch Oprah!” Not surprisingly, he was quickly hustled away by local police.

Congrats to **KNX/Los Angeles**, which celebrated its 35th anniversary as an all-News station on April 15. Meanwhile, at co-owned News & Dodgers **KFWB/L.A.**, **Crys Quimby** steps down as Director/News & Programming. She and her husband will be moving to New York.

### Condolences

**Little Eva**, who scored a No. 1 hit in August 1962 with “The Loco-Motion,” has died at age 59 after a lengthy battle with cancer. The exact date of her death was not publicly released.

**ST** is saddened to report that former programmer **John Ramsey**, best known for his PD stints at **KCLD/St. Cloud, MN** and **KKAZ/Cheyenne, WY**, was close to death at press time. Ramsey, whose real name is Juan Felan, hit a curb while riding his Harley on April 12 and was thrown from the bike. Ramsey wasn't wearing a helmet at the time, and his injuries rendered him brain dead. Doctors were expected to have removed him from life support by the time you read this. A memorial service is being set for April 19 by his longtime friend, promo ace **Rick Cooper**, at Ramsey's favorite watering hole, the Albany in downtown Cheyenne.

# OWN YOUR EVENTS

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# No Rest For The Wicked

**Musician, artist and video director Rob Zombie bloodies the silver screen**

**S**ure, James Brown is traditionally known as the "hardest-working man in show business," but the hardest-working ghoul in the biz is undoubtedly Robert Cummings, more famously known as Rob Zombie.

The industrial metal monster who made a multiplatinum name for himself with Geffen rock outfit White Zombie has had a successful career not only as a musician, but as a video director and artist. Drawing inspiration from the classic monster movies he watched as a kid, Zombie has created a trademark image with the packaging and merchandise for his own music, videos and stage shows.



Rob Zombie

He has his own label, Zombie-A-Go-Go Records, and *Spawn* creator and action-figure magnate Todd McFarlane created a Rob Zombie action figure that became a best-seller. Zombie has appeared on countless soundtracks, including those for *Daredevil* and the upcoming *Matrix* sequel, and he teamed with Johnny Ramone this year to helm *We're a Happy Family: A Tribute to The Ramones*.

And now the rock star who grew up on vintage horror flicks and sci-fi matinees has hit the silver screen with his directorial debut, *House of 1,000 Corpses*.

"People seemed pretty freaked out by it," says Zombie, who premiered the film last week in New York. "It's a weird movie. It's almost more fucked up than it is scary. Everybody looked a little shellshocked. I'd ask if they liked it, and people would say, 'I don't even know what to say.'

"The movie takes a weird trip, where it starts off almost as a comedy, then it gets a little weirder, and

then about 30 minutes in there's no humor left at all. It gets darker and darker. I think it emotionally drags people through the mud. People think it'll be lighthearted and campy or something, but it gets increasingly hard-core as it progresses."

## House Of 1,000 Delays

Zombie's trip to the big screen wasn't easy. Before hitting it big with *White Zombie* he was a production assistant on the children's TV series *Pee Wee's Playhouse*, and following his success with the band he animated a sequence for the feature *Beavis & Butt-head Do America*.

Zombie was also tapped by Miramax to direct the third installment of the *Crow* franchise, a deal that was eventually scrapped. "I just felt like it wasn't going anywhere," he recalls. "It wasn't making any progress due to indecision, basically. For the amount of money they spent wasting time, they could have done the movie. I couldn't take it anymore. I'll work as hard as possible, but I need to feel that there's a goal we're reaching with it."

Zombie began working on what would become *House of 1,000 Corpses* in 2000, after he designed a horror maze for the Universal Studios amusement parks. Universal funded the picture, which was already produced and edited when things went south.

"It was a Universal product, 100%," Zombie says. "Everyone loved it. Then we had a special screening for the Chairman of Universal Studios, the only executive who hadn't seen the film yet. When she saw the film she was so freaked out by it that she said she couldn't release it. It was too dark, it was too depraved — everything a good horror movie should be."

As the movie sat in Universal's vaults for nearly a year, Zombie wrote and recorded his second solo album, *The Sinister Urge*, and eventually won the right to shop *House*

of 1,000 Corpses to other studios. MGM came on board but subsequently bailed. "That led to Lion's Gate," Zombie says. "They loved it. It's great, because I've been talking about it so much that it was nice to have everyone at the premiere see it. It wasn't just some crazy story I've been telling for the past two years."

## The Horror, The Horror

While many would-be directors might be crestfallen in Zombie's situation, he didn't miss a beat. "The funny thing is, it's like that with anything in this business, or any busi-

**"I like doing everything, where somehow it all interconnects. Even though things are different — the records, the stage show, the movie, the videos, the toys — it's all this sort of evil Disney you can get into."**

ness," he says of his film's roundabout path to theaters. "It's human nature to be discouraged at points because things just seem so bad that you can't see a way out of it. But you have to snap out of it, because you'll never succeed if that's the way you see things.

"It always seems bleak. It seemed like that having a band, it seemed like that making records — it's not easy. It's so insanely difficult that you just have to push through with blind optimism even when it seems there's no way it's going to happen."

Featuring a dream team of B-movie players, including Sid Haig and Karen Black, *House of 1,000*



Rob Zombie with Lionel Richie

*Corpses* is Zombie's attempt to bring horror films back to their roots. "I wanted to go back to when horror movies were really gritty and mean and crazy," he explains.

"It seemed like that had gotten kind of lost, like with the villain in *Scream*, where it's a faceless killer and it's all about the kids. Who cares about the kids? It's supposed to be all about the villains — at least in my mind it is."

## Sinister Sounds

Naturally, Zombie helmed the movie's unique soundtrack, which showcases his own music alongside classics from The Ramones, Slim Whitman, Buck Owens and Helen Kane. "The movie's set in 1977, so the music had to reflect that," he says of the older tracks. "I didn't want my music to be popping up all over the place, because I feel that would take you out of the picture.

"The songs that I have sort of play in the background, and a lot of times they're just instrumental, so you don't really notice them. But the stuff like Slim Whitman and Buck Owens, those songs are really up-front in the movie.

"They really have the vibe of the film, and they play against type, sort of. The Slim Whitman song is this beautiful love song that plays over this horrific scene. To me, that's always more jarring than some heavy, scary music over a heavy, scary scene."

Zombie didn't want to fall into the current soundtrack syndrome and instead looked to soundtracks like *Pulp Fiction's* for inspiration. "That soundtrack truly represents the movie, whereas most soundtracks now don't," he says. "Most of the songs aren't even in the movie, and if they are, they're in the movie for one second. I wanted a soundtrack that was an audio version of the film."

The soundtrack's oddest moment comes when Zombie teams up with none other than Lionel Richie and rapper Trina to turn in "Brickhouse 2003," a Zombified remake of the Commodores classic. "It was almost like a joke that became reality,"

**"House of 1,000 Corpses was too dark, it was too depraved — everything a good horror movie should be."**

## The Evil Disney

If the Richie collaboration sounds weird, consider the fact that last summer The Dixie Chicks picked Zombie to direct one of their videos after seeing his work on the video for the Ozzy Osbourne ballad "Dreamer."

Unfortunately, he had to decline, because he was on the Ozzfest tour. "It wasn't possible to cancel a week of shows to do a video," he says. "I would have loved to do it. I always want to do something different, and The Dixie Chicks would have been a really good one."

*House of 1,000 Corpses* is only the beginning for Zombie as a director. He says he's already working on a new script and has plans for more movies, as well as music. With such a wide array of talents and products, does Zombie ever feel like he's become a brand?

"I never really looked at it that way, but it sort of starts becoming that, I guess," he says. "I like doing everything, where somehow it all interconnects. Even though things are different — the records, the stage show, the movie, the videos, the toys — it's all this sort of evil Disney you can get into."



## THE INDUSTRY'S NO. 1 RETAIL CHART April 18, 2003

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
—	1	<b>GODSMACK</b>	Faceless	Republic/Universal	263,540	—
1	2	<b>LINKIN PARK</b>	Meteora	Warner Bros.	176,530	-32%
2	3	<b>50 CENT</b>	Get Rich Or Die Tryin'	Shady/Aftermath/Interscope	158,458	-9%
3	4	<b>VARIOUS</b>	Now 12	Capitol	141,178	-11%
—	5	<b>LISA MARIE PRESLEY</b>	To Whom It May Concern	Capitol	140,245	—
7	6	<b>CHER</b>	Very Best Of Cher	Warner Bros.	123,477	+11%
—	7	<b>GINUWINE</b>	The Senior	Epic	118,180	—
5	8	<b>NORAH JONES</b>	Come Away With Me	Blue Note/Virgin	113,333	-15%
4	9	<b>CELINE DION</b>	One Heart	Epic	102,584	-32%
8	10	<b>EVANESCENCE</b>	Fallen	Wind-up	83,696	+3%
—	11	<b>JAMES TAYLOR</b>	Best Of James Taylor	Warner Bros.	71,163	—
10	12	<b>R.KELLY</b>	Chocolate Factory	Jive	70,115	-1%
—	13	<b>JAY-Z</b>	Blueprint 2.1	Roc-A-Fella/IDJMG	67,816	—
6	14	<b>WHITE STRIPES</b>	Elephant	V2	61,212	-49%
12	15	<b>SEAN PAUL</b>	Dutty Rock	VP/Atlantic	61,091	-7%
11	16	<b>KID ROCK</b>	Cocky	Atlantic	61,064	-10%
9	17	<b>SOUNDTRACK</b>	Chicago	Epic	60,236	-26%
—	18	<b>LUCINDA WILLIAMS</b>	World Without Tears	Lost Highway/IDJMG	45,239	—
14	19	<b>FABOLOUS</b>	Street Dreams	Elektra/EEG	41,165	-10%
16	20	<b>AUDIOSLAVE</b>	Audioslave	Interscope/Epic	40,664	-3%
19	21	<b>AVRIL LAVIGNE</b>	Let Go	Arista	39,436	+2%
22	22	<b>GOOD CHARLOTTE</b>	Young & Hopeless	Daylight/Epic	38,797	+7%
23	23	<b>JUSTIN TIMBERLAKE</b>	Justified	Jive	38,651	+9%
15	24	<b>COLDPLAY</b>	Rush Of Blood To The Head	Capitol	38,095	-9%
20	25	<b>LIL' KIM</b>	La Bella Mafia	Atlantic	36,565	-3%
18	26	<b>EMINEM</b>	Eminem Show	Aftermath/Interscope	34,734	-11%
31	27	<b>CHRISTINA AGUILERA</b>	Stripped	RCA	32,509	+15%
—	28	<b>SCARFACE</b>	Balls And My Word	Rap-A-Lot/Virgin	31,818	—
21	29	<b>DIXIE CHICKS</b>	Home	Open Wide/Monument	30,952	-15%
25	30	<b>KIDZ BOP KIDS</b>	Kidz Bop Vol.3	Razor & Tie	30,502	-9%
32	31	<b>3 DOORS DOWN</b>	Away From The Sun	Universal	30,369	+8%
24	32	<b>BRIAN MCKNIGHT</b>	U Turn	Motown	30,351	-11%
29	33	<b>JOHN MAYER</b>	Room For Squares	Aware/Columbia	30,114	-1%
37	34	<b>TOBY KEITH</b>	Unleashed	DreamWorks	29,325	+16%
28	35	<b>ALL-AMERICAN REJECTS</b>	All-American Rejects	DreamWorks	28,717	-6%
13	36	<b>DIPLOMATS</b>	Diplomatic Immunity	Roc-A-Fella/IDJMG	28,652	-45%
26	37	<b>A.F.I.</b>	Sing The Sorrow	DreamWorks	27,598	-17%
40	38	<b>TRAPT</b>	Trapt	Warner Bros.	26,296	+16%
34	39	<b>MISSY ELLIOTT</b>	Under Construction	Gold Mind/Elektra/EEG	26,039	-6%
38	40	<b>SIMPLE PLAN</b>	No Pads No Helmets... Just Balls	Lava	24,213	-4%
27	41	<b>SOUNDTRACK</b>	8 Mile	Shady/Interscope	22,712	-26%
33	42	<b>B2K</b>	Pandemonium	Epic	21,517	-23%
—	43	<b>ELVIS PRESLEY</b>	30 #1 Hits	RCA	21,401	—
45	44	<b>JENNIFER LOPEZ</b>	This Is Me Then	Epic	21,293	+12%
—	45	<b>NAS</b>	God's Son	Columbia	20,694	—
43	46	<b>CHEVELLE</b>	Wonder What's Next	Epic	20,340	+1%
36	47	<b>SNOOP DOGG</b>	Paid Tha Cost To Be Da Boss	Doggy Style/Priority/Capitol	19,518	-26%
48	48	<b>TIM MCGRAW</b>	Tim Mcgraw & The Dancehall...	Curb	18,957	0%
42	49	<b>MATCHBOX TWENTY</b>	More Than You Think You Are	Melisma/Atlantic	18,702	-7%
—	50	<b>BUSTA RHYMES</b>	It Ain't Safe No More	J	18,580	—

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### ON ALBUMS

#### 'Smackin' A Hit

Wonder if Steve Jobs likes Godsmack.

Even if the Apple entrepreneur isn't a fan, more than 263,000 consumers certainly are: They made the Republic/Universal rockers from New

England No. 1 on this week's Top 50 *HITS* album chart. Godsmack's third album, *Faceless*, should make them anything but.



Godsmack

Other newcomers to the top 10 include Capitol's Lisa Marie Presley, whose debut album, *To Whom It May Concern*, is anything but a hound dog. It bows at No. 5 with an impressive 140,000 in sales as the single builds at Pop. Meanwhile, Epic soul man Ginuwine's *The Senior* lands at No. 7, fueled by the top five Rhythmic track "Hell Yeah."

James Taylor's best-of on Warner Strategic



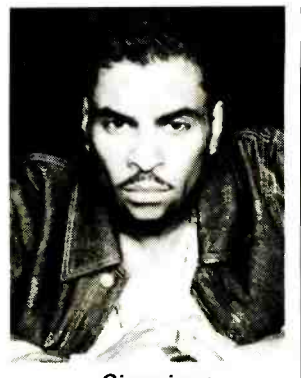
Lisa Marie Presley

Marketing debuts just outside the top 10 at No. 11, while WSM's Cher retrospective is up 11%, thanks to last week's primetime TV special, and finishes at No. 6.

Warner Bros.' Linkin Park drop a spot from No. 1, a position they held for two weeks. Shady/Aftermath/Interscope's 50 Cent (No. 3), Capitol's *Now 12* (No. 4), Blue Note/Virgin's Norah Jones (No. 8), Epic's Celine Dion (No. 9) and Wind-up's Evanescence (No. 10) complete the top 10. There are a total of nine 100,000-plus sellers on the charts this week; interestingly, the nine are ranked one through nine as well. Will wonders never cease?

Other chart newcomers include Roc-A-Fella/IDJMG's Jay-Z repackaged (No. 13), Lost Highway/IDJMG's Lucinda Williams (No. 18) and Rap-A-Lot/Virgin's Scarface (No. 28). RCA's Elvis Presley's *#1 Hits* (No. 43), Columbia rapper Nas (No. 45) and J's Busta Rhymes (No. 50) reenter the chart.

Aside from Cher, double-digit increases are registered by RCA's Christina Aguilera (+15%, 31-27), DreamWorks Nashville's Toby Keith (+16%, 37-34), WB's Trapt (+16%, 40-38) and Epic's Jennifer Lopez (+12%, 45-44).



Ginuwine

Next week: It's gonna be all about 50 Cent, as his historic combo DVD-CD hits, *yup*, the album charts.



## Two For The Price Of One

Solo female acts have been some of the hottest commodities on the Pop market for years. Britney Spears and Christina Aguilera closed out the millennium as two of the biggest names in the business, and more recently Michelle Branch, Vanessa Carlton and Avril Lavigne have commanded their share of the spotlight. So what's a label to do with all this competition? That's right: offer a deal Pop programmers can't refuse — two for the price of one!

Lena Katina and Julia Volkova, otherwise known as the Russian pop duo **T.A.T.U.**, are Going for Adds at Pop with "Not Gonna Get Us." The teenage pair caused quite a stir earlier this year as they kissed in the much talked-about video for "All the Things She Said," the first single from *200km/h in the Wrong Lane*.

Though our next group are also two teenage girls, don't expect them to make out on camera anytime soon. **The Troys**, sisters Lindsey and Anna Troy, introduce "What Do You Do" to Pop next week. The San Diego natives co-wrote the track with The Matrix — in fact, The Troys had a hand in writing every song on their upcoming Elektra debut, *Massaging Your Ego*.

Country fans can rejoice as new songs from legendary artists hit the airwaves. **Brooks & Dunn** present "Red Dirt Road," the lead single and title track from their forthcoming CD. The duo have been nominated for three ACM Awards this year and are currently touring the Midwest and East with their Neon Circus & Wild West Show through mid-May, with many special guests in tow.



Brooks & Dunn

**Kenny Rogers** also delivers new material to the format, unveiling "I'm Missing You" from his upcoming CD *Back to the Well*. Written by Steve Wariner and Billy Kirsch, "I'm Missing You" is a wartime-themed song.

Sacramento's **Deftones** are debuting new music next week at Rock, Active Rock and Alternative with "Minerva," the lead single from their self-titled May 20 release. The Deftones also have a single on the upcoming *Matrix Reloaded* soundtrack and will be joining Limp Bizkit, Linkin Park, Metallica and Mudvayne for the Summer Sanitarium 2003 tour.

Alternative has a lot to offer next week as **Radiohead** go for adds with "There There," the first track from their upcoming album *Hail to the Thief*. WFNX/Boston, KTBZ/Houston, CIMX/Detroit and WNNX/Atlanta have all added the track early.

Up-and-coming band **Ozma** also come to the format with "Bad Dogs" from their May 6 release *Spending Time on the Borderline*. If you haven't had the chance to check out the band's entertaining live show, make plans to attend their CD release party, taking place May 16 in Los Angeles at the El Rey.

**Smilez & Southstar** are hitting Rhythmic and Urban with "Now That You're Gone" from their debut album, *Crash the Party*. Though the duo came to prominence through Orlando's underground scene, both were transplants to the city: Smilez grew up in the Bronx, while Southstar lived in both Hawaii and Los Angeles.

Meanwhile, Washington, DC native **Ginuwine** unleashes "In Those Jeans," the latest track from his current album, *The Senior*, to Urban. Explains the R&B crooner about the album's title, "The Senior is about growth. In school, you're not the same person as a senior that you were as a freshman. This is my fourth album, so it's like my senior year. And everything relates back to learning and growing. It's me as a man vs. me being young and just getting into the business."

— Mike Trias



T.A.T.U.

# R&R Going For Adds

Week Of 4/21/03

## CHR/POP

**HITMAN SAMMY SAM** Step Daddy (*Universal*)  
**T.A.T.U.** Not Gonna Get Us (*Interscope*)  
**TROYS** What Do You Do (*Elektra/EEG*)

## CHR/RHYTHMIC

**LATIF I** Don't Wanna Hurt You (*Motown/Universal*)  
**SMILEZ & SOUTHSTAR** Now That You're Gone (*ARTISTdirect*)

## URBAN

**DRU HILL I** Love You (*Def Soul/IDJMG*)  
**GINUWINE** In Those Jeans (*Epic*)  
**LATIF I** Don't Wanna Hurt You (*Motown*)  
**SMILEZ & SOUTHSTAR** Now That You're Gone (*ARTISTdirect*)

## URBAN AC

**DRU HILL I** Love You (*Def Soul/IDJMG*)  
**JEFFREY OSBORNE** Rest Of Our Lives (*JayOz/Koch*)  
**R. KELLY I**ll Never Leave (*Jive*)

## COUNTRY

**BILLY CURRINGTON** Walk A Little Straighter (*Mercury*)  
**BROOKS & DUNN** Red Dirt Road (*Arista*)  
**CLINT DANIELS** The Letter (Almost Home) (*Monument/Epic*)  
**JOE NICHOLS** She Only Smokes When She Drinks (*Universal South*)  
**KENNY ROGERS** I'm Missing You (*Dreamcatcher*)  
**RUSHLOW I** Can't Be Your Friend (*Lyric Street*)

## AC

**FRANKIE J.** Don't Wanna Try (*Columbia*)  
**SHANIA TWAIN** Forever And For Always (*Mercury*)

## HOT AC

**VONRAY I**ll Show You (*Elektra/EEG*)

## SMOOTH JAZZ

**BWB** Ruby Baby (*Warner Bros.*)  
**GERALD VEASLEY** Coup DeVille (*Heads Up*)  
**MOLLY JOHNSON** Ooh Child/Redemption Song (*Narada*)  
**PAUL JACKSON, JR.** It's A Shame (*Blue Note*)  
**RONNY JORDAN** At Last (*N-Coded*)

## ROCK

**DEFTONES** Minerva (*Maverick/Reprise*)  
**ETHER SEEDS** Save Your Own Life (*Roadrunner/IDJMG*)  
**EXIES** Kickout (*Virgin*)  
**FEEDER** Come Back Around (*Universal*)  
**PACIFIER** Comfort Me (*Arista*)  
**VENETTA RED** Shatterday (*Epic*)

## ACTIVE ROCK

**DEFTONES** Minerva (*Maverick/Reprise*)  
**ETHER SEEDS** Save Your Own Life (*Roadrunner/IDJMG*)  
**FEEDER** Come Back Around (*Universal*)  
**PACIFIER** Comfort Me (*Arista*)  
**VENETTA RED** Shatterday (*Epic*)

## ALTERNATIVE

**ALL-AMERICAN REJECTS** The Last Song (*DreamWorks*)  
**DEFTONES** Minerva (*Maverick/Reprise*)  
**EXIES** Kickout (*Virgin*)  
**FEEDER** Come Back Around (*Universal*)  
**FORTY FOOT ECHO** Save Me (*Hollywood*)  
**OZMA** Bad Dogs (*Kung Fu*)  
**PACIFIER** Comfort Me (*Arista*)  
**RADIOHEAD** There There (*Capitol*)  
**VENETTA RED** Shatterday (*Epic*)

## TRIPLE A

**ASHLEY MACISAAC** Lay Me Down (*Lost Highway/IDJMG*)  
**BART FERGUSON** Tomorrow (*On Radar*)  
**BILL FRISELL** The Intercontinentals (*Nonesuch*)  
**BOB HOLROYD** Games Without Frontiers (*Six Degrees*)  
**EELS** Saturday Morning (*DreamWorks*)  
**LIZZIE WEST** Dusty Turnaround (*Warner Bros.*)  
**MARCIA BALL** Foreclose On The House Of Love (*Alligator*)  
**MARY FAHL** The Great Unknown (*Odyssey/Sony*)  
**NEVER ON SUNDAY** Fighting With Myself (*Seventy Six*)  
**NEW PORNOGRAPHERS** Electric Version (*Matador*)  
**PAOLO CONTE** Reveries (*Nonesuch*)  
**PSEUDOPOD** All Over You (*Interscope*)  
**RADIOHEAD** There There (*Capitol*)  
**THIRD WORLD** It's Not Too Late (*Shanachie*)  
**YOUNGBLOODS** Sweet Good Times (*Liquid 8*)

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](mailto:gmaffei@radioandrecords.com).









TONY NOVIA

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# Variety Key In Power Gold Analysis

## The best-testing pop gold

**P**rior to the war with Iraq creating further distractions for CHR, many stations in the format were already languishing in recent Arbitrends. Time spent listening continues to decline, and with artists like 50 Cent sitting at the top of the charts week after week, Rhythmic competition has developed an even sharper edge against Pop stations. On the alternative side, you have another extreme in Linkin Park creating a quandary for Pop stations looking for mother-daughter appeal.

In tough times many Pop programmers look to tighten up. These words from consultant Guy Zapoleon always resonate with me: "The key to maintaining mass appeal is sound balance — varying tempo and style so that hearing their favorites every two to three songs satisfies both pop rock and pop rhythmic fans. The hard part during the Doldrums is finding pop music, which is the glue between the extremes of rock and rhythmic.

"As rock and rhythmic get harder while pop music fades, it becomes more difficult to play both rock and rhythmic on the same format. That is when CHRs change format to spe-

cialize in either rock or rhythmic. Instead of going to this extreme, CHR should buffer rock and rhythmic with pop oldies and look for the right dance, pop rock and pop rhythmic songs that can be substituted for pure pop."

With budgets for things like auditorium music tests virtually nonexistent right now, programmers and music directors have to seek out the hits through other means, like exclusive R&R/Mediabase research. If you heed Zapoleon's words, here's a power gold list that offers the pop oldies you may need for song buffering and some of the most played and best-testing pop gold in America.

### CHR/Pop

Rank	ARTIST Title	Year
1	BLINK-182 All The Small Things	1999
2	CREED Higher	1999
3	NEXT Too Close	1997
4	SHAGGY & JANET Luv Me, Luv Me	1998
5	USHER You Make Me Wanna...	1997
6	GOO GOO DOLLS Slide	1998
7	PUFF DADDY f/FAITH EVANS & 112 I'll Be Missing You	1997
8	VERTICAL HORIZON Everything You Want	1999
9	SONIQUE It Feels So Good	1999
10	GOO GOO DOLLS Iris	1998
11	THIRD EYE BLIND Semi-Charmed Life	1997
12	ALICE DEEJAY Better Off Alone	1999
13	DESTINY'S CHILD Jumpin', Jumpin'	1999
14	JAY-Z Can I Get A....	1998
15	AALIYAH Are You That Somebody	1998
16	2 PAC & DR. DRE California Love	1995
17	BLAQUE Bring It All To Me	1999
18	DMX Party Up (Up In Here)	1999
19	SANTANA f/ROB THOMAS Smooth	1999
20	702 Where My Girls At	1999
21	NOTORIOUS B.I.G. Mo' Money, Mo' Problems	1997
22	BLAQUE 808	1999
23	K-CI & JOJO All My Life	1997
24	GREEN DAY Time Of Your Life (Good Riddance)	1997
25	MATCHBOX TWENTY If You're Gone	2000
26	FUEL Hemorrhage (In My Hands)	2000
27	TLC No Scrubs	1999
28	SMASH MOUTH All Star	1999
29	SUGAR RAY Someday	1999

## Letter To The Editor

Thanks for publishing the CHR power ratios. It goes a long way toward dispelling the myth that young-end formats are not profitable. Look at some of the great stations on your list that are generating significant revenue.

CHR has never been more profitable. We've experienced the same success in Indianapolis with WNOU (Radionow). The station, while still growing audience shares, pushed revenue up 48% over last year. We know we have much more upside. We've pushed our power ratio up considerably, to .83. Advertisers understand the value of buying a format that attracts an audience that will respond, and the numbers prove that this is taking place.

Here are WNOU's 12 + shares for the past few surveys:

Fall '01: 5.6  
 Winter '02: 6.3  
 Spring '02: 5.3  
 Summer '02: 5.5  
 Average: 5.67  
 2002 Miller Kaplan Total Revenue Share: 4.7  
 Power Ratio: .83

On a closing note (I'll never admit to it if I'm called to the stand), the only way we've been successful from a revenue perspective is that sales and programming work not side by side, but together. David Edgar is a great programmer who has put an excellent product on the air, but he's been even more valuable coaching sales on effective campaigns and promotions for the station's clients.

As always, thanks again for telling the CHR story.

— J. Chapman

Director/Sales, Emmis Radio, Indianapolis

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

Rank	ARTIST Title	Year
30	LENNY KRAVITZ Fly Away	1998
31	FUGEES Killing Me Softly	1996
32	SUGAR RAY Every Morning	1998
33	TRAIN Meet Virginia	1999
34	NO DOUBT Don't Speak	1995
35	LIT My Own Worst Enemy	1999
36	PRAS f/ODB & MYA Ghetto Superstar	1998
37	TONIC If You Could Only See	1997
38	MATCHBOX TWENTY 3 AM	1997
39	DESTINY'S CHILD Say My Name	1999
40	JENNIFER LOPEZ If You Had My Love	1999
41	LENNY KRAVITZ American Woman	1999
42	AEROSMITH I Don't Want To Miss A Thing	1998
43	GREEN DAY When I Come Around	1994
44	BARENAKED LADIES One Week	1998
45	MONTELL JORDAN This Is How We Do It	1995
46	NATALIE IMBRUGLIA Torn	1998
47	TLC Waterfalls	1994
48	GINUWINE Pony	1996
49	SUGAR RAY Fly	1997
50	JOE I Wanna Know	1999
51	BLACKSTREET No Diggity	1996
52	JUVENILE Back That Azz Up	1999
53	IAN VAN DAHL Castles In The Sky	2000
54	MATCHBOX TWENTY Push	1997
55	SIR MIX-A-LOT Baby Got Back	1992
56	EVERLAST What It's Like	1998
57	NOTORIOUS B.I.G. Hypnotize	1997
58	DAVE MATTHEWS BAND Crash Into Me	1996
59	NO DOUBT Just A Girl	1995
60	TLC Unpretty	1999
61	MATCHBOX 20 Real World	1997
62	GOO GOO DOLLS Name	1995
63	EVE 6 Inside Out	1998
64	TLC Creep	1994
65	INOJ Love You Down	1997
66	DR. DRE The Next Episode	1999
67	MONIFAH Touch It	1998
68	EDWIN MCCAIN I'll Be	1997
69	LAURYN HILL Doo Wop (That Thing)	1998
70	RED HOT CHILI PEPPERS Under The Bridge	1992
71	MARK MORRISON Return Of The Mack	1997
72	BIG PUNISHER f/JOE Still Not A Player	1998

Source: Mediabase 24/7

Continued on Page 30



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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES April 18, 2003

CalloUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of March 23-29.

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
<b>HP</b> R. KELLY Ignition (Jive)	3.92	3.89	3.91	3.91	92.0	24.6	4.00	4.07	3.68	3.99	3.76	3.88	4.04
<b>HP</b> SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	3.91	—	—	—	92.6	21.7	3.71	3.85	4.18	3.95	3.90	3.93	3.84
50 CENT In Da Club (Shady/Aftermath/Interscope)	3.90	3.93	3.93	3.94	95.7	33.7	4.13	4.10	3.45	4.10	3.98	3.86	3.67
<b>HP</b> JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	3.89	—	—	—	92.0	24.0	3.96	3.85	3.85	4.05	3.95	3.81	3.74
EMINEM Sing For The Moment (Shady/Interscope)	3.88	—	—	—	92.6	24.0	3.89	3.80	3.96	4.14	3.63	3.95	3.79
<b>HP</b> TYRESE How You Gonna Act Like That (J)	3.88	3.85	3.76	3.88	93.7	25.7	4.02	3.96	3.65	3.94	3.87	3.89	3.83
AALIYAH Miss You (BlackGround/Universal)	3.87	3.91	3.98	3.96	96.3	31.7	4.11	3.99	3.50	3.81	3.89	3.99	3.80
JA RULE f/ASHANTI Mesmerize (Murder Inc./IDJMG)	3.84	3.87	3.79	3.81	98.0	38.6	4.00	3.78	3.74	4.01	3.76	3.84	3.75
AMANDA PEREZ Angel (Powerhouse/Virgin)	3.83	3.88	3.80	3.86	96.0	31.4	4.06	3.88	3.55	3.78	3.87	3.73	3.96
NIVEA Don't Mess With My Man (Jive)	3.78	3.85	3.82	3.74	98.3	37.7	3.87	3.81	3.66	3.88	3.93	3.59	3.74
<b>HP</b> FIELD MOB Sick Of Being Lonely (MCA)	3.76	3.68	3.63	3.72	92.9	38.3	3.93	3.79	3.55	3.88	3.90	3.68	3.58
JENNIFER LOPEZ f/LL COOL J All I Have (Epic)	3.75	3.88	3.98	3.96	96.6	40.6	3.74	3.73	3.78	3.93	3.72	3.59	3.76
<b>HP</b> NAS I Can (Columbia)	3.73	3.77	3.72	—	92.3	24.0	3.93	3.79	3.47	3.92	3.61	3.51	3.87
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.73	3.72	3.65	3.62	90.0	27.7	3.75	3.69	3.75	3.65	3.81	3.57	3.85
EMINEM Superman (Shady/Interscope)	3.72	3.65	3.70	3.79	90.3	30.3	3.93	3.78	3.45	3.79	3.75	3.70	3.65
MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	3.70	3.72	3.76	3.79	94.3	33.4	3.95	3.74	3.39	3.61	3.78	3.57	3.84
B2K and P. DIDDY Bump, Bump, Bump (Epic)	3.67	3.71	3.69	3.71	99.1	41.7	3.83	3.74	3.44	3.75	3.43	3.61	3.90
CHRISTINA AGUILERA Beautiful (RCA)	3.65	3.68	3.76	3.74	96.6	43.7	3.72	3.45	3.80	3.60	3.76	3.58	3.67
AVRIL LAVIGNE I'm With You (Arista)	3.56	3.67	3.80	3.88	86.9	38.6	3.58	3.30	3.79	3.58	3.57	3.39	3.71
JUSTIN TIMBERLAKE Cry Me A River (Jive)	3.54	3.58	3.70	3.74	99.4	42.6	3.43	3.59	3.60	3.51	3.72	3.53	3.40
KID ROCK f/SHERYL CROW Picture (Atlantic)	3.44	3.46	3.69	3.84	78.3	34.3	3.29	3.39	3.63	3.42	3.41	3.60	3.33
GOOD CHARLOTTE The Anthem (Epic)	3.41	—	—	—	79.4	27.7	3.51	3.40	3.33	3.06	3.30	3.61	3.69
SIMPLE PLAN I'd Do Anything (Lava)	3.39	3.47	3.56	3.59	82.6	30.0	3.63	3.28	3.26	3.23	3.36	3.45	3.51
TLC Damaged (Arista)	3.37	3.44	3.49	3.48	80.3	29.1	3.56	3.30	3.25	3.41	3.39	3.38	3.32
JUSTIN TIMBERLAKE Rock Your Body (Jive)	3.35	3.52	—	—	76.0	27.1	3.53	3.16	3.36	3.23	3.30	3.38	3.48
NO DOUBT Running (Interscope)	3.30	3.34	3.59	3.53	70.9	28.6	3.01	3.23	3.57	3.32	3.42	3.31	3.15
STACIE ORRICO Stuck (ForeFront/Virgin)	3.26	3.32	—	—	78.9	34.0	3.27	3.33	3.19	3.23	3.41	3.19	3.22
T.A.T.U. All The Things She Said (Interscope)	3.22	3.25	3.41	3.41	86.3	39.4	3.23	3.12	3.32	3.18	3.33	3.07	3.31
BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	3.22	3.22	3.35	3.45	70.3	30.3	3.19	3.04	3.40	3.01	3.07	3.46	3.34
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	3.18	3.23	3.51	3.45	70.6	28.3	3.27	3.08	3.19	3.34	2.90	3.23	3.25
CHRISTINA AGUILERA Fighter (RCA)	3.16	3.15	—	—	71.4	28.3	3.08	3.09	3.32	3.31	3.11	3.35	2.89

## CalloUT AMERICA® HOT SCORES

By ANTHONY ACAMPORA

**R.** Kelly climbs to the top of Callout America this week with "Ignition" (Jive). The song ranks fifth among teens, second with women 18-24 and ninth with women 25-34. "Ignition" is turning out to be the biggest pop hit of Kelly's career.

Snoop Dogg debuts at No. 2 with "Beautiful" (Doggy Style/Priority/Capitol). The song, which goes to No. 1 on R&R's Urban chart this week and is top 10 on the Rhythmic chart, is testing huge with females: It ranks sixth with women 18-24 and first among women 25-34.

Two other songs make strong debuts on the survey this week: Jay-Z debuts at No. 4 with "Excuse Me Miss" (Roc-A-Fella/IDJMG), which ranks seventh with teens, sixth 18-24 and third 25-34. And Eminem is back yet again with "Sing for the Moment" (Shady/Interscope). "Sing" ranks fifth overall, ninth with women 18-24 and second with women 25-34.

Tyrese continues to post solid Callout America scores with "How You Gonna Act Like That" (J). Tyrese ranks fourth with teens and women 18-24 and is sixth overall.

Field Mob are closing in on the top 10 with "Sick of Being Lonely" (MCA), ranking 11th overall, ninth with teens and 10th 18-24.

Nas ranks top 10 in two demos with "I Can" (Columbia): He's ninth with teens and 10th among women 18-24.

Fabulous (Elektra/EEG), who debuted at No. 1 last week, was not tested in this week's survey but will return next week.

If you'd like to view Callout America on the web, go to [www.bullsey.com](http://www.bullsey.com), where our partnership with Bullseye Research allows you to slice and dice the numbers. This week's password is green.

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

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# R&R CHR/POP TOP 50

April 18, 2003



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)	8298	-109	922638	10	122/0
2	2	3 DOORS DOWN When I'm Gone (Republic/Universal)	7993	+291	896334	17	125/0
4	3	R. KELLY Ignition (Jive)	7174	+907	806705	7	121/3
6	4	JUSTIN TIMBERLAKE Rock Your Body (Jive)	6858	+681	799625	6	130/0
3	5	AMANDA PEREZ Angel (Powerhowse/Virgin)	6801	+129	655552	12	122/0
5	6	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	5483	-752	470764	16	128/0
13	7	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	5428	+934	664689	5	122/2
10	8	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	5030	+415	542849	8	127/1
8	9	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	4745	-759	557271	23	118/0
7	10	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	4555	-1021	431005	15	123/0
12	11	AALIYAH Miss You (BlackGround/Universal)	4473	-100	480907	13	105/0
15	12	CHRISTINA AGUILERA Fighter (RCA)	4321	+598	442091	5	127/1
9	13	AVRIL LAVIGNE I'm With You (Arista)	4283	-1000	377299	19	129/0
27	14	EVANESCENCE Bring Me To Life (Wind-up)	3706	+1103	421456	7	115/7
11	15	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	3636	-969	320091	12	111/0
16	16	GOOD CHARLOTTE The Anthem (Epic)	3575	+288	450126	6	116/3
14	17	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	3213	-542	325781	17	125/0
17	18	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	3209	-69	362481	13	116/0
20	19	STACIE ORRICO Stuck (Forefront/Virgin)	3125	+148	300247	9	118/2
24	20	GINUWINE Hell Yeah (Epic)	3067	+282	328989	8	98/3
25	21	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	2974	+232	256893	8	84/1
30	22	SEAN PAUL Get Busy (40/40/VP/Atlantic)	2831	+876	428740	3	104/18
29	23	AVRIL LAVIGNE Losing Grip (Arista)	2551	+583	279026	3	115/2
22	24	T.A.T.U. All The Things She Said (Interscope)	2327	-645	239998	18	125/0
26	25	JUSTIN TIMBERLAKE Cry Me A River (Jive)	2203	-465	268289	18	124/0
23	26	EMINEM Superman (Shady/Aftermath/Interscope)	2203	-763	221311	14	118/0
31	27	MADONNA American Life (Maverick/WB)	2162	+260	241556	3	86/0
32	28	FIELD MOB Sick Of Being Lonely (MCA)	2073	+237	210658	7	79/5
21	29	TLC Damaged (Arista)	1985	-990	207552	7	117/0
34	30	COLDPLAY Clocks (Capitol)	1923	+240	160807	5	93/5
36	31	TYRESE How You Gonna Act Like That (J)	1821	+335	220730	4	90/6
35	32	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1708	+85	126233	6	75/3
33	33	SIMPLE PLAN I'd Do Anything (Lava)	1514	-275	192460	17	100/0
41	34	WAYNE WONDER No Letting Go (VP/Atlantic)	1504	+231	302500	4	64/9
37	35	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	1367	-99	170999	20	106/0
48	36	NAS I Can (Columbia)	1304	+193	157234	2	64/8
47	37	LISA MARIE PRESLEY Lights Out (Capitol)	1221	+97	134604	7	73/4
50	38	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	1186	+154	109383	3	58/5
Debut	39	FRANKIE J. Don't Wanna Try (Columbia)	1173	+326	159370	1	62/12
42	40	JC CHASEZ Blowin' Me Up (With Her Love) (Jive)	1167	-73	194688	15	107/0
44	41	BLU CANTRELL Breathe (Arista)	1122	-86	111504	9	51/1
38	42	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	1067	-321	110725	15	77/0
Debut	43	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	1046	+294	94914	1	55/6
Debut	44	B2K Girlfriend (Epic)	1025	+148	82127	1	71/5
28	45	NO DOUBT Running (Interscope)	1013	-967	139119	11	111/0
Debut	46	JENNIFER LOPEZ I'm Glad (Epic)	959	+678	125957	1	96/17
Debut	47	ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	938	+262	82727	1	62/11
Debut	48	JEWEL Intuition (Atlantic)	873	+725	103577	1	93/22
45	49	BON JOVI Misunderstood (Island/IDJMG)	844	-329	77195	12	79/0
Debut	50	AUDIOSLAVE Like A Stone (Interscope/Epic)	785	+297	65308	1	76/9

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
KELLY CLARKSON Miss Independent (RCA)	59
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	39
SIMPLE PLAN Addicted (Lava)	24
JEWEL Intuition (Atlantic)	22
SEAN PAUL Get Busy (40/40/VP/Atlantic)	18
JENNIFER LOPEZ I'm Glad (Epic)	17
FRANKIE J. Don't Wanna Try (Columbia)	12
BECKY BAEILING Getaway (Universal)	12
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	11
50 CENT 21 Questions (Shady/Aftermath/Interscope)	10
SUM 41 The Hell Song (Island/IDJMG)	10

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EVANESCENCE Bring Me To Life (Wind-up)	+1103
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	+934
R. KELLY Ignition (Jive)	+907
SEAN PAUL Get Busy (40/40/VP/Atlantic)	+876
JEWEL Intuition (Atlantic)	+725
JUSTIN TIMBERLAKE Rock Your Body (Jive)	+681
JENNIFER LOPEZ I'm Glad (Epic)	+678
CHRISTINA AGUILERA Fighter (RCA)	+598
AVRIL LAVIGNE Losing Grip (Arista)	+583
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	+415

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
NIVEA Don't Mess With My Man (Jive)	2893
CHRISTINA AGUILERA Beautiful (RCA)	2792
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	1843
EMINEM Lose Yourself (Shady/Interscope)	1639
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	1559
NO DOUBT F/LADY SAW Underneath It All (Interscope)	1303
PINK Family Portrait (Arista)	1235
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1157
GOOD CHARLOTTE Lifestyles Of The Rich And... (Epic)	1102
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	1056
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1042
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	1032
AVRIL LAVIGNE Complicated (Arista)	1027
NELLY Hot In Herre (Fo' Reel/Universal)	1005
LINKIN PARK In The End (Warner Bros.)	976
NELLY Air Force Ones (Fo' Reel/Universal)	970
JENNIFER LOPEZ Jenny From The Block (Epic)	935
CREED One Last Breath (Wind-up)	929
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	864
PINK Just Like A Pill (Arista)	810
DJ SAMMY & YANOU Heaven (Robbins)	787
JUSTIN TIMBERLAKE Like I Love You (Jive)	768
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	753
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	738
JIMMY EAT WORLD The Middle (DreamWorks)	722

130 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

R&R Station Playlists have moved to the web. See all of our monitored reporters at [www.radioandrecords.com](http://www.radioandrecords.com).

# MADONNA

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## R&R CHR POP: 27

### Top 40 Monitor: 27\*

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Cover story of PEOPLE Magazine on stands this week



® April 18, 2003

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADOS
1	1	3 DOORS DOWN When I'm Gone (Republic/Universal)	2990	-57	80853	18	50/0
2	2	AMANDA PEREZ Angel (Powerhouse/Virgin)	2837	+106	78577	11	50/0
4	3	50 CENT In Da Club (Shady/Aftermath/Interscope)	2539	-30	71705	9	51/0
8	4	JUSTIN TIMBERLAKE Rock Your Body (Jive)	2524	+425	72510	5	51/1
5	5	AVRIL LAVIGNE I'm With You (Arista)	2203	-209	59283	19	48/1
9	6	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	2187	+261	63857	7	51/0
3	7	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	2174	-412	62768	14	46/0
12	8	R. KELLY Ignition (Jive)	1978	+335	58320	4	42/1
7	9	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	1854	-248	46235	13	42/0
6	10	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	1832	-276	51652	23	44/0
13	11	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	1702	+70	48475	9	46/3
16	12	CHRISTINA AGUILERA Fighter (RCA)	1497	+130	43032	4	49/1
14	13	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	1472	+8	41813	12	40/0
15	14	AALIYAH Miss You (BlackGround/Universal)	1447	+60	36713	9	38/1
17	15	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	1363	+137	37033	3	51/1
24	16	EVANESCENCE Bring Me To Life (Wind-up)	1354	+358	37689	3	50/7
10	17	T.A.T.U. All The Things She Said (Interscope)	1279	-491	38234	21	37/0
23	18	GOOD CHARLOTTE The Anthem (Epic)	1238	+152	33001	5	42/4
21	19	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1193	+62	36195	9	44/0
29	20	COLDPLAY Clocks (Capitol)	1119	+240	29888	5	39/5
25	21	STACIE ORRICO Stuck (Forefront/Virgin)	1012	+48	27027	8	37/3
27	22	AVRIL LAVIGNE Losing Grip (Arista)	974	+44	28567	3	41/1
18	23	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	971	-231	23023	15	27/0
31	24	MADONNA American Life (Maverick/WB)	933	+177	24848	2	39/1
22	25	NO DOUBT Running (Interscope)	904	-205	24019	13	25/0
19	26	TLC Damaged (Arista)	873	-312	27303	6	29/0
32	27	ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	802	+118	22447	3	44/5
20	28	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	795	-346	18968	10	31/0
39	29	SEAN PAUL Get Busy (40/40/VP/Atlantic)	725	+251	24778	2	36/7
35	30	GINUWINE Hell Yeah (Epic)	678	+126	17200	2	28/4
28	31	JUSTIN TIMBERLAKE Cry Me A River (Jive)	630	-285	19677	17	25/0
Debut	32	JEWEL Intuition (Atlantic)	589	+507	17424	1	42/6
40	33	STACIA Angel (Raystone)	496	+32	11702	6	19/1
43	34	JOHN MAYER Why Georgia (Aware/Columbia)	446	+83	13600	2	24/2
33	35	SIMPLE PLAN I'd Do Anything (Lava)	433	-212	12118	15	17/1
34	36	CELINE DION I Drove All Night (Epic)	426	-207	12767	10	17/0
30	37	LUCY WOODWARD Dumb Girls (Atlantic)	382	-400	12338	11	17/0
Debut	38	JENNIFER LOPEZ I'm Glad (Epic)	380	+259	9802	1	35/16
48	39	FIELD MOB Sick Of Being Lonely (MCA)	368	+63	8299	2	22/1
Debut	40	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	361	+196	9224	1	21/5
Debut	41	WAYNE WONDER No Letting Go (VP/Atlantic)	348	+89	15103	1	21/3
42	42	LAVA BABY Sex Junkie (Liquid 8)	341	-26	8368	6	18/1
-	43	JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	304	+68	6983	17	12/0
47	44	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	302	-4	9208	2	19/0
49	45	GOO GOO DOLLS Sympathy (Warner Bros.)	284	-3	8400	7	14/0
Debut	46	TYRESE How You Gonna Act Like That (J)	281	+107	5916	1	19/8
36	47	EMINEM Superman (Shady/Aftermath/Interscope)	273	-267	6542	12	12/0
37	48	BON JOVI Misunderstood (Island/IDJMG)	269	-262	7682	13	12/0
41	49	SMILEZ AND SOUTHSTAR Tell Me (ARTISTdirect)	267	-139	6058	11	11/0
Debut	50	FRANKIE J. Don't Wanna Try (Columbia)	258	+186	9644	1	15/8

52 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 4/6-Saturday 4/12.  
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## Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
JENNIFER LOPEZ I'm Glad (Epic)	16
KELLY CLARKSON Miss Independent (RCA)	11
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	10
TYRESE How You Gonna Act Like That (J)	8
FRANKIE J. Don't Wanna Try (Columbia)	8
EVANESCENCE Bring Me To Life (Wind-up)	7
SEAN PAUL Get Busy (40/40/VP/Atlantic)	7
SUM 41 The Hell Song (Island/IDJMG)	7
JEWEL Intuition (Atlantic)	6
BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	6
SIMPLE PLAN Addicted (Lava)	6
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	5
COLOPLAY Clocks (Capitol)	5
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	5
AUDIOSLAVE Like A Stone (Interscope/Epic)	5
NAS I Can (Columbia)	5
GOOD CHARLOTTE The Anthem (Epic)	4
GINUWINE Hell Yeah (Epic)	4
LILLIX It's About Time (Maverick/Reprise)	4
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JEWEL Intuition (Atlantic)	+507
JUSTIN TIMBERLAKE Rock Your Body (Jive)	+425
EVANESCENCE Bring Me To Life (Wind-up)	+358
R. KELLY Ignition (Jive)	+335
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	+261
JENNIFER LOPEZ I'm Glad (Epic)	+259
SEAN PAUL Get Busy (40/40/VP/Atlantic)	+251
COLDPLAY Clocks (Capitol)	+240
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	+196
FRANKIE J. Don't Wanna Try (Columbia)	+186
MADONNA American Life (Maverick/WB)	+177
GOOD CHARLOTTE The Anthem (Epic)	+152
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	+137
CHRISTINA AGUILERA Fighter (RCA)	+130
GINUWINE Hell Yeah (Epic)	+126
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	+118
TYRESE How You Gonna Act Like That (J)	+107
AMANDA PEREZ Angel (Powerhouse/Virgin)	+106
WAYNE WONDER No Letting Go (VP/Atlantic)	+89
AUDIOSLAVE Like A Stone (Interscope/Epic)	+88
JOHN MAYER Why Georgia (Aware/Columbia)	+83
B2K Girlfriend (Epic)	+83
SUM 41 The Hell Song (Island/IDJMG)	+81
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	+70
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJMG)	+68
FIELD MOB Sick Of Being Lonely (MCA)	+63
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	+62
AALIYAH Miss You (BlackGround/Universal)	+60
NAS I Can (Columbia)	+49
SIMPLE PLAN Addicted (Lava)	+49

"Angel"  
the new hit from  
**STACIA**

## R&R Pop Indicator 40 - 33

from the album HUSH

Already On:

- WPPY WSTO WHTF WIFC
- WWXM WQGN KISR KZBB
- KFRX WWKZ KCRS WZND
- KPRF WVAQ WMGI KLRS
- WJMX KRRG KQID



www.StaciaMusic.com  
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# ON THE RISE

ARTIST: Madonna

LABEL: Maverick/Warner Bros.

By MIKE TRIAS/ASSISTANT EDITOR



"American Life," the title track and lead single from Madonna's upcoming album, is currently making its way up the Pop chart. As the April 22 release date draws closer, the promotional machine is picking up steam. This month Madonna is prominently featured on AOL, MSN and Yahoo! On April 22 she is scheduled to appear on NBC's *Today* and *Dateline* and CBS's *Late Show With David Letterman*, as well as ABC's *Live With Regis and Kelly* the following day.

Also on the day the album drops, MTV will air an hourlong special called *Madonna on Stage and on the Record*. It will be taped that day at MTV's Times Square studios in front of a live studio audience. Carson Daly will host, and Madonna will probably perform new songs from the album and take questions from the audience. Among the subjects that could be discussed is the controversial video for "American Life," which she decided not to air on its April 4 debut date.

In a statement released on her website Madonna says, "I have decided not to release my new video. It was filmed before the war started, and I do not believe it is appropriate to air it at this time. Due to the volatile state of the world and out of sensitivity and respect for the armed forces, who I support and pray for, I do not want to risk offending anyone who might misinterpret the meaning of the video." Reportedly, a new clip has been filmed, which will include some of the old video's footage. The new version of the clip will be unveiled April 21.

The media blitz culminates on April 24, when Madonna guest stars on an episode of the sitcom *Will & Grace*. Rather than appearing as herself, Madonna will play

Karen's (Megan Mullaly) roommate. Getting Madonna to appear on the show was no easy task for Tim Kaiser, the show's co-Executive Producer. He spent two years pursuing the singer, whom he heard did not own a television or even know about *Will & Grace*. Finally, after she received tapes of other stars' appearances on the show — including Matt Damon and Michael Douglas — and many arrangements of English roses, Madonna agreed.

Speaking of English roses: Madonna will be writing a series of five illustrated storybooks for children 6 and older. The first book, *The English Roses*, will be published in September 2003, and each volume will feature a different internationally acclaimed illustrator.

With all this going on, don't forget about the CD *American Life*. Madonna wrote and produced the album with Mirwais Ahmadzai, with whom she teamed in 2000 for *Music*, her last album of original material. *American Life*, her 10th studio album, was recorded over the course of a year in Los Angeles and London. Says Madonna about the project, "All of these songs reflect my current state of mind. I feel like I have just woken up out of a dream. They range from dismay and anger to joy and certainty. Hopefully, I have taken the personal and made it universal."

## ON THE RECORD

With  
**Craig Marshall**  
MD, KSLY/San Luis Obispo, CA



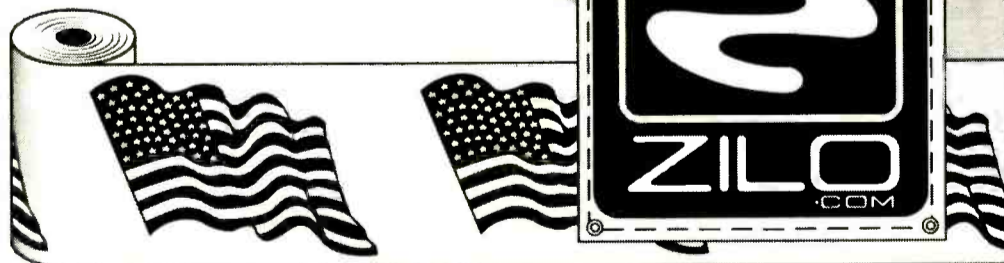
Nestled between Los Angeles and San Francisco, KSLY (Sly 96FM)/San Luis Obispo, CA continues to lead the way on the state's beautiful Central Coast. It's an exciting time at mainstream Top 40 right now; we have an abundance of great rhythmic product, as well as performing rock cuts that energize the station. A hit is a hit is a hit, and we play them all on Sly 96FM. • Top of the phones right now are Eminem, Good Charlotte, 50 Cent, Justin Timberlake, R. Kelly and Bowling For Soup, with Daniel Bedingfield's latest coming on strong. As the weather heats up, so will the superstar product, with consistent performers Christina Aguilera, Avril Lavigne, 50 Cent, Jennifer Lopez, Madonna and Eminem keeping the hits coming. Look out for Beyoncé to set it off. • New music I'm feeling includes Evanescence and Sean Paul — two completely different artists, but both a perfect fit on Sly 96FM. Right now we have no Alternative competition, so we can go early on, and have consistent success with, pop punk artists like Good Charlotte, Bowling For Soup, All-American Rejects and Simple Plan. That is a luxury for us, and we will embrace it as we continue to serve our listeners.

For the third week in a row, the No. 1 and No. 2 songs on the R&R CHR/Pop chart stay the same. **50 Cent's** "In da Club" (Shady/Aftermath/Interscope) posts its fourth week on top with **3 Doors Down's** "When I'm Gone" (Republic/Universal) nipping at its heels. Our Jive superstars are right underneath them, as **R. Kelly's** "Ignition" moves 4-3\*, and **Justin Timberlake's** "Rock Your Body" climbs 6-4\* ... It's top 10 territory for **Daniel Bedingfield's** "If You're Not the One" (Island/IDJMG) ascends 10-8\* ... **Evanescence** are the big movers on the chart this week; "Bring Me to Life" (Wind-up) vaults 27-14\* and scores the Most Increased Plays title with an additional 1,103 plays ... Programmers hang on to **Wayne Wonder's** "Not Letting Go" (VP/Atlantic), which rises 41-34\* ... Last week's sole debut, **Nas' "I Can"** (Columbia), has radio saying "We can too!" as the song jumps 48-36\* ... *American Idol's* **Kelly Clarkson** takes the Most Added crown this week as "Miss Independent" (RCA) racks up 59 adds ... Chart debuts this week come from **Frankie J., Busta Rhymes, B2K, Jennifer Lopez, All-American Rejects, Jewel** and **Audioslave**.

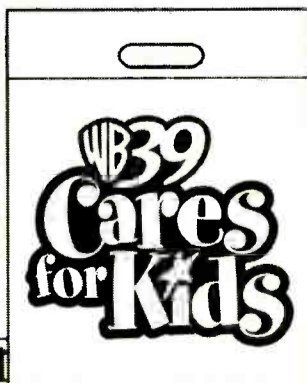
— Keith Berman, Radio Editor



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America's Best Testing CHR/Pop Songs 12+  
For The Week Ending 4/18/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
EVANESCENCE Bring Me To Life (Wind-up)	4.27	-	59%	6%	4.32	55%	5%
MATCHBOX TWENTY Unwell (Atlantic)	4.23	4.09	67%	6%	4.36	68%	4%
3 DOORS DOWN When I'm Gone (Republic/Universal)	4.16	4.22	94%	24%	4.13	94%	24%
GOOD CHARLOTTE The Anthem (Epic)	4.01	4.03	82%	17%	3.94	76%	17%
SIMPLE PLAN I'd Do Anything (Lava)	3.99	4.04	85%	23%	3.80	82%	24%
STACIE ORRICO Stuck (Virgin)	3.99	3.96	57%	6%	3.91	51%	6%
CHRISTINA AGUILERA Fighter (RCA)	3.95	4.00	75%	10%	3.95	74%	10%
BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)	3.95	3.91	75%	15%	3.72	71%	17%
AVRIL LAVIGNE Losing Grip (Arista)	3.86	-	72%	13%	3.79	67%	13%
AVRIL LAVIGNE I'm With You (Arista)	3.82	3.85	98%	46%	3.73	98%	49%
EMINEM Sing For The Moment (Shady/Interscope)	3.81	3.87	87%	19%	3.79	82%	19%
TLC Damaged (Arista)	3.71	3.71	69%	14%	3.64	68%	14%
JUSTIN TIMBERLAKE Rock Your Body (Jive)	3.67	3.71	91%	23%	3.97	93%	18%
50 CENT In Da Club (Shady/Interscope)	3.67	3.75	90%	40%	3.74	89%	39%
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	3.67	3.86	69%	14%	3.71	68%	13%
NO DOUBT Running (Interscope)	3.65	3.61	81%	21%	3.62	80%	24%
CHRISTINA AGUILERA Beautiful (RCA)	3.61	3.69	99%	54%	3.57	100%	55%
AALIYAH Miss You (BlackGround/Universal)	3.61	3.73	82%	28%	3.73	82%	27%
EMINEM Superman (Shady/Interscope/Interscope)	3.54	3.61	94%	37%	3.62	95%	36%
T. A. T. U. All The Things She Said (Interscope)	3.54	3.52	91%	38%	3.44	91%	43%
JUSTIN TIMBERLAKE Cry Me A River (Jive)	3.52	3.73	98%	53%	3.85	98%	43%
KID ROCK F/SHERYL CROW Picture (Atlantic)	3.46	3.68	98%	49%	3.48	98%	51%
NIVEA Don't Mess With My Man (Jive)	3.44	3.47	85%	43%	3.40	86%	46%
R. KELLY Ignition (Jive)	3.42	3.35	77%	26%	3.45	74%	23%
MISSY ELLIOTT FT. LUDACRIS Gossip Folks (Gold Mind/Elektra/EEG)	3.38	3.54	85%	36%	3.46	84%	31%
JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	3.37	3.47	95%	52%	3.40	96%	50%
GINUWINE Hell Yeah (Epic)	3.37	3.40	60%	18%	3.60	56%	14%
JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	3.33	3.41	90%	47%	3.30	92%	47%
AMANDA PEREZ Angel (Virgin/Powerhouse)	3.27	3.42	80%	34%	3.14	80%	37%
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	3.26	3.33	93%	52%	3.31	94%	51%

Total sample size is 551 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

**LINKIN PARK** Somewhere I Belong (Warner Bros.)  
Total Plays: 719, Total Stations: 13, Adds: 4

**JASON MRAZ** The Remedy (I Won't Worry) (Elektra/EEG)  
Total Plays: 716, Total Stations: 55, Adds: 9

**JAY-Z** Excuse Me Miss (Roc-A-Fella/IDJMG)  
Total Plays: 705, Total Stations: 43, Adds: 8

**LILLIX** It's About Time (Maverick/Reprise)  
Total Plays: 626, Total Stations: 63, Adds: 8

**JOHN MAYER** Why Georgia (Aware/Columbia)  
Total Plays: 596, Total Stations: 35, Adds: 3

**50 CENT** 21 Questions (Shady/Aftermath/Interscope)  
Total Plays: 505, Total Stations: 25, Adds: 10

**FABOLOUS F/LIL' MO** Can't Let You Go (Elektra/EEG)  
Total Plays: 460, Total Stations: 30, Adds: 7

**LIL' KIM** The Jump Off (Queen Bee/Atlantic)  
Total Plays: 413, Total Stations: 22, Adds: 3

**KELLY CLARKSON** Miss Independent (RCA)  
Total Plays: 352, Total Stations: 59, Adds: 59

**STAGGA LEE** Roll Wit M.V.P. (ARTISTdirect)  
Total Plays: 329, Total Stations: 23, Adds: 5

Songs ranked by total plays

Continued from Page 24

## CHR/Pop

Rank	ARTIST Title	Year
73	OL' DIRTY BASTARD Got Your Money	1999
74	THIRD EYE BLIND Jumper	1997
75	SMASH MOUTH Walkin' On The Sun	1997
76	MARC ANTHONY I Need To Know	1999
77	SIXPENCE NONE THE RICHER Kiss Me	1999
78	CHRISTINA AGUILERA Genie In A Bottle	1999
79	GOO GOO DOLLS Black Balloon	1999
80	JENNIFER LOPEZ Waiting For Tonight	1999
81	LEN Steal My Sunshine	1999
82	ALANIS MORISSETTE Ironic	1995
83	SEMISONIC Closing Time	1998
84	JAY-Z Big Pimpin'	1999
85	AEROSMITH Cryin'	1993
86	SMASH MOUTH Then The Morning Comes	1999
87	MARCY PLAYGROUND Sex & Candy	1997
88	DAVE MATTHEWS BAND What Would You Say	1994
89	MATCHBOX TWENTY Back 2 Good	1998
90	GHOST TOWN DJS My Boo	1996
91	THIRD EYE BLIND Never Let You Go	1999
92	THIRD EYE BLIND How's It Going To Be?	1997
93	CHRISTINA AGUILERA What A Girl Wants	1999
94	MEREDITH BROOKS Bitch	1997
95	SALT-N-PEPA f/EN VOGUE Whatta Man	1993
96	MAX-A-MILLION Sexual Healing	1995
97	D.J. KOOL Let Me Clear My Throat	1996
98	ALANIS MORISSETTE You Learn	1995
99	QUAD CITY DJ'S C'mon N' Ride It	1996
100	RED HOT CHILI PEPPERS Scar Tissue	1999

Source: Mediabase 24/7



**DISNEY AND DUFF** Buena Vista Music Group and Walt Disney Records recently presented singer-actress Hilary Duff with a plaque certifying gold sales of her album *The Lizzie McGuire TV Soundtrack*. Seen here (l-r) are Buena Vista Music Group Chairman Bob Cavallo and Sr. VP David Agnew, Walt Disney Sr. VP/A&R Jay Landers, Duff, Boomania Management's Andre Recke and Walt Disney VP/Sales Robert Marick and Executive Director/Marketing Damon Whiteside.

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(color or black & white).

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

R&R, c/o Mike Davis: [mdavis@radioandrecords.com](mailto:mdavis@radioandrecords.com)





# Blazin' Hip-Hop, R&B And ... Reggae?

## Don't Think Twice's John Jr. on breaking dancehall artists in America

Is it just me, or does it seem like there's a lot more of the reggae subgenre of dancehall on commercial radio these days? Who would have thought you'd hear an artist like Sean Paul, who had a smash at Rhythmic with "Gimme the Light" and a top five smash with his followup single, "Get Busy," on stations such as WBBM/Chicago or KQKS/Denver?

Of course, reggae isn't new to the format — artists like Shaggy, Beenie Man and Shabba Ranks have all had success. But with an artist like Sean Paul, who was well known on the underground reggae scene for a long time before his recent platinum success, dancehall has reached an entirely different level.

While most reggae artists have a more commercial sound, Paul has remained true to his core audience by keeping his edge while also cultivating ties to numerous hip-hop artists. His collaborations on various songs introduced his style and music to fans of hip-hop. Wayne Wonder, another artist who's getting recognition on America's radio airwaves, is next in line to make an impact as a dancehall artist in the U.S.

And then there are the artists on the underground reggae scene who are still waiting for commercial recognition here. Elephant Man, Buju Banton, Capleton and Bounty Killer are a few artists who have huge followings in Jamaica and the reggae world but are waiting to get the same exposure in America.

To get some insight on the growth of dancehall music in America, I got with Don't Think Twice Media's John Jr., who, along with VP Records, has been instrumental in getting more and more dancehall records played in the States.

**R&R:** Tell me about your career in the music industry.

**JJ:** I have had a lifelong passion for music. I trained from the age of 8 as a classical singer and majored in vocal performance at LaGuardia High School of Music and Art and Syracuse University. In the summer of

1993 I took an internship with Island Records. In January of 1994 I was hired by Marthe Reynolds, my mentor and hero, and Andy Allen, then President of Island Records, as Promotion Coordinator for Island Independent Records. This included the Quango, 4th and Broadway, G-Street, Axiom, Mango, Margaritaville, Great Jones and Island Jamaica labels.

When Island moved to Eighth Ave., Marthe was promoted to Island Records, and I took over as National Manager for Island Independents. It wasn't long before I was working all 12-inch releases from both Island Records and the independents. In the fall of 1997 I left Island to start Don't Think Twice.

Coming from a major label, I saw many areas where I could help support labels and their artists without the corporate battles. I found that with my own company I could be more creative and impactful than I was when working within a major label. Six years later here we are — stronger than ever.

**R&R:** Give me the background of VP Records.

**JJ:** VP Records is a mom-and-pop success story. A married couple — immigrants from Jamaica — opened a record store in Queens in 1979. It gets its name from this couple, Vincent and Pat Chin. The store quickly became the largest distributor of reggae music in the area. In the 1980s they decided to start a label and produce their own music. They have slowly built one of the largest independent labels in the country. Today, sons Chris and Randy Chin run the family business in New York and are bringing reggae music to the fore-

front of the American mainstream.

**R&R:** What role do you play within the company?

**JJ:** Don't Think Twice has worked with VP Records since 1997. We work alongside VP/Promotion Shawn King, quarterbacking their projects in the U.S. from beginning to end on the promotion side. We determine which indies to hire, coordinate their street teams and mix show, set up radio campaigns, create trade ads and do anything else needed to create the magic.

**R&R:** Why did the label choose to focus on dancehall artists?

**JJ:** Coming from Jamaica and living in Jamaica, Queens, the founders of VP Records focused on reggae music because it's what they knew.

**R&R:** How does VP find standout dancehall artists?

**JJ:** VP Records finds great artists by keeping its ear to the street. The company understands the culture and the music and refuse to compromise its credibility.

**"For reggae to have credibility in the U.S., it must be credible in Jamaica. Often when a reggae artist is signed to a major label, they become more like mainstream R&B artists than reggae artists."**

**R&R:** Why aren't more major labels signing and developing reggae artists?

**JJ:** Major labels are very restricted by trends in mainstream music tastes. Back in the mid-'90s all the majors were looking to sign dancehall artists. When musical trends

## Will Dancehall Music Continue To Gain Popularity?

I went to a few programmers for their thoughts about the recent successes that dancehall music has had at radio and whether they think its popularity will continue to grow in America.

**E-Bro MD, WQHT/New York**

With the proper major-label support, yes. WQHT (Hot 97)/New York has always led the way nationally on dancehall with the help of the legendary Bobby Konders and Jabba's Sunday-night show. This is where hot reggae records can be heard first; then we funnel the hits into our regular dayparts.

But let's remember that core hip-hop fans have had a love for dancehall since it was woven into our music in the mid- to late '80s. Heavy D did some dancehall-style chanting on some of his early records, and let's not forget Shabba Ranks and The Poor Righteous Teachers.

In New York City there is a very large Caribbean population, which is why dancehall is relevant in clubs and to the image of Hot 97. Recently, there has been major-label support for dancehall, since VP Records inked its deal with Atlantic Records. Hot 97 has always made room for hottest dancehall records, and always will.

**Mark Adams PD, KXJM/Portland, OR**

I'm always reluctant to endorse any musical niche at CHR/Rhythmic as the next "thing." I suppose the better question to ask is, "Do a couple of hit records from the same niche musical genre have the power to forecast a new movement at the format?" Put that way, the answer is, of course, no.

Specifically, looking at the success of Sean Paul and Wayne Wonder, I would characterize that more along the lines of two hit songs that happen to share a sound rather than somehow heralding a new dancehall movement at the format. For most programmers, music decisions are made on a case-by-case basis. As long as the records are hot, they'll have a place at the format.

That said, CHR/Rhythmic is currently dominated by hip-hop and R&B, and I'm not seeing any real indication of that changing with the core audience. Other sounds or genres will always have their place within the format — dance, pop, reggae, etc. — and smart programmers will always be alert to take advantage of a compatible hit record. But I would be awfully careful about jumping on any perceived musical bandwagon. Historically, this is more likely to be remembered as a couple of hot records rather than the beginning of a dancehall boom.

**Erik Bradley MD, WBBM/Chicago**

There seem to be a few more hits of late, but I don't feel that the genre as a whole has all of a sudden made any significant impact. At least I don't feel that to be the case in this city, with our listeners.

It seems that every now and then there have been some out-of-left-field reggae hits — Chaka Demus, Terror Fabulous, Shabba Ranks and Tanto Metro & Devonte — but I don't think the recent success of Sean Paul or Wayne Wonder has triggered an explosion of reggae at the pop culture level — at least not at this point.

shifted to gangsta rap and grunge, the majors didn't really have the ability to work reggae.

For reggae to have credibility in the U.S., it must be credible in Jamaica. Often when a reggae artist is signed to a major label, they become more like mainstream R&B artists than reggae artists. VP, as an independent, has more ability to stay true to reggae music and culture. While the mainstream success that reggae is enjoying right now is great for VP and reggae music in general, VP will always work to serve its core.

**R&R:** Tell us how the deal with VP and Atlantic Records came about.

**JJ:** With the amazing success of Tanto Metro & Devonte's song "Give It to Her" last summer and Sean Paul's first single, "Gimme the Light," blowing up nationally, Atlantic Records recognized the potential market for reggae music in mainstream America. VP Records recognized how beneficial major-label backing could be for its current and future artists. They formed a strategic alliance and are taking radio by storm.

**R&R:** Most dancehall music has the

same beats, which are referred to as dawalle. Can you explain what that is?

**JJ:** "Dawalle" is the hottest dancehall riddem, or beat, in America at this time. It's the music behind the Wayne Wonder smash "No Letting Go" and Sean Paul's "Get Busy."

**R&R:** Did you ever think dancehall would get as big as it is today?

**JJ:** I have been working reggae since the early '90s. While reggae enjoyed some mainstream popularity in the mid-'90s with artists like Shabba Ranks, Maxie Priest, Beenie Man and Chaka Demus & Pliers, it has, for the most part, been a struggle to get reggae played on mainstream airways. It was often restricted to specialty shows and the occasional mix show.

Despite the battles, I have always realized the potential for dancehall music in the mainstream. Recently artists like Shaggy, Beenie Man, Wayne Wonder, Tanto Metro & Devonte, TOK, Damian and Stephen Marley and Sean Paul are bringing reggae back to the forefront.

With the help of a great team of

Continued on Page 33





April 18, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	GROSS IMPRESSIONS (9)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)	5534	-387	813625	15	78/0
2	2	R. KELLY Ignition (Jive)	5096	-60	623714	18	77/0
3	3	SEAN PAUL Get Busy (40/40/VP/Atlantic)	4838	+260	670500	10	79/0
4	4	FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	4710	+607	644111	10	76/0
5	5	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	4232	+363	581501	9	77/0
7	6	50 CENT 21 Questions (Shady/Aftermath/Interscope)	4222	+754	621992	6	77/1
6	7	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)	3821	+135	573875	13	73/0
8	8	NAS I Can (Columbia)	3617	+302	555853	10	72/0
12	9	GINUWINE Hell Yeah (Epic)	3071	+199	357110	13	67/0
10	10	LIL' KIM The Jump Off (Queen Bee/Atlantic)	3027	+4	372261	12	76/1
11	11	TYRESE How You Gonna Act Like That (J)	2720	-250	395137	19	70/0
13	12	AALIYAH Miss You (BlackGround/Universal)	2608	-180	362828	21	70/0
9	13	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	2563	-507	476268	11	72/0
14	14	B2K Girlfriend (Epic)	2279	-22	271049	9	71/0
19	15	FRANKIE J. Don't Wanna Try (Columbia)	2033	+142	222329	8	49/0
15	16	JENNIFER LOPEZ F/LL COOL J All I Have (Epic)	1895	-377	249017	17	70/0
17	17	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)	1861	-274	179764	17	63/0
23	18	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	1803	+295	212849	6	53/0
20	19	NELLY Pimp Juice (Fo' Reel/Universal)	1749	+48	182250	6	69/2
16	20	50 CENT Wanksta (Shady/Interscope)	1749	-428	203674	19	53/0
26	21	JUSTIN TIMBERLAKE Rock Your Body (Jive)	1735	+285	212930	5	49/4
25	22	STAGGA LEE Roll Wit M.V.P. (ARTISTdirect)	1659	+169	125829	9	60/1
18	23	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)	1555	-579	163647	16	66/0
22	24	DMX X Gon Give It To Ya (Ruff Ryders/IDJMG)	1507	-36	202292	12	53/1
21	25	2PAC F/TRICK DADDY Still Ballin' (Amaru/Death Row/Interscope)	1434	-253	179493	9	55/0
29	26	WAYNE WONDER No Letting Go (VP/Atlantic)	1314	+242	234249	18	55/4
24	27	EMINEM Superman (Shady/Aftermath/Interscope)	1256	-242	149588	15	56/0
35	28	DA BRAT In Love Wit Chu (So So Def/Arista)	1191	+439	125982	4	61/7
28	29	LIL' MO F/FABOLOUS 4 Ever (Elektra/EEG)	1188	+64	166757	7	53/4
31	30	TALIB KWELI Get By (Rawkus/MCA)	1130	+150	156707	5	59/5
38	31	PANJABI MC Beware Of The Boys (Sequence)	1056	+422	252950	2	17/8
34	32	BONE THUGS-N-HARMONY Home (Ruthless/Epic)	908	+33	97330	4	38/0
30	33	2PAC Thugz Mansion (Amaru/Death Row/Interscope)	850	-140	129964	20	39/0
40	34	JOE BUDDEN Pump It Up (Def Jam/IDJMG)	766	+220	174369	2	50/8
Debut	35	MONICA So Gone (J)	731	+345	125876	1	54/4
33	36	JUSTIN TIMBERLAKE Cry Me A River (Jive)	725	-171	84921	17	38/0
37	37	DJ KAY SLAY Too Much For Me (Columbia)	713	0	124668	3	37/3
39	38	KEITH MURRAY Yeah Yeah U Know It (Def Jam/IDJMG)	682	+50	105117	5	37/0
49	39	HITMAN SAMMY SAM Step Daddy (Universal)	644	+223	56056	2	37/8
32	40	MARQUES HOUSTON That Girl (Interscope)	637	-297	67156	10	42/0
36	41	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)	628	-103	73220	11	49/0
Debut	42	JENNIFER LOPEZ I'm Glad (Epic)	615	+327	96910	1	38/5
44	43	BONECRUSHER Never Scared (Arista)	582	+118	101754	3	30/2
47	44	DAVID BANNER F/LIL' FLIP Like A Pimp (Universal)	576	+152	65617	3	45/8
Debut	45	R. KELLY Snake (Jive)	556	+229	134117	1	4/3
Debut	46	LIL' KIM F/50 CENT Magic Stick (Queen Bee/Atlantic)	506	+204	128511	1	6/5
42	47	CHOPPA Choppa Style (No Limit/Universal)	501	+4	47471	13	20/0
43	48	BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	499	+15	70121	6	39/0
46	49	LYRIC Hot & Tippy (J)	487	+61	37312	2	31/2
41	50	HOT BOYS My Section (Cash Money/Universal)	469	-35	31488	4	35/0

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 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
FAT JOE F/HUEY DUNBAR Chasing Papi (Sony Discos)	17
CHINGY Right Thurr (Priority/Capitol)	11
FLOETRY Say Yes (DreamWorks)	10
E-40 One Night Stand (Sick Wid' It/Jive)	10
JOE BUDDEN Pump It Up (Def Jam/IDJMG)	8
DAVID BANNER F/LIL' FLIP Like A Pimp (Universal)	8
HITMAN SAMMY SAM Step Daddy (Universal)	8
PANJABI MC Beware Of The Boys (Sequence)	8
DA ENTOURAGE Bunny Hop (Universal)	8
BECKY BAELING Getaway (Universal)	8
PLAYA Never Too Late (BlackGround/Universal)	8

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
50 CENT 21 Questions (Shady/Aftermath/Interscope)	+754
FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)	+607
DA BRAT In Love Wit Chu (So So Def/Arista)	+439
PANJABI MC Beware Of The Boys (Sequence)	+422
BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)	+363
MONICA So Gone (J)	+345
JENNIFER LOPEZ I'm Glad (Epic)	+327
NAS I Can (Columbia)	+302
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	+295
JUSTIN TIMBERLAKE Rock Your Body (Jive)	+285

## New & Active

JAHEIM Put That Woman First (Divine Mill/WB) Total Plays: 465, Total Stations: 20, Adds: 0
RATED R In Here Ta Nite (2-4-1/Universal) Total Plays: 289, Total Stations: 25, Adds: 1
LIL' JON & THE EASTSIDE BOYZ I Don't Give A @#\$\$ (TVT) Total Plays: 273, Total Stations: 12, Adds: 0
DA ENTOURAGE Bunny Hop (Universal) Total Plays: 222, Total Stations: 16, Adds: 8
FLOETRY Say Yes (DreamWorks) Total Plays: 208, Total Stations: 20, Adds: 10
LIL' JON & THE EASTSIDE BOYZ Play No Games (TVT) Total Plays: 187, Total Stations: 9, Adds: 1
MADONNA American Life (Maverick/WB) Total Plays: 178, Total Stations: 8, Adds: 1
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG) Total Plays: 146, Total Stations: 9, Adds: 4
JURASSIC 5 F/MYA Thin Line (Interscope) Total Plays: 145, Total Stations: 18, Adds: 1

Songs ranked by total plays

R&R Station Playlists have moved to the web.  
See all of our monitored reporters at  
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April 18, 2003

RANK ARTIST TITLE LABEL

- 1 **50 CENT** In Da Club (*Shady/Aftermath/Interscope*)
- 2 **50 CENT** 21 Questions (*Shady/Aftermath/Interscope*)
- 3 **SEAN PAUL** Get Busy (*VP/Atlantic*)
- 4 **SNOPP DOGG** Beautiful (*Doggy Style/Priority/Capitol*)
- 5 **NAS** I Can (*Columbia*)
- 6 **JAY-Z** Excuse Me Miss (*Roc-A-Fella/IDJMG*)
- 7 **FABOLOUS f/LIL' MO** Can't Let You Go (*Elektra/EEG*)
- 8 **LIL' KIM** The Jump Off (*Queen Bee/Undeas/Atlantic*)
- 9 **PANJABI MC** Beware Of The Boys (Sequence)
- 10 **GINUWINE** Hell Yeah (*Epic*)
- 11 **BUSTA RHYMES f/MARIAH CAREY...** I Know What You Want (*J*)
- 12 **R. KELLY** Ignition (*Jive*)
- 13 **B2K** Girlfriend (*Epic*)
- 14 **JOE BUDDEN** Pump It Up (*Def Jam/IDJMG*)
- 15 **2PAC** Still Ballin' (*Amaru/Tha Row/Interscope*)
- 16 **R. KELLY f/BIG TIGGER** Snake (*Jive*)
- 17 **DJ KAY SLAY** Too Much For Me (*Columbia*)
- 18 **TALIB KWELI** Get By (*Rawkus/Priority*)
- 19 **LIL' KIM f/50 CENT** Magic Stick (*Queen Bee/Atlantic*)
- 20 **WAYNE WONDER** No Letting Go (*VP/Atlantic*)
- 21 **DA BRAT** I'm In Love With You (*So So Def/Arista*)
- 22 **BABY** What Happened To That Boy? (*Cash Money/Universal*)
- 23 **JAY-Z** Stop (*Roc-A-Fella/IDJMG*)
- 24 **BONECRUSHER** Never Scared (*So So Def/Arista*)
- 25 **50 CENT f/NOTORIOUS B.I.G.** Realist Nigga (*Shady/Aftermath/Interscope*)
- 26 **DMX** X Gon' Give It To Ya (*Ruff Ryders/IDJMG*)
- 27 **LIL' MO f/FABOLOUS** 4Ever (*Elektra/EEG*)
- 28 **KEITH MURRAY** Yeah Yeah I Know It (*Def Jam/IDJMG*)
- 29 **LIL' JON & EASTSIDE BOYZ** Get Low (*TVT*)
- 30 **FREEWAY** Flipside (*Roc-A-Fella/IDJMG*)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/6-4/12/03. ©2003, R&R, Inc.



## PHIAT MIX SIX

- DIPLOMATS** Dipset Anthem (*Roc-A-Fella/IDJMG*)
- KILEY DEAN** Make Me A Song (*Beatclub/Interscope*)
- LOON f/P. DIDDY & KELIS** How You Want That (*Bad Boy/Universal*)
- PANJABI MC f/JAY-Z** Beware Of The Boy (*Sequence*)
- R. KELLY** Snake (*Jive*)
- JOE BUDDEN** Pump It Up (*Spitfire/IDJMG*)



Right now my hottest joint is Chingy's "Right Thurr" (Priority). When I first heard it I thought it was a fluke, but now it's swelled into something big. I think I had bad hearing at the time. "Right Thurr" is a hot record. Petey Pablo's "You Don't Want That" (Jive) drives people crazy. That and Lil Jon & The Eastside Boyz's "Get Low" (TVT) are records that are out of control out here. My slow joint right now is Floetry's "Say Yes" (DreamWorks). Any guy who wants to hook up with a lady should play her this song. It's a quality R&B joint. The next one about to hit is Loon & Kelis' "How You Want That" (Bad Boy/Universal). That s\*\*t is hot. The Remix to Jay-Z's "Excuse Me Miss" (Roc-A-Fella) is another hot-ass record. This summer is going be on fire!



(Editors note: Congrats to Nappy, who just got promoted to Mix Show Coordinator at KXHT.)

— DJ Nappy, KXHT/Memphis



The first time I heard Young Gunz's "Can't Stop, Won't Stop" (Roc-A-Fella/IDJMG), I was already mesmerized by the beat. The last time I heard it, the whole crowd screamed when I dropped it in the mix! If you haven't heard it yet, give it a listen, and you won't be mad. It's "Grindin'" all over again, people! Be on the lookout for my new television show with KMEL night jock and *Chop Shop* host Big Von in the Bay Area this fall. The show will feature music videos, artist features and gadget reviews. For more information, call me at 650-283-0003.

— E Rock, KMEL/San Francisco

### Blazin' Hip-Hop...

Continued from Page 31

independent promoters and key radio stations leading the way — WQHT and WWPR/New York; WHZT/Greenville, SC; KPWR/Los Angeles; KYLD/San Francisco; WIOQ/Philadelphia; WIHT and WPGC/Washington; WEDR and WPOW/Miami; WJMN/Boston; WLLD/Tampa; WZMX/Hartford; and WWKX/Providence, to name a few — reggae is becoming a permanent part of playlists across the country. Every day I am closer to hearing my dream radio tag: "Playing today's hottest hip-hop, R&B and reggae music."

**R&R:** What does the future of dancehall look like? Do you think it will get better with artists like Sean Paul?

**JJ:** When people look at Sean Paul, who is the hottest thing out of Jamaica right now, they must also look at some of the other artists who helped pave the way. Tanto Metro & Devonte, TOK, Damian and Stephen Marley, Shaggy and Beenie Man are a few who definitely helped radio stations realize the reaction that reggae music could create. Looking at the upcoming roster of VP artists and summer releases, I can tell you that this could be the biggest summer ever for reggae music in the U.S.

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# ON THE RECORD

## This Week's Hottest Music Picks

### Peter Gunn

PD, WBLO/Louisville

**Bonecrusher's "Never Scared"** (So So Def/Arista): This could be the catch phrase of the summer!

**Union Turnpike's "Oh!"** (Independent): Hip-hop and rock are twin sons of different mothers, and it's cool to hear Billy Squier on the radio again — sort of.

### Jill Strada

MD, WPYO/Orlando

**Drunken Munkey's "E"** (Ultra): This is a hot dance song on our station right now. Top five phones!

**Justin Timberlake's "Rock Your Body (Sander Klineenberg Remix)"** (Jive): The remix is dope. We're developing this song.

**Panjabi MC featuring Jay-Z's "Beware of the Boys"** (Sequence): This song has great potential.

**50 Cent featuring Nate Dogg's "21 Questions"** (Shady/Aftermath/Interscope): Hot! Hot! Hot! C'mon, it's 50 Cent!

### Bobby Ramos

PD, KKPR/EI Paso

**Frankie J's "Don't Wanna Try"** (Columbia): Researching top 10! Requesting No. 1!

**Da Brat's "In Love Wit Chu"** (So So Def/Arista): It's got a great hook; this will be an all-daypart joint.

**Panjabi MC featuring Jay-Z's "Beware of the Boys"**: If you played Erick Sermon or Truth Hurts, this one's sick!

**Joe Budden's "Pump It Up"** (Def Jam/IDJMG): This club anthem gets you shakin' dat ass from start to finish.

**Talib Kweli's "Get By"** (Rawkus/MCA): The hook stays in your head.

### Alexa The Girl Next Door

MD, KXJM/Portland, OR

**Fabulous featuring Ashanti's "Into You"** (Elektra/EEG): The no-brainer of the year. It's

got the Tamia hook every female knows, and it just makes you feel good when you hear it.

**Kylie Dean's "Make Me a Song"** (Beatclub/Interscope): Sounds so much like Aaliyah, it's eerie. Timbaland put beats to it that make it

perfect to bang all day long.

**Lil Kim featuring 50 Cent's "Magic Stick"** (Queen Bee/Atlantic): Lil Kim. 50 Cent. 'Nuff said. Heat!

### R Dub

PD, KOHT/Tucson

**Panjabi MC featuring Jay-Z's "Beware of the Boys"**: We usually wait on everything, but I had to throw this on the air the moment I heard it. This song is nuts!

**Chingy's "Right Thurr"** (Priority): I like this track hurr. I wanna put it on the urr!

**Kiley Dean's "Make Me a Song"**: Tim's done-done it again. She sounds great, and the track is all-around solid.

### John E. Kage

MD, KQKS/Denver

**Chingy's "Right Thurr"**: No. 5 phones after one week of airplay. Ludacris produced it, and there's a catchy hook. Feels good early.

**Lil Kim featuring 50 Cent's "Magic Stick"**: The standout track on the album. I'm a big fan.



Kiley Dean

### Jimi Jamm

PD, WPKF/Poughkeepsie, NY

**Panjabi MC featuring Jay-Z's "Beware of the Boys"**: Like a fist between the eyes. Sounds big on the air!

**Jay-Z's "Stop"** (Roc-A-Fella/IDJMG): Nice club banger.

**Dream's "That's OK"** (Bad Boy/Arista): Poppy transition records with tempo are a good thing.

**50 Cent's "Many Men"** (Shady/Aftermath/Interscope): Another hot track from a juggernaut CD.

### Karen Wild

MD, KUBE/Seattle

**Genuwine's "On My Way"** (Epic): Sexy, sexy, sexy.

**Monica featuring Missy Elliott's "So Gone"** (J): Love the production from Missy. This is a song women can hear for sure.

### Tommy Del Rio

PD, KSEQ/Fresno

**Lil Kim featuring 50 Cent's "Magic Stick"**: Another 50 Cent record to schedule, but it's worth it!

**Kiley Dean's "Make Me a Song"** (Beat Club/Interscope): Man, this song is very hot for us.

**Joe Budden's "Pump It Up"**: This is my joint to play Def Jam Vendetta to! Hot s\*\*t!

**Fabulous featuring Ashanti's "Into You"** (Elektra/EEG): This is going to blow up fast!

**Keith Murray's "Yeah Yeah U Know It"** (Def Jam/IDJMG): Hot club vibe, which is why I threw it into rotation. Catchy hook!

### David Simpson

MD, WZMX/Hartford

**Foxy Brown's "I Need a Man"** (Violator/IDJMG): Real big requests and mix show spins. It's now in regular rotation.

**Panjabi MC featuring Jay-Z's "Beware of the Boys"**: Smash on the phones.

**Choppa's "Choppa Style"** (No Limit/Universal): Another big mix show song. Could go full-time next week!

**Frankie J's "Don't Wanna Try"** (Columbia): Sounds like "Tender Love." Great song!

### Frank E.

PD, KMRK/Midland-Odessa, TX

**Panjabi MC featuring Jay-Z's "Beware of**

the Boys": This cut is the s\*\*t! Lotsa energy!

**Jay-Z's "Excuse Me Miss"** (Roc-A-Fella/IDJMG): Doing real well with my listeners.

**Jay-Z's "Stop"**: This is definitely his next track!

### Nick Elliott

PD, KKXX/Bakersfield

**Stagga Lee's "Roll Wit M.V.P."** (ARTIST-direct): Has the phones rollin' over. Top five now at KKXX!

**Hitman Sammy Sam's "Step Daddy"** (Universal): Instant phones. I look for this to be a huge novelty record.

**Talib Kweli's "Get By"**: I turn it up as loud as I can when it comes on the radio!

### Zac Davis

PD, WBVD/Melbourne

**Joe Budden's "Pump It Up"**: Solid. Good club record. Gonna play it at night — for now.

**Panjabi MC featuring Jay-Z's "Beware of the Boys"**: Put this one in all day. We're getting tons of curiosity calls. It's been called "the Arabic chant song," "the Knight Rider song" and "the Indian song." Whatever it is, it's working for us!

**Drunken Munkey's "E"**: Good tempo for the station. I think it will work for us with the beach and all the clubs here. I am getting some calls on this.

**50 Cent's "P.I.M.P."** (Shady/Aftermath/Interscope): I love the way this record sounds. We're bangin' "21 Questions," but I think this could be next. I hope it's next, anyway. Great sound.

### Mark Adams

PD, KXJM/Portland, OR

**Kylie Dean's "Make Me a Song"**: Hot Timbaland joint. Damn, this girl sounds like Aaliyah. Spooky, but cool.

**Lil Kim featuring 50 Cent's "Magic Stick"**: Already blowin' up from mix show play.

**Fabulous featuring Ashanti's "Into You"**: Immediate, top five phones. Early callout potential looks solid.

**Bonecrusher's "Never Scared"**: He ain't never scared! He ain't never scared! Grrrrrrrragh!

**Keith Murray's "Yeah Yeah You Know It"**: Another cut blowin' up from mix show play. Just opened up full-time. Sounds hot.



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For The Week Ending 4/18/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
50 CENT In Da Club (Shady/Interscope)	4.20	4.08	95%	37%	4.24	98%	40%
AALIYAH Miss You (BlackGround/Universal)	3.97	3.94	93%	30%	4.06	94%	30%
EMINEM Sing For The Moment (Shady/Aftermath/Interscope)	3.93	4.04	93%	21%	3.93	94%	20%
JUSTIN TIMBERLAKE Rock Your Body (Jive)	3.89	-	95%	21%	3.86	95%	22%
FABOLOUS FMIKE SHOREY & LIL' MO Can't Let You Go (Elektra)	3.86	3.95	53%	8%	4.02	55%	7%
EMINEM Superman (Shady/Aftermath/Interscope)	3.84	3.79	97%	35%	3.89	98%	33%
FIELD MOB Sick Of Being Lonely (MCA)	3.82	3.79	56%	16%	3.92	62%	18%
FRANKIE J Don't Wanna Try (Columbia)	3.81	3.80	40%	7%	3.89	35%	6%
SNOOP DOGG FIPHARRELL & UNCLE CHARLIE WILSON Beautiful (Priority/Capitol)	3.79	3.74	74%	18%	3.80	76%	20%
50 CENT 21 Questions (Shady/Interscope)	3.78	3.92	53%	8%	3.97	56%	5%
WAYNE WONDER No Letting Go (VP/Atlantic)	3.78	-	43%	11%	3.77	43%	13%
DMX X Gon' Give It To Ya (Bloodline/IDJMG)	3.77	3.81	75%	16%	3.85	79%	16%
MISSY ELLIOTT FILUDACRIS Gossip Folks (Gold Mind/Elektra/EEG)	3.76	3.70	94%	39%	3.84	95%	39%
R. KELLY Ignition (Jive)	3.76	3.69	90%	27%	3.93	92%	27%
NAS I Can (Columbia)	3.72	3.86	66%	18%	3.83	70%	18%
TYRESE How You Gonna Act Like That (J)	3.69	3.83	73%	16%	3.72	72%	17%
BUSTA RHYMES ft MARIAH CAREY I Know What You Want (J)	3.69	3.72	66%	12%	3.85	64%	10%
50 CENT Wanksta (Shady/Aftermath/Interscope)	3.67	3.60	82%	33%	3.79	87%	36%
JA RULE FJASHANTI Mesmerize (Murder Inc./IDJMG)	3.66	3.69	97%	51%	3.69	98%	53%
LIL' KIM Ft MR. CHEEKS The Jump Off (Atlantic)	3.66	3.74	64%	13%	3.73	66%	11%
GINUWINE Hell Yeah (Epic)	3.64	3.71	75%	22%	3.69	75%	21%
2 PAC Ft TRICK DADDY Still Ballin' Amaru/The Row/Interscope (3.63)	3.58	39.00	9%	3.85	37.00	7%	23
THUGZ MANSION Amaru/Death Row/Interscope (3.62)	3.51	66.00	20%	3.78	68.00	18%	24
JENNIFER LOPEZ FILL COOL J All I Have (Epic)	3.59	3.66	99%	53%	3.54	99%	57%
JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)	3.58	3.65	68%	18%	3.64	71%	20%
B2K AND P. DIDDY Bump, Bump, Bump (Epic)	3.56	3.64	99%	58%	3.53	99%	63%
STAGGA LEE Roll Wit M.V.P. (Artist Direct)	3.54	3.46	26%	5%	3.69	23%	4%
NELLY Pimp Juice (Fo' Reel/Universal)	3.50	3.59	64%	14%	3.65	66%	14%
B2K Girlfriend (Epic)	3.45	3.46	75%	24%	3.43	77%	27%

Total sample size is 592 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.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.

# HEAD RUSH

ARTIST: DJ Kay Slay  
LABEL: Columbia

By MIKE TRIAS/ASSISTANT EDITOR



Keith Grayson has been known by many names — from his original moniker, "KG," to legendary status as graffiti king "DEZ" to the title "Drama King," due in part to his duties as host of WQHT (Hot 97)/New York's *Drama Hour*. As DJ Kay Slay, he's become one of the mix-tape circuit's most revered names. His mixes have been the vehicle of choice for attacks and rebuttals by some of rap's finest. Now Grayson presents *The Streetsweeper, Vol. 1*, his debut CD, due for a May 20 release.

"Too Much for Me," the lead single, was produced by The Dream Team. The guest appearances on the single read like a dream team too: Nas, Foxy Brown and Baby deliver verses, while Amerie sings the hook to the club banger.

*Streetsweeper* features many of today's hottest artists, making it a must-have for hip-hop heads everywhere. 50 Cent, Eminem, Fat Joe and The Lox (to name just a few) spit rhymes, and even mix-tape rival DJ Clue dropped by for a surprise appearance. Aaron Hall makes a comeback on the project as well. "I'm a master of waking up the dead," says Slay of his guest selections. "I like to grab hold of brothers who people kind of forgot about, brothers who still have potential and talent, but no one's willing to give them the chance."

"This whole album is like a biography of Kay Slay. That's why a lot of the titles are symbolic of things that I went through in my life. From 'Shot the Fuck Up' to 'Drama' to 'Ima Smack This Muthafucka Up' to 'I Never Like Ya Ass,' every title is based on my life."

## Reporters

<p><b>KKSS/Albuquerque, NM *</b> PD: Pete Montez APD: Dana Cortez MD: Alley Faith No Adds</p> <p><b>KYLZ/Albuquerque, NM *</b> Intrm PD/APD: Mr. Chan MD: D. Lopez 1 FAT JOE Ft. DUNBAR "Papi" 2 PANJABI MC "Boys" 3 PRIMMARY COLORZ "Change"</p> <p><b>KFAT/Anchorage, AK</b> OM: Michelle Chick PD: Paul Boris 15 MARY J. BLIGE "Cockade" 1 JA RULE "Rings" 1 LL COOL J "Amazin'"</p> <p><b>WBTS/Atlanta, GA *</b> PD: Sean Phillips APD/MD: Maverick DA BRAT "Love"</p> <p><b>WZBZ/Atlantic City, NJ *</b> PD: Rob Garcia 1 LIL' KIM Ft. 50 CENT "Magic" 2 DA ENTOURAGE "Bunny" 3 HITMAN SAMMY SAM "Daddy" 4 PLAYA "Late"</p> <p><b>KQBT/Austin, TX *</b> PD: Scooter B. Stevens MD: Preston Lowe BECKY BAELING "Getaway" FLOETRY "Yes" PLAYA "Late" SMOOT "Franny"</p> <p><b>KXMG/Austin, TX *</b> PD: Jay Michaels MD: Bradley Grein 1 ARIEL LAVIGNE "Kissin" 2 WAYNE WONDER "Letting" 3 AMANDA PEREZ "Never" 4 COLIPLAY "Glocks" 5 JENNIFER LOPEZ "Glad"</p> <p><b>KISV/Bakersfield, CA *</b> DMPD: Bob Lewis APD/MD: Picazzo 7 DANIEL BEDINGFIELD "One" 8 FAT JOE Ft. DUNBAR "Papi" 9 PRIMMARY COLORZ "Change"</p> <p><b>KXXX/Bakersfield, CA *</b> APD: Mingo MD: Laura Michael E-40 "Stand"</p> <p><b>WJNH/Baton Rouge, LA *</b> PD: Randy Chase CHINGY "Right" DAVID BANNER "Like" HITMAN SAMMY SAM "Daddy" MONICA "Gone"</p> <p><b>WBHU/Birmingham, AL *</b> APD/MD: Mary Kay 5 CHINGY "Right" FLOETRY "Yes" MOBB DEEP "Shots"</p> <p><b>WJMN/Boston, MA *</b> VP/Prog. PD: Cadillac Jack APD: Dennis O'Hara MD: Chris Tyler 1 DAVID BANNER "Like" 2 CADDILLAC TAY "Gotta"</p>	<p><b>WRVZ/Charleston, WV</b> PD: Sharon Powers MD: Bill Shahan No Adds</p> <p><b>WWBZ/Charleston, SC *</b> PD: Geny George III 1 CHINGY "Right" 2 DA ENTOURAGE "Bunny" 3 FAT JOE Ft. DUNBAR "Papi" 4 PLAYA "Late"</p> <p><b>WCHH/Charlotte, NC *</b> PD: Boogie D MD: Baby Boy Stu 45 50 CENT "21" 38 FIELD MOB "Know" 23 CHINGY "Right" 23 T.I. "24's"</p> <p><b>WBBM-FM/Chicago, IL *</b> PD: Todd Cavanah MD: Eric Bradley 37 R. KELLY "Heart" 4 DA BRAT "Love" 2 LIL' KIM "Jump"</p> <p><b>KNDA/Corpus Christi, TX *</b> OM/MD: Bill Thomas PD: Richard Leal 7 FIELD MOB "Know" 4 PLAYA "Late" 1 CHINGY "Right" 2 BECKY BAELING "Getaway" 3 FAT JOE Ft. DUNBAR "Papi" 4 PRIMMARY COLORZ "Change" 5 ROSCOE "Head" 6 SMOOT "Franny"</p> <p><b>KZFM/Corpus Christi, TX *</b> PD: Ed Ocasna MD: Arlene Madall 10 PANJABI MC "Boys" 11 FLOETRY "Yes" 12 FAT JOE Ft. DUNBAR "Papi"</p> <p><b>KBFB/Dallas-Ft. Worth, TX *</b> OM/MD: John Candelaria PD: Fred Rico 6 DA ENTOURAGE "Bunny"</p> <p><b>WDHT/Dayton, OH *</b> DMPD: Picazzo APD/MD: Marcel Thornton DA BRAT "Love" JENNIFER LOPEZ "Glad" JUSTIN TIMBERLAKE "Body"</p> <p><b>KQKS/Denver-Boulder, CO *</b> PD: Cat Collins MD: John E. Kage 46 CHINGY "Right" 11 LIL' KIM Ft. 50 CENT "Magic" 6 JURASSIC 5 "Freaky Thn"</p> <p><b>KPRR/El Paso, TX *</b> PD: Bobby Ramos APD: Patti Diaz MD: Gina Lee Fuenberg 9 JUSTIN TIMBERLAKE "Body" 10 JENNIFER LOPEZ "Glad"</p> <p><b>WBTT/Fl. Myers, FL *</b> PD: Ron Shepard 5 FAT JOE Ft. DUNBAR "Papi" 1 DJ KAY SLAY "Muck" 1 HITMAN SAMMY SAM "Daddy" CHINGY "Right"</p> <p><b>WJFX/Fl. Wayne, IN *</b> PD: Beau Darak MD: Wazaa 3 YALIB KWELL "Get" 1 DAVID BANNER "Like"</p>	<p><b>KBOS/Fresno, CA *</b> PD: Pattie Moreno APD: Greg Hoffman MD: Danny Salas 16 DJ KAY SLAY "Muck" 16 CHRISTINA AGUILERA "Fighter"</p> <p><b>KSEQ/Fresno, CA *</b> PD: Tommy Del Rio MD: Felix The Cat 10 BECKY BAELING "Getaway" 11 DA ENTOURAGE "Bunny" E-40 "Stand" FAT JOE Ft. DUNBAR "Papi" PRIMMARY COLORZ "Change"</p> <p><b>WJMH/Greensboro, NC *</b> DMPD: Brian Douglas MD: Tap Money 20 PANJABI MC "Boys" 17 TALIB KWELL "Get"</p> <p><b>WHZT/Greenville, SC *</b> PD: Fisher MD: Murph Dawg 1 AMANDA PEREZ "Never" DA BRAT "Love"</p> <p><b>WOSL/Greenville, NC *</b> PD: Jack Spade 4 HITMAN SAMMY SAM "Daddy"</p> <p><b>WZMX/Hartford, CT *</b> OM: Steve Salihany PD: Victor Starr APD/MD: David Simpson 57 LIL' KIM Ft. 50 CENT "Magic" 2 DIPLOMATS "Anthem"</p> <p><b>KDOB/Honolulu, HI *</b> PD: Leo Baldwin MD: Sam The Man 1 CHINGY "Right" E-40 "Stand" FIELD MOB "Know" JENNIFER LOPEZ "Glad"</p> <p><b>KIKI/Honolulu, HI *</b> PD: Fred Rico MD: Ryan Sean No Adds</p> <p><b>KXME/Honolulu, HI *</b> PD: K.C. MD: Kevin Aitaka DA ENTOURAGE "Bunny" DAVID BANNER "Like" LYRIC "Topsy"</p> <p><b>KBXX/Houston-Galveston, TX *</b> PD: Tom Calocacci MD: Carmen Contreras 32 PANJABI MC "Boys" 16 R. KELLY "Snake"</p> <p><b>KPTY/Houston-Galveston, TX *</b> PD/MD: Houston Marco OM: Pat Diaz 6 DMX "X" 3 DAVID BANNER "Like" 2 WAYNE WONDER "Letting"</p> <p><b>WHHH/Indianapolis, IN *</b> DMPD: John E. Kage MD: DJ Wreath I 1 FLOETRY "Yes" MONICA "Gone"</p> <p><b>WXIS/Johnson City, TN *</b> PD/MD: Todd Ambrose DA ENTOURAGE "Bunny" MADONNA "American" PLAYA "Late"</p>	<p><b>KLUC/Las Vegas, NV *</b> DMPD: Cat Thomas APD: Mike Spencer MD: J.B. King 10 FIELD MOB "Know" 5 DA ENTOURAGE "Bunny" 5 E-40 "Stand" MO THUGS/FELICIA "Long"</p> <p><b>KVEG/Las Vegas, NV *</b> MD: E-Spy 3 BONECRUSHER "Never" PANJABI MC "Boys"</p> <p><b>KWID/Las Vegas, NV *</b> PD: Tom Naylor MD: Pablo Sato HITMAN SAMMY SAM "Daddy"</p> <p><b>KHTE/Little Rock, AR *</b> PD: Tony Terrill No Adds</p> <p><b>KPWR/Los Angeles, CA *</b> PD/VP/Prog: Jimmy Staal MD: E-Max 1 DJ KAY SLAY "Muck" 6 Hi-C "Know" E-40 "Stand" LIL' MO/FABOLOUS "Ever"</p> <p><b>WBLO/Louisville, KY *</b> PD: Mark Gunn MD: Gerald Harrison 10 BUSTA RHYMES/MARIAH "Know" 12 CHINGO BLING "Boots" 12 MONICA "Gone" 10 TALIB KWELL "Get" 8 BONECRUSHER "Never" 8 JOE BUDDEN "Pump" 6 50 CENT/ATORIOUS "Realtist" 4 BLU CANTRILL "Breathin'"</p> <p><b>KXHT/Memphis, TN *</b> OM: Luscious Ice PD: Boogaloo 1 DA ENTOURAGE "Bunny" 1 CHINGY "Right" FAT JOE Ft. DUNBAR "Papi" JENNIFER LOPEZ "Glad"</p> <p><b>WPWO/Miami, FL *</b> PD: Kid Curry APD: Tony The Tiger MD: Eddie Mitz 5 FAT JOE Ft. DUNBAR "Papi" 4 DAVID BANNER "Like" 4 DUCE POPPI "Ming" FAT JOE Ft. DUNBAR "Papi"</p> <p><b>WPYM/Miami, FL *</b> PD/MD: Phil Michaels 48 DANIEL BEDINGFIELD "One"</p> <p><b>KTTB/Minneapolis, MN *</b> DMPD: Dusty Hayes APD: Annie K. 2 DAVID BANNER "Like" 2 DA BRAT "Love" FLOETRY "Yes" JENNIFER LOPEZ "Glad" JUSTIN TIMBERLAKE "Body"</p> <p><b>KHTN/Modesto, CA *</b> OM: Rene Roberts APD: Drew Stone 1 DMX "X" 1 FLOETRY "Yes" FAT JOE Ft. DUNBAR "Papi"</p> <p><b>KBTU/Monterey-Salinas, CA *</b> PD: Kaay Allen MD: Joe Budden "Pump" LIL' MO/FABOLOUS "Ever" NELLY "Pimp"</p> <p><b>KDON/Monterey-Salinas, CA *</b> PD/MD: Todd Ambrose DA ENTOURAGE "Bunny" MD: Alex Cartillo 6 JOE BUDDEN "Pump" BECKY BAELING "Getaway"</p>	<p><b>WJWZ/Montgomery, AL</b> PD/MD: Al Irving 10 FIELD MOB "Know" 5 DA ENTOURAGE "Bunny" 5 E-40 "Stand" MO THUGS/FELICIA "Long"</p> <p><b>WKTU/New York, NY *</b> VP/Prog: Frankie Blue APD/MD: J. Gonzalez 13 ARIA "Soldier" BECKY BAELING "Getaway"</p> <p><b>WQHT/New York, NY *</b> PD/VP/Prog.: Tracy Cleoherty MD: E-Spy 18 CADDILLAC TAY "Gotta" 13 MISSY ELLIOTT "Pussycat" 8 ELEPHANT MAN "Ruler" 7 BRAVEHEARTS/FINAS "Situations" LUMIDEE "Leave"</p> <p><b>WNVZ/Norfolk, VA *</b> PD: Don London MD: Ace Martinez 1 JOE BUDDEN "Pump" MONICA "Gone"</p> <p><b>KMRK/Odessa-Midland, TX</b> PD: Frank E D MD: Ace Martinez 14 BUSTA RHYMES/MARIAH "Know" 12 CHINGO BLING "Boots" 12 MONICA "Gone" 10 TALIB KWELL "Get" 8 BONECRUSHER "Never" 8 JOE BUDDEN "Pump" 6 50 CENT/ATORIOUS "Realtist" 4 BLU CANTRILL "Breathin'"</p> <p><b>KKWD/Oklahoma City, OK *</b> PD: Steve Dorian MD: Cisco Kidd FAT JOE Ft. DUNBAR "Papi" PRIMMARY COLORZ "Change"</p> <p><b>KCOH/Omaha, NE *</b> PD: Erik Johnson MD: Eric Johnson LIL' MO/FABOLOUS "Ever" WAYNE WONDER "Letting"</p> <p><b>WJHM/Orlando, FL *</b> PD: Steve Dorian MD: Bill Schenz MD: Matt Smith DA ENTOURAGE "Bunny" WAYNE WONDER "Letting"</p> <p><b>KWYL/Reno, NV *</b> PD/MD: Angel Garcia 8 E-40 "Stand" MOBB DEEP "Shots"</p> <p><b>KGRI/Riverside, CA *</b> PD: Jesse Dorian APD/MD: ODM MONICA "Gone" NELLY "Pimp"</p> <p><b>WPYO/Orlando, FL *</b> PD: Steve Dorian MD: Bill Schenz MD: Jili Strada BECKY BAELING "Getaway" DANIEL BEDINGFIELD "One" FLOETRY "Yes" STAGGA LEE "Roll"</p> <p><b>KCAQ/Oxnard-Ventura, CA *</b> APD: Big Bear 14 E-40 "Stand" 1 FLOETRY "Yes" CHINGY "Right" FAT JOE Ft. DUNBAR "Papi"</p> <p><b>KKUU/Palm Springs, CA</b> PD: Aridog MD: Erin Deveau 25 FAT JOE Ft. DUNBAR "Papi" RON ISLEY Ft. KELLY "What" DA ENTOURAGE "Bunny" JOE BUDDEN "Pump" PRIMMARY COLORZ "Change"</p>	<p><b>WPHI/Philadelphia, PA *</b> PD: Colby Cole MD: Raphael "Ratt" George No Adds</p> <p><b>KKFR/Phoenix, AZ *</b> PD: Bruce St. James APD: Charlie Huero MD: J. Phillips MD: Joey Boy FAT JOE Ft. DUNBAR "Papi"</p> <p><b>KZZP/Phoenix, AZ *</b> PD: Mark Medina MD: Chinao 1 LIL' MO/FABOLOUS "Ever"</p> <p><b>KXJM/Portland, OR *</b> DMP/Prog.: Mark Adams APD: Marco Davos MD: Alex 29 PANJABI MC "Boys" 47 R. KELLY "Snake" 10 LIL' MO/FABOLOUS "Ever"</p> <p><b>WPKF/Poughkeepsie, NY</b> PD: Jimi Jamm APD/MD: C.J. McIntyre 47 R. KELLY "Snake" 36 FRANKIE J "Warrior"</p> <p><b>WWWX/Providence, RI *</b> PD: DJ Buck MD: DJ Strass 16 LIL' MO/FABOLOUS "Ever" 6 KILEY DEAN "Song" 7 TANTO METRO "Honey" 1 MOBB DEEP "Shots" FLOETRY "Yes"</p> <p><b>KWNZ/Reno, NV *</b> PD: Bill Schenz MD: Matt Smith DA ENTOURAGE "Bunny" WAYNE WONDER "Letting"</p> <p><b>KWSY/Santa Rosa, CA *</b> PD: Chris Kelly BECKY BAELING "Getaway" KILEY DEAN "Song" PLAYA "Late"</p> <p><b>KUBE/Seattle-Tacoma, WA *</b> OM: Shellee Hart PD: Eric Powers MD: Karen Wilson No Adds</p> <p><b>KBMT/Sacramento, CA *</b> Intrm PD/PD/MD: J.R. 11 E-40 "Stand" FAT JOE Ft. DUNBAR "Papi" FIELD MOB "Know" PLAYA "Late"</p> <p><b>KSFM/Sacramento, CA *</b> VP/Prog: Mark Evans PD: Byron Kennedy MD: Tony Tezala 53 PANJABI MC "Boys" 31 R. KELLY "Snake" DA ENTOURAGE "Bunny" JOE BUDDEN "Pump" MACK 10 "Lights"</p> <p><b>WOCQ/Salisbury, DE</b> PD: Wookie MD: Deelita DA ENTOURAGE "Bunny" FLOETRY "Yes" HITMAN SAMMY SAM "Daddy" JHEIM "Woman"</p>	<p><b>KYWL/Spokane, WA *</b> PD: Steve Kiclighter MD: Chuck Wright FAT JOE Ft. DUNBAR "Papi" JOE BUDDEN "Pump" PRIMMARY COLORZ "Only"</p> <p><b>KSPW/Springfield, MO</b> PD: Chris Canton 1 CHRISTINA AGUILERA "Fighter" 1 DANIEL BEDINGFIELD "One" 1 LIL' MO/FABOLOUS "Ever"</p> <p><b>KWIN/Stockton-Modesto, CA *</b> PD: John Christian MD: Diane Fox 2 E-40 "Stand" AMANDA PEREZ "Never" BECKY BAELING "Getaway" DAVID BANNER "Like" KILEY DEAN "Song"</p> <p><b>WLLD/Tampa, FL *</b> PD: John Christian APD: Scanlan MD: Beata 15 LIL' MO "Low" DA BRAT "Love"</p> <p><b>KOHT/Tucson, AZ *</b> OM: Steve King PD/APD: R. Dub! MD: Richard Vittalobos 1 SMILEZ AND SOUTHWEST "Tall"</p> <p><b>KBLZ/Tyler-Longview, TX</b> PD: Lt. MD: Marcus Love DA ENTOURAGE "Bunny" DAVID BANNER "Like"</p> <p><b>WPGC/Washington, DC *</b> OM: Reggie House VP/Prog: Jay Stevens MD: Sarah O'Connor No Adds</p> <p><b>WMBX/West Palm Beach, FL *</b> PD: Mark McCray MD: Darnella Dunham No Adds</p> <p><b>KDGS/Wichita, KS *</b> PD: Greg Williams MD: Jo Jo Collins 7 DA BRAT "Love" 6 LYRIC "Topsy" 4 HITMAN SAMMY SAM "Daddy" JOE BUDDEN "Pump"</p>
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**\* Monitored Reporters**  
**91 Total Reporters**  
**81 Total Monitored**  
**10 Total Indicator**





# Promotions 101

Smart thinking from KNOU/New Orleans' Nicole Robinson

**K**NOU/New Orleans is one of the newest stations in the portfolio of Steve Hegwood's On Top Communications. So far, so good. The station, known as "U104.5," has quickly gained presence in the market thanks, in part, to the efforts of Promotions Director Nicole Robinson.

I recently spoke with Robinson, one of the stars on the KNOU staff, about what it's like to market and promote a fairly new, unestablished station. First, though, I asked her to discuss her life before KNOU. Just before joining the station she was the Southwest Regional Promotions Manager for Koch Records.

Robinson has been involved in promotions for close to 10 years, starting as an intern at Rip-It Records, an independent label based out of Orlando. "During that time I was still in school for recording engineering," she says.

"I began my internship at the record label's studio, and that eventually led to my working as the label's office intern. I

started in the sales department and then was tossed into the promotions department, where I was given a list and told to call people about the 69 Boyz's record 'Tootsie Roll.'

"I covered the Southwest and Southeast regions, doing promotions and sales for Rip-It all by my little old self. Needless to say, my engineering aspirations were put aside."

## New Opportunities Back Home

While at Rip-It Robinson was asked by Death Row Records to become their Southwest Regional Promotions Manager. She took the job and was based in her hometown of New Orleans. "After some time at Death Row, I began working at Cash Money Records," she says. "I did promotions and whatever else was needed to be done for three years."

During her time at Cash Money Robinson played an integral part in breaking Juvenile, The Hot Boyz, BG and Lil Wayne at radio.

Blackground Records was putting its promotions staff together and called on Robinson to join the

team as Southwest Regional Rep. After a short stint there she was persuaded by Benny Pough to join the MCA staff and relocate to Dallas. From MCA, Robinson moved on to work at Koch, enabling her to move back to New Orleans.

"It was while working for Koch that I was offered the position of Promotions Director at KNOU, New Orleans' hot new radio station," she says. "I immediately said yes. This move marks my first time in promotions on the radio side."

Whether in records or radio, promotions is a tough job, and one must be strong to endure and succeed. Robinson says that to be a good promotions director, one must have talent and access to great teachers. "You can be taught to do anything if you are willing to adapt, but creativity is something that comes naturally," she says. "The formalities or essentials of promotions can be taught, but execution coupled with creativity is the key."

"When doing radio promotions you have to, as the saying goes, think outside of the box. I say you have to *be* the box and have the ability to think outside, inside, on top of it and around it as well. Anything and everything that's hot, you have to feel it, find it, jump on it and get it poppin'!"

## Easy Transition

Robinson's transition from records to radio promotions wasn't that drastic a change for her. In fact, she says that she doesn't see much of a difference between the two jobs. "There's really no significant difference between doing radio promotions and record promotions," she says. "You're still the beggar, just on a different level. You deal with more people in radio promotions because you're dealing with not only the station personnel, but the public as well."

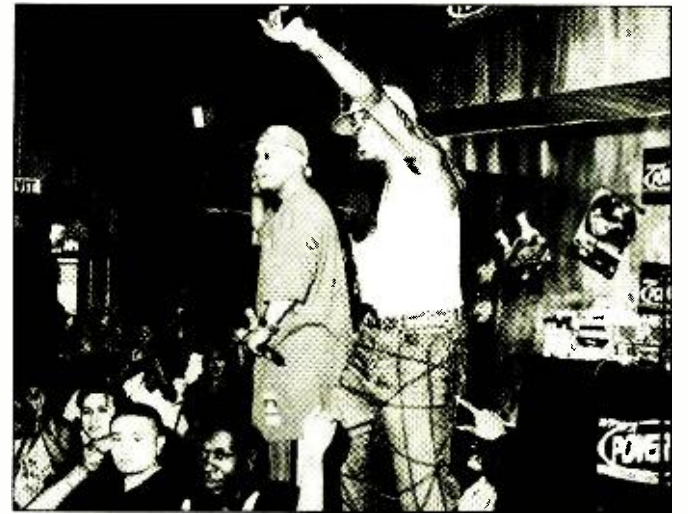
In dealing with the public, promotions directors are required to have their game face on at all times. This means that even if you're having a bad day, your listeners should not be able to tell. Robinson says, "I always remember what I tell my friends who are in the public eye: No one forced me to do what I'm doing; it's something that I chose."

**"When you keep the listener in mind and put that extra something in the program, it makes the listener feel that what you have to give is something they can't live without."**

"The public doesn't understand that this is my job. All they see is that I'm Nicole from KNOU and that they love my station. So, if I'm having a bad day, I deal with it. I have my rotten day when I get home."

One of the most important factors in promotions is creativity, especially if you're in a market with heavy competition. You don't want your station to sound just like the next one. "Creativity tossed in with followup is a mix that works," Robinson says. "You can have a ton of things to give away, but it's how you present it that makes it what it is."

"CD win-it-before-you-can-buy-it promotions are popular, and everyone loves and will take a free CD, but it's the twist that you add to it that makes it even better and more memorable to the listener. When you keep the listener in mind and put that extra something in the pro-



**BUSTA'S IN DA HOUSE** J Records artist Busta Rhymes (r) and his protege, Spliff Star, dropped in to perform for fans at a recent WPWX/Chicago event.

gram, it makes the listener feel that what you have to give is something they can't live without."

When creativity is a major part of your job there are bound to be days when the inspiration is just not there, for whatever reason. When that happens, Robinson reaches out for help. "I tell everyone around me that I need them to help me help myself," she says.

## Good Promotions Say A Lot

Robinson says that an example of a successful promotion that KNOU just executed was when the station did an advance screening for the LL Cool J film *Deliver Us From Eva*. "We followed the storyline of the movie and solicited callers to call in and tell us about the 'Eva' in their life," she says.

"When they called in with their stories, they not only won movie passes, they were also qualified for the grand prize: a gift certificate to a local spa where they and a guest would receive a manicure, pedicure, massage, facial and lunch courtesy of the station. You get more mileage out of something like that than just giving away a pass to a screening."

While music is vital to the success of a radio station, the promotions department is also essential. Good promotions mean a successful station. "The promotions department works hand in hand with the programming department," Robinson says. "In my case, I'm very lucky, because KNOU has a great PD in Lamonda Williams."

"Promotions coupled with programming makes for a successful mix. Having an aggressive street presence is essential as well. You must be on the pulse of everything in your city. With anything that's happening, a good promotions director has his or her station involved. Most important, when you're involved in the community, you're always one step ahead."

It's very easy in promotions to make a simple mistake that turns into something major. Because promotions directors deal with the sta-

tion's listeners, directly or indirectly, it's important that they make those listeners their No. 1 priority.

"The biggest mistake you could make in the promotions department is to not have enough product in-house or on the street," Robinson says. "You should never, ever give away something on the air that you don't have. Listeners are very special people, and if they won it, they definitely want it."

**"You can be taught to do anything if you are willing to adapt, but creativity is something that comes naturally."**

Robinson faces an uphill battle being Promotions Director at a relatively new station that's in direct competition with the heritage station in the city, WQUE. Some would look at the situation and run away, thinking it too difficult a task, but not Robinson. "It's not difficult at all," she says. "It's just like the story of David and Goliath. If you don't know the story, go read your Bible."

## TALK BACK TO R&R!

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

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R&B/Hip-Hop Monitor 21\*-19\*!

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Rap Monitor 20\*-20\*!

NEW THIS WEEK AT

WGCI KVEG WRED WUBT WTLZ

Airplay Leaders:

WHTA 63x WFUN 63x KATZ 59x WCHH 59x

KXHT 40x WBHJ 39x KNOU 38x WENZ 30x

HOT 97 24x KBFB 30x WPEG 27x Z90 21x

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**BONE CRUSHER**  
**ATTENCHUN!**

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**BONE CRUSHER / ATTENCHUN!**  
**STOMPING THROUGH A STORE NEAR YOU SOON!**

Produced by Avery Johnson for A1 Productions. Executive Producers: Jermaine Dupri and Dan Brown  
Killer Mike appears courtesy of Aquemini/Columbia Records. Management: Lance "Scatter" Rieves and Robert Mitchell for Royal Flush Management



ARISTA



April 18, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	<b>SNOOP DOGG</b> Beautiful (Doggy Style/Priority/Capitol)	3153	+122	516405	12	64/0
1	2	<b>JAY-Z</b> Excuse Me Miss (Roc-A-Fella/IDJMG)	3128	-279	501199	12	63/0
4	3	<b>SEAN PAUL</b> Get Busy (40/40/VP/Atlantic)	2901	+114	477489	10	65/0
2	4	<b>50 CENT</b> In Da Club (Shady/Aftermath/Interscope)	2870	-302	451959	15	64/0
7	5	<b>BUSTA RHYMES &amp; MARIAH CAREY</b> I Know What You Want (J)	2835	+290	435118	10	65/1
6	6	<b>LIL' KIM</b> The Jump Off (Queen Bee/Atlantic)	2572	-32	336622	11	65/0
11	7	<b>50 CENT</b> 21 Questions (Shady/Aftermath/Interscope)	2481	+415	431182	6	65/1
5	8	<b>R. KELLY</b> Ignition (Jive)	2380	-365	399049	25	64/0
9	9	<b>NAS</b> I Can (Columbia)	2302	+66	325190	10	61/0
8	10	<b>TYRESE</b> How You Gonna Act Like That (J)	2149	-338	341750	22	63/0
12	11	<b>FABOLOUS F/LIL' MO</b> Can't Let You Go (Elektra/EEG)	2066	+222	318863	9	61/2
10	12	<b>AALIYAH</b> Miss You (BlackGround/Universal)	1949	-142	313584	21	15/0
15	13	<b>FLOETRY</b> Say Yes (DreamWorks)	1859	+248	280168	11	63/3
16	14	<b>JAHEIM</b> Put That Woman First (Divine Mill/WB)	1787	+179	303392	7	61/2
13	15	<b>WAYNE WONDER</b> No Letting Go (VP/Atlantic)	1779	+22	272943	17	61/0
14	16	<b>B2K</b> Girlfriend (Epic)	1659	+5	228885	8	58/1
20	17	<b>RON ISLEY F/R. KELLY</b> What Would You Do? (DreamWorks)	1386	+125	224885	6	55/3
17	18	<b>GINUWINE</b> Hell Yeah (Epic)	1385	-206	200914	12	60/0
31	19	<b>MONICA</b> So Gone (J)	1155	+352	157327	3	62/8
24	20	<b>BONECRUSHER</b> Never Scared (Arista)	1144	+33	152978	6	56/3
19	21	<b>JENNIFER LOPEZ F/LL COOL J</b> All I Have (Epic)	1135	-260	146408	16	54/0
25	22	<b>LIL' MO F/FABOLOUS</b> 4 Ever (Elektra/EEG)	1103	+129	158074	7	52/2
21	23	<b>VIVIAN GREEN</b> Emotional Rollercoaster (Columbia)	1101	-127	183041	20	40/0
18	24	<b>MISSY ELLIOTT</b> Gossip Folks (Gold Mind/Elektra/EEG)	1063	-354	121005	16	57/0
28	25	<b>NELLY</b> Pimp Juice (Fo' Reel/Universal)	986	+104	140360	5	51/1
22	26	<b>BABY F/CLIPSE</b> What Happened To That Boy? (Cash Money/Universal)	919	-251	121289	15	53/0
32	27	<b>MISSY ELLIOTT</b> Pussycat (Elektra/EEG)	898	+110	152469	4	2/1
23	28	<b>JUSTIN TIMBERLAKE</b> Cry Me A River (Jive)	897	-255	122614	14	51/0
36	29	<b>JOE BUDDEN</b> Pump It Up (Def Jam/IDJMG)	880	+207	125355	3	53/6
35	30	<b>HEATHER HEADLEY</b> I Wish I Wasn't (J)	828	+94	114053	5	50/1
39	31	<b>HITMAN SAMMY SAM</b> Step Daddy (Universal)	825	+230	80731	2	38/6
29	32	<b>2PAC F/TRICK DADDY</b> Still Ballin' (Amaru/Death Row/Interscope)	775	-75	91368	6	46/0
26	33	<b>NIVEA</b> Laundromat (Jive)	745	-219	101769	15	57/0
41	34	<b>DRU HILL</b> I Love You (Def Soul/IDJMG)	722	+129	109224	4	55/1
27	35	<b>MARQUES HOUSTON</b> That Girl (Interscope)	707	-183	115345	13	44/0
44	36	<b>DAVID BANNER F/LIL' FLIP</b> Like A Pimp (Universal)	692	+145	89436	3	39/5
43	37	<b>TALIB KWELI</b> Get By (Rawkus/MCA)	671	+113	104863	4	45/2
40	38	<b>702</b> I Still Love You (Motown)	659	+66	119056	4	34/1
33	39	<b>CHOPPA</b> Choppa Style (No Limit/Universal)	614	-141	78381	13	24/0
38	40	<b>SYLEENA JOHNSON</b> Guess What (Jive)	569	-31	68336	13	41/0
30	41	<b>JA RULE F/ASHANTI</b> Mesmerize (Murder Inc./IDJMG)	547	-258	55572	16	44/0
37	42	<b>MARY J. BLIGE</b> Hooked (MCA)	523	-85	48783	4	1/0
34	43	<b>KILLER MIKE</b> A.D.I.D.A.S. (Aquemini/Columbia)	522	-219	51227	9	41/0
<b>Debut</b>	44	<b>R. KELLY</b> Snake (Jive)	456	+132	105586	1	2/1
46	45	<b>STAGGA LEE</b> Roll Wit M.V.P. (ARTISTdirect)	456	+27	35160	2	35/4
<b>Debut</b>	46	<b>DJ KAY SLAY</b> Too Much For Me (Columbia)	423	+58	51788	1	44/5
<b>Debut</b>	47	<b>DA BRAT</b> In Love Wit Chu (So So Def/Arista)	408	+230	58969	1	46/6
<b>Debut</b>	48	<b>PAYBACK</b> Things U Do (Innovative)	406	+46	47363	1	28/2
47	49	<b>KEITH MURRAY</b> Yeah Yeah U Know It (Def Jam/IDJMG)	406	-23	42451	5	36/0
<b>Debut</b>	50	<b>CHINGY</b> Right Thurr (Priority/Capitol)	391	+42	43255	1	30/12

67 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
<b>FIELD MOB</b> All I Know (MCA)	34
<b>PLAYA</b> Never Too Late (BlackGround/Universal)	33
<b>DA ENTOURAGE</b> Bunny Hop (Universal)	19
<b>E-40</b> One Night Stand (Sick Wid' It/Jive)	19
<b>MOBB DEEP</b> Double Shots (Loud/Columbia)	14
<b>CHINGY</b> Right Thurr (Priority/Capitol)	12
<b>JUSTIN TIMBERLAKE</b> Rock Your Body (Jive)	9
<b>MONICA</b> So Gone (J)	8
<b>JOE BUDDEN</b> Pump It Up (Def Jam/IDJMG)	6
<b>DA BRAT</b> In Love Wit Chu (So So Def/Arista)	6
<b>HITMAN SAMMY SAM</b> Step Daddy (Universal)	6
<b>54TH PLATOON</b> She Like (Fubu)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>50 CENT</b> 21 Questions (Shady/Aftermath/Interscope)	+415
<b>MONICA</b> So Gone (J)	+352
<b>BUSTA RHYMES &amp; MARIAH CAREY</b> I Know What You Want (J)	+290
<b>FLOETRY</b> Say Yes (DreamWorks)	+248
<b>DA BRAT</b> In Love Wit Chu (So So Def/Arista)	+230
<b>HITMAN SAMMY SAM</b> Step Daddy (Universal)	+230
<b>FABOLOUS F/LIL' MO</b> Can't Let You Go (Elektra/EEG)	+222
<b>JOE BUDDEN</b> Pump It Up (Def Jam/IDJMG)	+207
<b>JAHEIM</b> Put That Woman First (Divine Mill/WB)	+179
<b>PANJABI MC</b> Beware Of The Boys (Sequence)	+153
<b>DAVID BANNER F/LIL' FLIP</b> Like A Pimp (Universal)	+145
<b>LIL' KIM F/50 CENT</b> Magic Stick (Queen Bee/Atlantic)	+145

## New & Active

<b>BRIAN MCKNIGHT</b> Shoulda, Woulda, Coulda (Motown) Total Plays: 385, Total Stations: 28, Adds: 0
<b>JUSTIN TIMBERLAKE</b> Rock Your Body (Jive) Total Plays: 281, Total Stations: 33, Adds: 9
<b>LIL' JON &amp; THE EASTSIDE BOYZ</b> Play No Games (TVT) Total Plays: 247, Total Stations: 18, Adds: 3
<b>NOVEL</b> Peach (Rawkus) Total Plays: 236, Total Stations: 22, Adds: 2
<b>LSG FLOON</b> Just Friends (Elektra/EEG) Total Plays: 220, Total Stations: 24, Adds: 1
<b>FIELD MOB</b> All I Know (MCA) Total Plays: 169, Total Stations: 34, Adds: 34
<b>MC LYTE</b> Ride Wit Me (SGI/CMMI/Music) Total Plays: 169, Total Stations: 13, Adds: 0
<b>PLAYA</b> Never Too Late (BlackGround/Universal) Total Plays: 124, Total Stations: 33, Adds: 33
<b>ROSCOE</b> Head To Toe (Priority) Total Plays: 119, Total Stations: 16, Adds: 0

Songs ranked by total plays

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Stations and their adds listed alphabetically by market

Reporters

<p><b>WAJZ/Albany, NY *</b> PD/MD: Sugar Bear APD: Marie Cristal 5 PLAYA "Late" 2 E-40 "Stand" 1 FIELD MOB "Know" 1 MOBB DEEP "Shots" CHINGY "Right"</p>	<p><b>KTCX/Beaumont, TX *</b> OM: Jim West PD: AJ Payne 3 DA ENTOURAGE "Bunny" FIELD MOB "Know" JUSTIN TIMBERLAKE "Body"</p>	<p><b>WPWX/Chicago, IL *</b> PD: Jay Alan MD: Traci Reynolds 3 HITMAN SAMMY SAM "Daddy" DJ KAY SLAY "Much" FIELD MOB "Know" JOE BUDDEN "Pump" MOBB DEEP "Shots"</p>	<p><b>WJLB/Detroit, MI *</b> PD: KJ Holiday APD/MD: Kris Kelley 1 PLAYA "Late" CHINGY "Right" FIELD MOB "Know"</p>	<p><b>WJBT/Jacksonville, FL *</b> PD: Mike Williams MD: G-Wiz 2 JUSTIN TIMBERLAKE "Body" HITMAN SAMMY SAM "Daddy" LIL' MO "FABOLOUS "Ever" PLAYA "Late"</p>	<p><b>WFXX/Macon, GA</b> OM/MD: Ralph Meachum 6 DA ENTOURAGE "Bunny" 6 PLAYA "Late"</p>	<p><b>WBSL/New York, NY *</b> PD: Vinny Brown MD: Deneen Wornack No Adds</p>	<p><b>WCDX/Richmond, VA *</b> PD: Terry Fox MD: Reggie Baker 7 JUSTIN TIMBERLAKE "Body" 4 JOE BUDDEN "Pump"</p>	<p><b>WFUN/St. Louis, MO *</b> APD: Craig Black MD: Koa Koa Thai 35 MISSY ELLIOTT "Pussycat" MONICA "Gone"</p>
<p><b>KBCE/Alexandria, LA</b> APD/MD: Dell Banks No Adds</p>	<p><b>WJZD/Biloxi-Gulfport, MS *</b> OM/MD: Rob Neal MD: Tabari Daniels 10 MONICA "Gone" 4 DA ENTOURAGE "Bunny" 3 JOE BUDDEN "Pump" 2 HITMAN SAMMY SAM "Daddy" 2 NOVEL "Peach" 1 FIELD MOB "Know" E-40 "Stand" PLAYA "Late" MOBB DEEP "Shots"</p>	<p><b>WIZF/Cincinnati, OH *</b> PD/MD: Terri Thomas 23 702 "Shit" 9 DAVID BANNER... "Like" 8 STAGGA LEE "Roll"</p>	<p><b>WJNN/Dothan, AL</b> OM/MD: JR Wilson MD: Jamar Wilson 10 DA ENTOURAGE "Bunny" 10 PLAYA "Late" 5 E-40 "Stand"</p>	<p><b>KPRS/Kansas City, MO *</b> APD/MD: Myron Fears 2 CHINGY "Right" 1 STAGGA LEE "Roll" 1 DJ KAY SLAY "Much"</p>	<p><b>WIBB/Macon, GA</b> PD: Chris Williams APD: Ava Blakk 2 DA ENTOURAGE "Bunny" 2 PLAYA "Late"</p>	<p><b>WWPR/New York, NY *</b> PD: Michael Saunders MD: Mara Melendez 29 LOON F'KEL "That" 3 FLOETRY "Yes"</p>	<p><b>WRHH/Richmond, VA *</b> PD: J.D. Kunes MD: Alvin "Big Nat" Smalls DA BRAT "Love" JUSTIN TIMBERLAKE "Body"</p>	<p><b>WPHR/Syracuse, NY *</b> PD: Butch Charles MD: Kenny Dees 2 STAGGA LEE "Roll" 1 JUSTIN TIMBERLAKE "Body" PLAYA "Late"</p>
<p><b>KEDG/Alexandria, LA</b> OM/MD: Jay Stevens MD: Wade Hampton 10 DA ENTOURAGE "Bunny" PLAYA "Late"</p>	<p><b>WBOT/Boston, MA *</b> PD: Steve Goushy APD: Lamar Robinson MD: T. Clark 7 DJ KAY SLAY "Much" MONICA "Gone"</p>	<p><b>WENZ/Cleveland, OH *</b> PD: Kim Johnson MD: Eddie Bauer 1 DA BRAT "Love" 1 JAHEIM "Woman"</p>	<p><b>WZFX/Fayetteville, NC *</b> PD: Jeff Anderson APD: Garrett Davis MD: Taylor Morgan PLAYA "Late"</p>	<p><b>KIIZ/Killeen-Temple, TX</b> PD/MD: Mychal Maguire 21 HITMAN SAMMY SAM "Daddy" 16 DA BRAT "Love" 16 JENNIFER LOPEZ "Glad" 13 DA ENTOURAGE "Bunny" 10 BENZINO "Would" 10 FIELD MOB "Know"</p>	<p><b>WHRK/Memphis, TN *</b> OM/MD: Nate Bell APD: Eileen Collier MD: Devin Steel 19 FABOLOUS FLIL' MO "Can't" 9 MONICA "Gone" E-40 "Stand" FIELD MOB "Know" PLAYA "Late"</p>	<p><b>WBHH/Norfolk, VA *</b> PD/MD: Heart Attack 60 MOBB DEEP "Shots" 54TH PLATOON "She" CHINGY "Right" DA ENTOURAGE "Bunny" E-40 "Stand"</p>	<p><b>WOKX/Rochester, NY *</b> OM/MD: Andre Marcel MD: Kala O'Neal FIELD MOB "Know" PLAYA "Late"</p>	<p><b>WTMP/Tampa, FL</b> MD: Big Money Cad 29 BONECRUSHER "Never" 11 FIELD MOB "Know" 9 PLAYA "Late"</p>
<p><b>WHTA/Atlanta, GA *</b> PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Debraux No Adds</p>	<p><b>WBLK/Buffalo, NY *</b> PD/MD: Chris Reynolds 14 LIL' MO "FABOLOUS "Ever" FIELD MOB "Know"</p>	<p><b>WHXT/Columbia, SC *</b> PD: Chris Connors APD: Harold Banks MD: Shanik Mincie 23 FIELD MOB "Know" 9 PLAYA "Late" 2 JUSTIN TIMBERLAKE "Body" MOBB DEEP "Shots"</p>	<p><b>WTMG/Gainesville-Ocala, FL *</b> PD/MD: Chris Ryan 6 FIELD MOB "Know" 1 BUCKSHOT "Ready" DA ENTOURAGE "Bunny" E-40 "Stand" PLAYA "Late"</p>	<p><b>KRRQ/Lafayette, LA *</b> PD/MD: John Kinnit 7 PLAYA "Late" 5 LIL' JON "Games" 3 DA ENTOURAGE "Bunny" 1 FIELD MOB "Know" E-40 "Stand"</p>	<p><b>WEDR/Miami, FL *</b> OM/MD/MD: Cedric Hollywood No Adds</p>	<p><b>WOWI/Norfolk, VA *</b> OM/MD: Daisy Davis APD/MD: Michael Mauzone 3 MOBB DEEP "Shots" DA BRAT "Love" E-40 "Stand" PLAYA "Late"</p>	<p><b>WTLZ/Saginaw, MI *</b> PD: Eugene Brown 1 BONECRUSHER "Never" PLAYA "Late"</p>	<p><b>WJUC/Toledo, OH *</b> PD: Charlie Mack MD: Nikki G. 3 54TH PLATOON "She" 1 PLAYA "Late" E-40 "Stand" DA ENTOURAGE "Bunny"</p>
<p><b>WVEE/Atlanta, GA *</b> OM/MD: Tony Brown APD/MD: Tosha Love 17 MONICA "Gone" 11 CHINGY "Right" 2 FLOETRY "Yes" DRU HILL "Love"</p>	<p><b>WWWZ/Charleston, SC *</b> OM/MD: Terry Base MD: Yonni O'Donohue 5 FIELD MOB "Know" 5 PLAYA "Late" 2 MOBB DEEP "Shots" DA ENTOURAGE "Bunny" NOVEL "Peach"</p>	<p><b>WWDM/Columbia, SC *</b> PD/MD: Mike Love APD: Vemessa Pendergrass 14 FIELD MOB "Know" 9 PLAYA "Late" 1 E-40 "Stand" MOBB DEEP "Shots"</p>	<p><b>WIKS/Greenville, NC *</b> PD/MD: B.K. Kirkland MONICA "Gone" NELLY "Pimp"</p>	<p><b>WQHH/Lansing, MI *</b> PD/MD: Brant Johnson 1 MOBB DEEP "Shots" 1 E-40 "Stand" DA ENTOURAGE "Bunny" FIELD MOB "Know" PLAYA "Late"</p>	<p><b>WKKV/Milwaukee, WI *</b> PD: Ronn Scott MD: Doc Love 31 50 CENT "21"</p>	<p><b>KVSP/Oklahoma City, OK *</b> OM/MD: Terry Monday MD: Eddie Brasco 12 FIELD MOB "Know" 11 CHINGY "Right" 2 PLAYA "Late" 54TH PLATOON "She" DA ENTOURAGE "Bunny" E-40 "Stand"</p>	<p><b>WEAS/Savannah, GA</b> PD: Sam Nelson MD: Jewel Carter FIELD MOB "Know" JUSTIN TIMBERLAKE "Body"</p>	<p><b>KJMM/Tulsa, OK *</b> OM: Bryan Robinson PD: Terry Monday APD/MD: Aaron Bernard 22 CHINGY "Right" 15 FIELD MOB "Know" 54TH PLATOON "She" DA ENTOURAGE "Bunny" E-40 "Stand" PLAYA "Late"</p>
<p><b>WFXA/Augusta, GA *</b> OM/MD: Ron Thomas APD: Mojo 12 LIL' JON... "Games" 8 TALIB KWELI "Get" 7 DA BRAT "Love" 1 PLAYA "Late"</p>	<p><b>WPEG/Charlotte, NC *</b> OM/MD: Terri Avery APD/MD: Nate Quick 26 RON ISLEY F/R KELLY "What" 19 FIELD MOB "Know" 8 DAVID BANNER... "Like" 3 TALIB KWELI "Get"</p>	<p><b>WFXE/Columbus, GA</b> PD: Michael Soul 18 MARY J. BLIGE "Hooked" 10 FIELD MOB "Know" 5 DA ENTOURAGE "Bunny" 5 PLAYA "Late"</p>	<p><b>WJMJ/Greenville, SC *</b> PD/MD: Doug Davis 13 PLAYA "Late"</p>	<p><b>WBTF/Lexington-Fayette, KY *</b> PD/MD: Jay Alexander 1 FIELD MOB "Know" CROOKED I "Row" E-40 "Stand" MOBB DEEP "Shots" PLAYA "Late"</p>	<p><b>WZHT/Montgomery, AL</b> PD: Darryl Elliott MD: Michael Long 54 MISSY ELLIOTT "Pussycat" FIELD MOB "Know" PLAYA "Late"</p>	<p><b>WUSL/Philadelphia, PA *</b> PD: Glenn Cooper MD: Coka Lani AMD: Cosmic Kev 32 BUSTA RHYMES/MARIAH "Know" 14 RON ISLEY F/R KELLY "What" 5 HEATHER HEADLEY "Wish" 1 PLAYA "Late" DA BRAT "Love" FIELD MOB "Know" MOBB DEEP "Shots"</p>	<p><b>KMJJ/Shreveport, LA *</b> PD: Long John 2 DA ENTOURAGE "Bunny" FIELD MOB "Know" PAYBAK "Things" PLAYA "Late"</p>	<p><b>WESE/Tupelo, MS</b> PD/MD: Pamela Aniese BRIAN MCKNIGHT "Woulda" DA ENTOURAGE "Bunny" PLAYA "Late"</p>
<p><b>WPRW/Augusta, GA *</b> PD: Tim Snell MD: Nightrain No Adds</p>	<p><b>WJTT/Chattanooga, TN *</b> PD: Keith Landecker MD: Magic 14 FIELD MOB "Know" 2 E-40 "Stand" BENZINO "Would" DA ENTOURAGE "Bunny" PLAYA "Late"</p>	<p><b>WCKX/Columbus, OH *</b> PD: Paul Strong MD: Warren Stevens 7 CHINGY "Right" 1 DJ KAY SLAY "Much" 1 FIELD MOB "Know"</p>	<p><b>WEUP/Huntsville, AL *</b> PD/MD: Steve Murry 28 B2K "Girlfriend" 1 MOBB DEEP "Shots" FIELD MOB "Know" JOE BUDDEN "Pump"</p>	<p><b>KIPR/Little Rock, AR *</b> OM/MD/MD: Joe Booker 11 DA ENTOURAGE "Bunny" 7 FIELD MOB "Know" 54TH PLATOON "She" E-40 "Stand" PLAYA "Late"</p>	<p><b>WUBT/Nashville, TN *</b> 33 RON ISLEY F/R KELLY "What" 12 BONECRUSHER "Never" FIELD MOB "Know" PLAYA "Late"</p>	<p><b>KATZ/St. Louis, MO *</b> PD: Eric Mychaels 23 R. KELLY "Snake" 18 54TH PLATOON "She" 1 FIELD MOB "Know" HITMAN SAMMY SAM "Daddy"</p>	<p><b>WKYS/Washington, DC *</b> PD: Darryl Huckaby MD: P-Stew 1 MOBB DEEP "Shots"</p>	
<p><b>WERQ/Baltimore, MD *</b> APD/MD: Neke Al Night No Adds</p>	<p><b>WJTI/Dallas-Ft. Worth, TX *</b> PD/MD: Skip Cheatham 32 DAVID BANNER... "Like" 10 DA ENTOURAGE "Bunny" 2 FIELD MOB "Know" 1 DJ KAY SLAY "Much" 1 DA BRAT "Love" MARIO "C'mon" PLAYA "Late"</p>	<p><b>WJMI/Jackson, MS *</b> OM/MD/MD: Stan Branson 34 PLAYA "Late" 15 FIELD MOB "Know" 3 DA ENTOURAGE "Bunny" E-40 "Stand"</p>	<p><b>KKBT/Los Angeles, CA *</b> PD: Rob Scorpio MD: Dorsey Fuller 17 JOE BUDDEN "Pump" 13 E-40 "Stand" 3 MONICA "Gone" 3 CHINGY "Right"</p>	<p><b>WQWB/Louisville, KY *</b> PD: Mark Gunn MD: Gerald Harrison 26 PLAYA "Late" 1 DA ENTOURAGE "Bunny" 3 CHINGY "Right" LSG FLOON "Friends"</p>	<p><b>WAMO/Pittsburgh, PA *</b> Interim PD/MD: DJ Boogie 1 E-40 "Stand" CROOKED I "Row" FIELD MOB "Know" MOBB DEEP "Shots"</p>	<p><b>WQOK/Raleigh-Durham, NC *</b> PD: Cy Young MD: Sean Alexander 4 CHINGY "Right" 3 FIELD MOB "Know"</p>	<p><b>WBTJ/Richmond, VA *</b> PD: Aaron Maxwell MD: Mike Street No Adds</p>	

\*Monitored Reporters

78 Total Reporters

67 Total Monitored

11 Total Indicator



Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
FIELD MOB Sick Of Being Lonely (MCA)	711
ERYKAH BADU F/COMMON Love Of My Life (Magic Johnson/MCA)	560
50 CENT Wanksta (Shady/Interscope)	482
MISSY ELLIOTT Work It (Gold Mind/Elektra/EEG)	455
MUSIQ Dontchange (Def Soul/IDJMG)	398
JAHEIM Fabulous (Divine Mill/WB)	397
NELLY Air Force Ones (Fo' Reel/Universal)	376
LL COOL J Luv U Better (Def Jam/IDJMG)	353
SEAN PAUL Gimme The Light (40/40/VP/Atlantic)	324
DRU HILL I Should Be... (Def Soul/IDJMG)	311
AALIYAH I Care 4 U (BlackGround)	298
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	283
LUDACRIS Move Bitch (Def Jam South/IDJMG)	271
ASHANTI Baby (Murder Inc./IDJMG)	248
BUSTA RHYMES Make It Clap (J)	243
GINUWINE Stingy (Epic)	238
N.O.R.E. Nothin' (Def Jam/IDJMG)	226
NELLY Hot In Herre (Fo' Reel/Universal)	213
JAY-Z F/BEYONCE '03 Bonnie & Clyde (Rcc-A-Fella/IDJMG)	212
TRICK DADDY Thug Holiday (Slip 'N Slide/Atlantic)	208
BIG TYMERS Still Fly (Cash Money/Universal)	200
ASHANTI Foolish (Murder Inc./IDJMG)	193
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	191

Indicator

PLAYA Never Too Late (BlackGround/Universal)
DA ENTOURAGE Bunny Hop (Universal)
FIELD MOB All I Know (MCA)
HITMAN SAMMY SAM Step Daddy (Universal)
BONECRUSHER Never Scared (Arista)
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)
BENZINO Would You (Elektra/EEG)
DA BRAT In Love Wit Chu (So So Def/Arista)
JUSTIN TIMBERLAKE Rock Your Body (Jive)
MARY J. BLIGE Hooked (MCA)
E-40 One Night Stand (Sick Wid' It/Jive)
MISSY ELLIOTT Pussycat (Elektra/EEG)
JENNIFER LOPEZ I'm Glad (Epic)

Most Added\*

Please Send Your Photos

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

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

R&R, c/o Mike Davis: 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, CA 90067

Email: mdavis@radioandrecords.com



PHUNDAMENTALLY  
**phat**

ARTIST: LSG  
LABEL: ELEKTRA/EEG

By KASHON POWELL / URBAN EDITOR



Gerald Levert, Keith Sweat and Johnny Gill together make up the group known as LSG. Among the three of them they've sold more than 25 million albums. They've also written, produced or performed almost 30 No. 1 R&B hits. We first heard the trio as LSG in 1997, when they released their debut album, *Levert Sweat Gill*.

Many were excited when word got out that these R&B powerhouses were teaming up for a project, but no one could have predicted that the debut single, "My Body," would explode the way that it did at Urban radio. "My Body" was, without question, the major force that propelled the sales of the album to more than 2 million copies. *Levert Sweat Gill* also included other great songs, such as "Door #1," "Curious" and "My Side of the Bed." In addition, *Levert Sweat Gill* featured outstanding guest appearances by some of the hottest names in music, including Faith Evans, LL Cool J, Busta Rhymes, Missy Elliott and Jermaine Dupri.

Going back to the beginning and the original idea for LSG, Sweat says, "Gerald and I have been great friends since the beginning of our careers. I've known Johnny since back in the days and have always respected his talent. I called Gerald one day with the idea that we should do something together. I have never been in a group, and I was intrigued with the idea of taking our careers to another level."

Levert adds, "I thought a while about the idea, because Johnny and I have been in a group, and we know the ups and downs. But I've always been competitive; it's a part of what motivates me. If I see anyone on a roll, it makes me want to get out there and go to work. What's been

great about this project is, I look around the room, and there are two other guys who have been there like I've been there, and they are going to push me — challenge me to reach that other level. Yet, we're all in it together. It makes the work that much more rewarding. There's a camaraderie that slips into the music."

LSG are now set to release their long-awaited, much anticipated sophomore album, *LSG-2*. Of course, the album wouldn't be complete without contributions from many of today's talented R&B producers. *LSG-2* includes tracks by the mastermind behind "My Body," Darrell "Delite" Allamby, as well as songs by Mike City and, of course, the LSG members themselves. Although they've each dominated the charts for almost a decade and sold millions of records, the members of LSG definitely want to be sure that *LSG-2* is the album of the year. The first single, "Just Friends," features Bad Boy rapper Loon and was produced by Delite.

Each of the members of LSG brings something unique to the table. Levert is best known for his sensual and seductive style of singing and draws many comparisons to his father, Eddie Levert of The O'Jays. Ladies have never been able to control themselves when they hear Sweat tell them exactly what they want to hear in his songs. And Gill, who was one of the voices behind the group New Edition, simply blows one away with his strong vocal ability.

**ON THE RECORD**

With  
**J Tweezy**  
PD, WEMX/Baton Rouge



50 Cent is still doing very well. We have two of his joints in power rotation: "In Da Club" is holding strong, and "21 Questions" is definitely blowing up. A lot of people love Snoop's "Beautiful" — it's definitely on fire. A hot new record for WEMX/Baton Rouge is Hitman Sammy Sam. I am personally feeling David Banner and Lil Flip's "Get Down Like a Pimp." • We've also jumped on Chingy's "Right Thurr," and it's already getting a great response. Another record that's doing well is 702's "I Still Love You." A record that has surprised me is Braveheart's "Situations." Two records out of Texas that have jumped in and kicked off strong are Papa Reu's "Mr. Good Bye" and Hawk's "You Already Know." • Monica's return with the single "So Gone" is being well received by WEMX listeners. I see that being a No. 1 record. Scarface featuring Bun B and Zero's "Snitch Figgas" is also doing well. Records like Key Players' "This Is for My..." and Amanda Perez's "Angel" are still holding on

strong. PDs should definitely be playing Perez's record. Baton Rouge is not an area that has a strong Latin presence, but this record is getting a huge phone response from African-American females. • The R. Kelly remix of B2K's "Girlfriend" is hot. I don't think R. Kelly is going to ever stop. "Loveland" is a song that we pulled from the *Chocolate Factory* album, and it's getting huge calls. There's not another R&B artist out right now who's making the quality of music that R. Kelly is. There is a new artist, Product, whose hot record "Why" is also making some noise on WEMX.

It's a big week for Snoop Dogg's "Beautiful" (Doggy Style/Priority/Capitol), as it goes 3-1 ... Busta Rhymes' "I Know What You Want" (J) is still on the rise, moving 7-5 and up 290 plays ... 50 Cent's "21 Questions" (Shady/Interscope) is Most Increased this week, going 11-7 and +415 plays ... Monica's "So Gone" (J) is back and can't be stopped: It jumps 31-19 ... Missy Elliott's "Pussycat" (Gold Mind/Elektra/EEG) has a good week, going 32-27 ... David Banner featuring Lil Flip's "Like a Pimp" (Universal) is creepin' on up, going 44-36 ... Debuts this week include DJ Kay Slay's "Too Much for Me" (Columbia) at 46\*, Da Brat's "In Love Wit Chu" (So So Def/Arista) at 47\*, Paybak's "Things U Do" (Innovative Music Network) at 48\* and Chingy's "Right Thurr" (Priority) at 50\* ... Tyrese's "How You Gonna Act Like That" (J) is No. 1 at Urban AC, knocking Syleena Johnson's "Guess What" (Jive) down to No. 2 ... Jaheim's "Put That Woman First" (Divine Mill/Warner Bros.) is Most Increased, moving 12-11 and up 103 plays ... Kindred The Family Soul's "Far Away" (Hidden Beach/Epic) continues to look good, going 16-15\* ... Kelly Price's "He Proposed" (Def Soul/IDJMG) moves 20-17 ... Chico DeBarge's "Not Together" (Koch) is still moving up, going 21-18\* ... India.Arie's "The Truth" (Motown/Universal) makes a nice jump, going 24-19\* ... Debuts include George Duke's "Guess You're Not the One" (BPM) at 23\* and Willie Clayton's "I Love Me Some You" (Clatown) at 30\*.

Urban  
**ON THE RADIO**

— Kashon Powell, Urban Editor

**Urban AC Reporters**

Stations and their adds listed alphabetically by market

<b>WWIN/Baltimore, MD *</b> VP/Prog: Kathy Brown PD: Tim Watts MD: Kerth Fisher 3 KELLY PRICE "Proposed" 3 EARTH WIND & FIRE "Way"	<b>WVAV/Chicago, IL *</b> PD: Elmy Smith APD: Armando Rivera MD: Catrina Pee WHITNEY HOUSTON "Own"	<b>WUKS/Fayetteville, NC *</b> PD/ADP: Garrett Davis MD: Catrina Pee 5 EARTH WIND & FIRE "Way"	<b>WSQL/Jacksonville, FL *</b> PD: Mike Williams APD/MD: K.J. No Adds	<b>WRWB/Macon, GA</b> PD/MD: Lisa Charles No Adds	<b>WYBC/New Haven, CT *</b> DM: Wayne Schmidt PD: Juan Castillo APD: Steven Richardson MD: Doc-P No Adds	<b>WDAS/Philadelphia, PA *</b> Srn. Mgr./PD: Joe Tamburro MD: Joann Gamble 13 KEV Gals	<b>KMJM/St. Louis, MO *</b> DM/PO: Chuck Atkins JEFFREY OSBORNE "Rest"
<b>KQXL/Baton Rouge, LA *</b> DM: Don Gosselin PD/MD: Mya Vernon No Adds	<b>WZAK/Cleveland, OH *</b> PD: Kim Johnson MD: Bobby Rash LSG FLOON "Friends" WHITNEY HOUSTON "Own"	<b>WZZZ/Flint, MI *</b> PD: Jerold Jackson MD: Bobby Rash 1 CHICO DEBARGE "Together"	<b>KMLK/Kansas City, MO *</b> PD: Greg Love MD: Trey Michaels 3 EARTH WIND & FIRE "Way" 2 DOWNIE "Cloud" LSG FLOON "Friends"	<b>KJMS/Memphis, TN *</b> DM/PO: Nate Bell APD/MD: Eileen Collier R KELLY "Leave"	<b>WYLD/New Orleans, LA *</b> DM: Carla Boatner PD/ADP/MD: Aaron "A.J." Apple 24 BRAN MCKNIGHT "Wolusa" 25 RON ISLEY/FYR KELLY "What" KEV GALS	<b>WFXC/Raleigh-Durham, NC *</b> DM/PO: Cy Young APD/MD: Jodi Berry 10 KEV GALS 1 WHITNEY HOUSTON "Own"	<b>WLVH/Savannah, GA</b> PD: Gary Young 30 YOUNG ADAMS "Bette" 16 EARTH WIND & FIRE "Way"
<b>WBHK/Birmingham, AL *</b> PD: Jay Dixon APD/MD: Darryl Johnson No Adds	<b>WLXC/Columbia, SC *</b> Int. PD: Doug Williams MD: Tre Taylor EARTH WIND & FIRE "Way" DOWNIE "Cloud"	<b>WFLM/Ft. Pierce, FL *</b> DM: Mike James PD/MD: Tony Bear No Adds	<b>KNEK/Lafayette, LA *</b> PD/MD: John Kimmi 1 EARTH WIND & FIRE "Way" DOWNIE "Cloud"	<b>WHQT/Miami, FL *</b> PD: Derrick Brown APD/MD: Karen Vaughn 15 DOWNIE "Cloud"	<b>WRKS/New York, NY *</b> PD: Tony Bessley MD: Julie Gustines No Adds	<b>WKJS/Richmond, VA *</b> PD/MD: Kevin Gardner LSG FLOON "Friends" WHITNEY HOUSTON "Own"	<b>WIMX/Toledo, OH *</b> DM/PO: Rocky Love MD: Denise Brooks 5 EARTH WIND & FIRE "Way"
<b>WMGL/Charleston, SC *</b> PD: Terry Base APD/MD: Belinda Parker DOWNIE "Cloud" EARTH WIND & FIRE "Way"	<b>WAGH/Columbus, GA</b> PD: Rasheeda MD: Ed Lewis EARTH WIND & FIRE "Way"	<b>WOMG/Greensboro, NC *</b> PD: Alvin Stowe EARTH WIND & FIRE "Way"	<b>KVGS/Las Vegas, NV *</b> PD/MD: Tony Rankin SMOKE NORFUL "Now"	<b>WJMR/Milwaukee-Racine, WI *</b> PD/MD: Lauri Jones INDIA ARIE "Truth"	<b>WMCS/Milwaukee, WI</b> DM: Steve Scott PD/MD: Tyrene Jackson 5 DAVE HOLLISTER "Tat"	<b>WSVY/Norfolk, VA *</b> PD/MD: Michael Mauzone No Adds	<b>WHUR/Washington, DC *</b> PD/MD: David A. Dickinson 15 EARTH WIND & FIRE "Way"
<b>WBAV/Charlotte, NC *</b> DM/PO/MD: Terri Avery No Adds	<b>KRNH/Dallas-Ft. Worth, TX *</b> DM/PO: Sam Weaver MD: Rudy V KELLY PRICE "Proposed"	<b>WTLF/Indianapolis, IN *</b> DM/PO: Brian Wallace MD: Garth Adams No Adds	<b>KOKY/Little Rock, AR *</b> PD: Mark Dyan MD: Jamal Osaries 5 EARTH WIND & FIRE "Way"	<b>WJWL/Milwaukee, WI</b> DM: Steve Scott PD/MD: Tyrene Jackson 5 DAVE HOLLISTER "Tat"	<b>WVBE/Roanoke-Lynchburg, VA *</b> PD: Walt Ford DOWNIE "Cloud" EARTH WIND & FIRE "Way" BRANDY MOSS-SCOTT "Starting"	<b>WMMJ/Washington, DC *</b> PD: Kathy Brown MD: Mike Chase KELLY PRICE "Proposed"	
<b>WLOV/Chattanooga, TN *</b> PD/MD: Sam Terry 5 DOWNIE "Cloud" 2 LSG FLOON "Friends" 1 EARTH WIND & FIRE "Way" 1 WHITNEY HOUSTON "Own"	<b>WMXD/Detroit, MI *</b> PD: Jamillah Muhammad APD: Oneil Stevens MD: Sheila Little 5 HEATHER HEADLEY "Wish" DAVE HOLLISTER "Tat"	<b>WKXJ/Jackson, MS *</b> PD/MD: Stan Branson EARTH WIND & FIRE "Way"	<b>KJLH/Los Angeles, CA *</b> PD/MD: Andrea Russell 21 SMOKE NORFUL "Now" 4 JAHEIM "Woman"	<b>WDLT/Mobile, AL *</b> DM: Steve Scott PD: Kathy Barlow DAVE HOLLISTER "Tat" DOWNIE "Cloud"	<b>WVKN/Norfolk, VA *</b> DM: Don London PD/MD: DC No Adds	<b>WCFB/Orlando, FL *</b> DM/PO: Steve Holbrook MD: Joe Davis No Adds	

Monitored Reporters  
48 Total Reporters  
44 Total Monitored  
4 Total Indicator







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# R&R URBAN AC TOP 30

April 18, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	<b>TYRESE</b> How You Gonna Act Like That (J)	1196	+77	171122	22	42/0
1	2	<b>SYLEENA JOHNSON</b> Guess What (Jive)	1054	-86	142842	21	40/0
3	3	<b>VIVIAN GREEN</b> Emotional Rollercoaster (Columbia)	1053	-3	166925	23	39/0
4	4	<b>RON ISLEY F/R. KELLY</b> What Would You Do? (DreamWorks)	950	+10	148993	9	43/1
5	5	<b>FLOETRY</b> Say Yes (DreamWorks)	933	+51	132993	11	42/0
7	6	<b>BRIAN MCKNIGHT</b> Shoulda, Woulda, Coulda (Motown)	841	+78	119124	8	40/1
8	7	<b>MUSIQ</b> Dontchange (Def Soul/IDJMG)	721	-20	123224	32	40/0
6	8	<b>JAHEIM</b> Fabulous (Divine Mill/WB)	691	-123	115695	25	41/0
9	9	<b>GERALD LEVERT</b> Closure (Elektra/EEG)	667	-37	67725	13	39/0
10	10	<b>ERYKAH BADU F/COMMON</b> Love Of My Life (Magic Johnson/MCA)	629	-1	95222	29	26/0
12	11	<b>JAHEIM</b> Put That Woman First (Divine Mill/WB)	625	+103	102577	6	38/1
11	12	<b>HEATHER HEADLEY</b> I Wish I Wasn't (J)	612	+68	107034	5	40/1
13	13	<b>KEM</b> Love Calls (Motown/Universal)	521	+55	74275	12	30/3
15	14	<b>WHITNEY HOUSTON</b> One Of Those Days (Arista)	438	+11	83275	22	34/0
16	15	<b>KINDRED THE FAMILY SOUL</b> Far Away (Hidden Beach/Epic)	356	+18	49452	6	23/0
17	16	<b>AALIYAH</b> Miss You (BlackGround/Universal)	311	-15	67279	13	8/0
20	17	<b>KELLY PRICE</b> He Proposed (Def Soul/IDJMG)	263	+35	37677	5	27/3
21	18	<b>CHICO DEBARGE</b> Not Together (In The Paint/Koch)	229	+2	19537	6	17/1
24	19	<b>INDIA.ARIE</b> The Truth (Motown)	186	+11	23726	4	22/1
19	20	<b>R. KELLY</b> Ignition (Jive)	185	-44	40385	8	1/0
22	21	<b>JOE F/MR. CHEEKS</b> That Girl (Motown/Universal)	172	-34	27205	10	12/0
23	22	<b>TONY TERRY</b> In My Heart (Golden Boy)	170	-22	6104	13	15/0
<b>Debut</b>	23	<b>GEORGE DUKE</b> Guess You're Not The One (BPM)	165	+60	21714	1	21/0
18	24	<b>K-CI &amp; JOJO</b> This Very Moment (MCA)	165	-71	32492	14	19/0
25	25	<b>JEFF MAJORS</b> Somebody Bigger (Music One)	146	-5	20774	14	10/0
26	26	<b>KENNY LATTIMORE/CHANTE' MOORE</b> You Don't Have To Cry (Arista)	145	+4	10404	3	15/0
30	27	<b>DAVE HOLLISTER</b> Tell Me Why (Motown/Universal)	128	+5	9645	2	18/2
28	28	<b>R. KELLY</b> Step In The Name Of Love (Jive)	126	+1	32903	2	0/0
29	29	<b>SMOKIE NORFUL</b> I Need You Now (Priority)	117	-7	20942	2	16/3
<b>Debut</b>	30	<b>WILLIE CLAYTON</b> I Love Me Some You (Clatown)	112	+18	4879	1	0/0

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 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

- TOM SCOTT FIANN NESBY** You Are My Everything (Higher Octave)  
Total Plays: 108, Total Stations: 13, Adds: 0
- LSG F/LOON** Just Friends (Elektra/EEG)  
Total Plays: 104, Total Stations: 16, Adds: 5
- EARTH, WIND & FIRE** All In The Way (Reprise)  
Total Plays: 88, Total Stations: 16, Adds: 14
- KIM WATERS** You Know That I Love You (Shanachie)  
Total Plays: 82, Total Stations: 11, Adds: 0
- WHITNEY HOUSTON** Try It On My Own (Arista)  
Total Plays: 81, Total Stations: 18, Adds: 5

- DONNIE** Cloud Nine (Universal)  
Total Plays: 68, Total Stations: 11, Adds: 8
- ROME** Do It (J/J)  
Total Plays: 58, Total Stations: 7, Adds: 0
- QUEEN LATIFAH** Better Than The Rest (Hollywood)  
Total Plays: 46, Total Stations: 7, Adds: 0
- D'MELLO F/MOBB DEEP** Best Love Story (Warner Bros.)  
Total Plays: 41, Total Stations: 5, Adds: 0
- NORMAN BROWN F/CHANTE' MOORE** Feeling The Way (Warner Bros.)  
Total Plays: 25, Total Stations: 4, Adds: 0

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
<b>EARTH, WIND &amp; FIRE</b> All In The Way (Reprise)	14
<b>DONNIE</b> Cloud Nine (Universal)	8
<b>WHITNEY HOUSTON</b> Try It On My Own (Arista)	5
<b>LSG F/LOON</b> Just Friends (Elektra/EEG)	5
<b>KEM</b> Love Calls (Motown/Universal)	3
<b>KELLY PRICE</b> He Proposed (Def Soul/IDJMG)	3
<b>SMOKIE NORFUL</b> I Need You Now (Priority)	3
<b>DAVE HOLLISTER</b> Tell Me Why (Motown/Universal)	2
<b>R. KELLY</b> I'll Never Leave (Jive)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>JAHEIM</b> Put That Woman First (Divine Mill/WB)	+103
<b>BRIAN MCKNIGHT</b> Shoulda, Woulda, Coulda (Motown)	+78
<b>TYRESE</b> How You Gonna Act Like That (J)	+77
<b>WHITNEY HOUSTON</b> Try It On My Own (Arista)	+74
<b>JAGUAR WRIGHT</b> The What If's (MCA)	+71
<b>HEATHER HEADLEY</b> I Wish I Wasn't (J)	+68
<b>GEORGE DUKE</b> Guess You're Not The One (BPM)	+60
<b>KEM</b> Love Calls (Motown/Universal)	+55
<b>FLOETRY</b> Say Yes (DreamWorks)	+51
<b>YOLANDA ADAMS</b> The Battle Is The Lords (Verity)	+50

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>GERALD LEVERT</b> Funny (Elektra/EEG)	350
<b>HEATHER HEADLEY</b> He Is (RCA)	344
<b>LUTHER VANDROSS</b> I'd Rather (J)	331
<b>RUFF ENDOZ</b> Someone To Love You (Epic)	301
<b>LUTHER VANDROSS</b> Take You Out (J)	300
<b>YOLANDA ADAMS</b> The Battle Is The Lords (Verity)	270
<b>MAXWELL</b> Lifetime (Columbia)	254
<b>AALIYAH</b> I Care 4 U (BlackGround)	232
<b>INDIA.ARIE</b> Little Things (Motown)	224
<b>YOLANDA ADAMS</b> Open My Heart (Elektra/EEG)	198
<b>GERALD LEVERT</b> Made To Love Ya (EastWest/EEG)	195
<b>JAHEIM</b> Anything (Divine Mill/WB)	190
<b>MUSIQ</b> Halfcrazy (Def Soul/IDJMG)	186
<b>MARY MARY</b> In The Morning (Columbia)	183
<b>JILL SCOTT</b> The Way (Hidden Beach/Epic)	179
<b>JAHEIM</b> Just In Case (Divine Mill/WB)	143
<b>MAXWELL</b> This Woman's Work (Columbia)	141

R&R Station Playlists have moved to the web. See all of our monitored reporters at [www.radioandrecords.com](http://www.radioandrecords.com).

Songs ranked by total plays

### IMPACTING THIS JUNE FOR BLACK MUSIC MONTH!!!

For the first time ever in the history of radio — from American Urban Radio Networks come three radio series celebrating Black Music Month.

Each special is market exclusive, provides eight unforgettable hours of the most amazing urban music ever recorded, written and performed, and contains 5 minutes of local commercial time every hour so that your station can share this experience with your best advertisers.

Make your station the music leader in your market and keep your listeners hooked for the month of June.

Hosted by **Chuck D** from **Public Enemy** Hip Hop features commentary from all the stars that Keep It Real... Tupac, Grand Master Flash, The Sugar Hill Gang, Notorious B.I.G., Dr. Dre, Snoop Dog, Run DMC, Queen Latifah, P-Diddy and more. It is designed to run in (4) two hour segments, every weekend of June.

Hip Hop host  
**Chuck D**

Grammy Award-winning gospel artist **Yolanda Adams** hosts this musical retrospective of Gospel's best loved artists including Mahalia Jackson, Albertina Walker, BeBe and CeCe Winans, Kirk Franklin, Donnie McClurkin and many more. This eight hour special is designed to run in two (4) hour segments each weekend. **Soulful Praise** will uplift music lovers nation-wide and make them tune in and stick with you each weekend.

Soulful Praise host  
**Yolanda Adams**

Reflections host  
**John Monds**

### REFLECTIONS

A Journey Through America's Soul/R&B Music Scenes

A celebration of memories produced in (4) easy to use two hour segments for every weekend of June. Each segment has its own special theme. Featuring such artists as Chaka Khan, Marvin Gaye, Diana Ross, Gladys Knight, Patti LaBelle, Aretha Franklin, Issac Hayes, Stevie Wonder, Prince, Curtis Mayfield and many more.

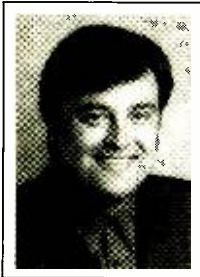
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# WCMS Flips To Classic Country

## Shomby seeks some space between WCMS and WGH-FM

After 49 years as a current-based Country outlet, on April 10 WCMS/Norfolk relaunched as Classic Country 100.5. But don't let the moniker fool you, WCMS is unlike any other Classic Country station in the country.

The scenario in Norfolk is similar to that being played out in many markets — where there once two Country stations under two owners, there are now two Country stations operated by one owner. And Barnstable is facing in Norfolk the challenge that so many co-owned Country combos face: How do you program the pair in a complementary fashion that maximizes the potential of both?

That's been the task before Barnstable/Norfolk OM John Shomby since his arrival last September. In addition to overseeing the company's six stations in market, he also programs WGH-FM (The Eagle 97.3). Jack Prater is WCMS's PD.

While a new direction was being sought for WCMS, WGH-FM's programming was also tweaked a bit to better position it in the combo. As the changes to both stations are detailed, it's important to remember that this is a work in progress. What we are presenting this week is the combo's formats as they were on April 10; they may well have changed since then.

said, 'Sometimes we go up in the ratings, sometimes we go down.' Everyone said they had problems in crossing the other station's music.

"We wanted to do something to avoid that. Everybody seems to have the same problems, and I wasn't getting any answers about what to do. So, we built something new."

Another reason Shomby and company felt they had to create a new direction for WCMS was the station's lack of a strong brand. "Part of the challenge was that WCMS had a very muddled image," Shomby says. "Everybody knew The Eagle and exactly what it was and what it was here for: to play today's Country. They understood what 'Today's Country' was.

"They also knew that whereas WCMS could be old, it could also be new. There was an ambiguity to the station. We felt it needed a handle, something solid for people to embrace, both from a listener and a sales viewpoint."

As he seeks to separate WCMS

perfectly with the Classic Country format.

There were also no staff changes. Anchoring the new format is 49-year — yes, 49-year — morning man and Country Music DJ Hall of Famer Joe Hoppel, who is joined by Jennifer Roberts for wakeups. Prater handles afternoons, and evenings will now be internally voicetracked in place of Jones Radio Networks' Lia. A new midday host is expected to be named soon.

**"Think of the way Classic Rock is presented from a production standpoint — that's how WCMS is being produced."**

The new Classic Country WCMS will focus on music from 1989-94. Shomby says he's focusing on that music because it's from the heyday of country music. "It's from when people were coming from out of the format to listen to Country, many for the first time," he says. "The core artists are Garth Brooks, Reba McEntire, George Strait, Alan Jackson, Brooks & Dunn and others who had the bulk of the huge hits of that era."

You'll also hear selected Country hits from the '80s and a very few from the '70s. Shomby cites as examples songs by Waylon Jennings, Willie Nelson, Eddie Rabbitt — the "uptempo hits" — The Judds and Alabama.

What you won't hear is a lot of the music from artists who comprise a lot of the typical Classic Country station's library, like Conway Twitty and Patsy Cline. Further describing the sound he's creating, Shomby says, "We're not going to get too twangy.

"We're not going to get into music by some of the country legends



**WALKING STRAIGHT ACROSS TEXAS** Mercury Nashville recording artist Billy Currington has been hitting the road the past few months, meeting radio and delivering his debut single, "Walk a Little Straighter." Currington, a native of Rincon, GA, was in Texas recently, visiting KPLX/Dallas. Seen here (l-r) are KPLX PD Paul Williams and Asst. PD Smokey Rivers, Currington and KPLX MD Cody Alan.

that is too twangy either. It's kind of narrowed down. The library is only in the 350-400-record range."

### Classic Rock Flavor

Given the fact that the core gold library for many of today's Country stations is music from 1989-94, I ask Shomby if the musical tack he's taking on WCMS won't rip the heart out of WGH-FM's gold library.

"Not at all," he says. "We've done music tests that show there's a lot of strong music for The Eagle's audience that runs from 1997 on up — songs from Alan Jackson, Tim McGraw, Toby Keith, Shania Twain and others that really test well.

"The strong post-'97 music will be the core of The Eagle. There really hasn't been much music from '89-'94 on The Eagle — we've really only had it going back to '92-'93 for the most part."

Shomby added that the music overlap between the two stations will be only about 20%.

One of WCMS's new "flavor" categories will be devoted to classic rock hits. About once a daypart Norfolk listeners will hear selected cuts by Lynyrd Skynyrd, The Marshal Tucker Band, Pure Prairie League, Charlie Daniels Band, The Allman Brothers, The Eagles and others.

"We're looking for cuts that fit the sound — those compatible with the Country hits," Shomby says. "For instance, The Eagles' 'Take It Easy' fits, but 'Hotel California' doesn't. 'Sweet Home Alabama' fits; 'Freebird' doesn't. The songs in this category are a very small part of the musical mix. They're just little surprises for the listeners."

Meanwhile, Shomby says that the repositioning of WCMS has resulted in some slight adjustments on The Eagle. "It's more of a 'now' type of a station, with less gold and a more recurrent/current mix," he explains. "We want people to know that if they want to hear something new, they should go to The Eagle."

When it comes to positioning the two stations for live music, Shomby says that station involvement would depend on the show. "We'll both take part in the vast majority of concerts that come to town, just as we always have," he says.

"But now there will be a primary

station and a secondary station. The Eagle will be the primary station on most concerts, but we're also working with local promoters to bring in some folks who will fit better with WCMS."

### A Little Attitude

Setting Classic Country WCMS apart from most other gold-based Country formats is the jock approach and station sound. Shomby describes it as "hip, with a little attitude — a male attitude."

**"WCMS will focus on music from 1989-94, music from the heyday of country music, when people were coming from out of the format to listen to Country, many for the first time."**

Classic Country WCMS will also be highly produced. "Think of the way Classic Rock is presented from a production standpoint — that's how WCMS is being produced," Shomby says. "We're not going to go back and make memories as much as we will be playing this really good music.

"Another place the Classic Rock approach comes in is that we brought in a new station voice — a stronger voice that's not as 'countrified' as in the past. We're also going to position the station with music collages twice an hour as we look to define what Classic Country is for the audience. The jock presentation is hip, up, bright and not too twangy."

And how will success for the new WCMS be defined? "Top seven adults 25-54," Shomby says simply.

**100.5 WCMS**  
*Classic Country*

### Creating A New Brand

What Shomby and Prater have created in the new Classic Country WCMS is a station perhaps unlike any other Classic Country outlet with which you might be familiar. Shomby says they had to build something new because he couldn't find the model he was looking for elsewhere.

"I talked to programmers with two Country stations in a number of markets," he says. "Most of them

and WGH-FM in listeners' and advertisers' minds, Shomby is aiming WCMS at 40-50-year-olds, while WGH-FM is targeted at the 28-38 age cell.

### Not Too Twangy

Before we get to the changes at WCMS, here are the things that have stayed the same: As you might expect, there was absolutely no need to change the call letters. The 49-year legacy of the WCMS call letters fits





ANGELA KING

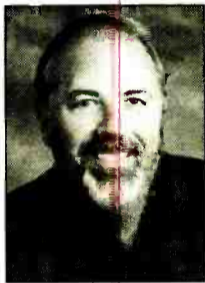
aking@radioandrecords.com

# DreamWorks Enjoys Dream Year

## Five years after its first No. 1, DreamWorks continues to succeed and grow

Just five years ago DreamWorks enjoyed its first No. 1 hit, Randy Travis' "Out of My Bones," and the label used that early triumph to create momentum in a tough business environment.

If you had looked at what investors considered growth industries in the late 1990s, you would not have found the record business listed among them. And rightly so, considering that many labels shut their doors or handed down massive layoffs in the intervening years.



James Stroud

statement to make at the time, but it was the only one we could make. We didn't want to be just another one of this or that. We knew we had to come out strong."

That early strength came from the Randy Travis success and from the *Prince of Egypt* soundtrack. Stroud, who played drums on earlier Travis hits like "Forever and Ever Amen," says, "I said to Randy, 'We're gonna open this label. Can you trust me to go make us some music?' We partnered up and had a huge, huge run there."

After focusing on that work and the soundtrack project, Stroud says it was time to re-evaluate the progress his upstart label was making.

### Toby Time

While the early reputation of DreamWorks was built from its No. 1 success with Travis, it was the addition of Toby Keith that helped get the label to where it is today. "Toby and I had been making records when he

was at Mercury," Stroud says. "Mercury President Luke Lewis was doing some reorganizing, and Toby felt it might not be beneficial to him.

"He asked Luke if he could look around for a new deal. Luke had listened to the new project and felt that he wasn't interested in it, which we all do from time to time. I passed on Garth Brooks — twice."

Not ready to make that kind of mistake again, Stroud moved quickly. "We felt the project was something really good," he says. "Luke was kind enough to allow us to purchase it. The truth is, Luke is an absolute friend, and he continues to be one. And he's also benefiting from the success of Toby, because he has the earlier catalog."

With the addition of Keith, DreamWorks began to see more progress. "We were not profitable until Toby Keith," Borchetta says. "If you start with a great artist, they will lead you to success."

DreamWorks has had a No. 1 hit in each of its five years in business. Borchetta says, "I remember that moment when Stroud walked into my office and said, 'Hey, what do you think about Toby Keith?' I said, 'Man, I don't think Toby Keith is done.' I didn't know his music, just the songs on the radio. It was a huge eye-opener for me when I went to see him in concert. It's about an artist who is plugged in to what fans want to hear and know about."

### Toughest Years

Even while helping to build a new superstar in Keith, DreamWorks has had to weather the many problems that have afflicted the music industry since the company opened its doors. "It would be five of the toughest years of the record business, period," Borchetta says.

He points to the longevity of the management team at DreamWorks as a reason the label has continued to move forward. "There hasn't been a lot of turnover," he says. "The main figures are the same as they were five years ago; it's the same department heads. We've been very cohesive from the beginning, and that energy is still in place."

Stroud believes the true turning point for DreamWorks came in the label's third year. He says, "We sat down in our conference room, and I told the staff, 'Look, we're a little too scattered right now. We have to get back to the basics.'

"It's how the music industry used to be run — not by corporate timelines, and not by company bottom lines; it is the music driving the schedule. You can't do that without a Toby or a Jessica Andrews or Emerson Drive or Jimmy Wayne or Darryl Worley having hits."

Borchetta believes the company also hasn't fallen into the traps that other labels have because, he says, "We've had a staff that will continue to stay plugged in — not on Music Row, but with fans and listeners of country music and Country radio.

"That's the biggest challenge. I can't say we work harder than anybody else. That would just be pompous bullshit. I don't know about the other guys. We just focus on a few things and focus on executing the basics to the best of our ability every day.

"It's not about executive meetings every day and pounding through the research. Give me a break. People make the record business harder than it is. They overthink every detail. We're more of a run-and-shoot company."

### Building Credibility

Rather than continuing to push records that aren't working well, Borchetta says that he seeks credibility and will pull singles quickly if they aren't having success at radio. "We're snobs about the three minutes we put out," he explains.



Scott Borchetta

"If something ain't happening, you don't see us propping up records just to get to 41. If something's not happening, and we have 16 weeks in and we're at 34 for the fourth week, that's it.

"We have credibility at radio that we've worked very hard for — and that's week to week. You can't screw that up one week, or you get put in the penalty

box. When we come with something and tell radio it could be the next big thing, they believe it."

Borchetta says the DreamWorks structure helps move records up or out quickly. He explains, "With Stroud, I can get right to him and tell him, 'This isn't happening. Take it out and shoot it.' We don't have catalog, so we can't prop things up for a nice chart number."

Stroud agrees, saying, "If we're not selling records, we're not in business. It all starts with the foundation: Do we have a hit? Promotion is extremely important to us, but it is not the most important part of our building. It can't be."

### Incredible Luck

While Borchetta and Stroud plan meticulously to not only build chart share, but, more important, profits, they acknowledge they are sometimes also blessed with incredible luck.

"This first quarter was something

I started planning back in September," Borchetta says. "We were all very clear on what the opportunities would be. We knew we had Toby's 'Beer for My Horses' in our back pocket — that is a huge attitude event for Toby.

"We knew we had a great opportunity with newcomer Jimmy Wayne. Having Jessica Andrews' album *Now* is a big part of the year. The huge surprise is Darryl Worley. We didn't have that."

**"People make the record business harder than it is. They overthink every detail. We're more of a run-and-shoot company."**

Scott Borchetta

In fact, Borchetta claims that he didn't know anything about the song "Have You Forgotten?" He says, "The second week of January, Darryl performs this song on the Opry, unbeknownst to anyone at the label.

"I was out of town for the weekend and didn't see the Opry. I get a call Monday morning: 'Great song, can I get a copy?' I'm like, 'Um, I'm going to have to call you back.' I call management: 'You want to let me in on this?'"

Once he heard the song, Stroud also wanted in. "I told Darryl that, personally, I wanted to be involved. He said, 'You want to play drums on it?' I hugged his neck and said, 'I'm there.'"

### A Career-Changing Event

The label decided to build "Have You Forgotten?" into a whole new project, with four new songs and some greatest hits material. "It's a situation you work so hard for," Borchetta says. "It's that extra home run you hope for. It's been a gift.

"Darryl will tell you he didn't think radio would ever play it. He felt it was on the edge of commentary. But that's how every songwriter should write."

The label quickly pulled Worley's "Family Tree" single. Borchetta says, "It was mid-20s on the chart, and we told everybody, 'Please trust us; we have something that's going to be a career-changing event.'"

"It's an absolute blessing," Stroud says. "I got a call from Luke Lewis the other day, congratulating us on this. He said, 'My friend, this is your *O Brother*.'"

Stroud doesn't worry about where Worley goes from here. "Every time we go in the studio, we don't think about the record before," he says. "When you start second guessing and put pressure on yourself, you're in trouble."



**BACKSTAGE PASS** The recent CMT Flameworthy 2003 Video Music Awards offered a high-wattage backstage area. Seen here (l-r) are CMT Sr. VP/GM Brian Philips, Kid Rock, show co-host Pamela Anderson, Deana Carter and Hank Williams Jr.





LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DARRYL WORLEY Have You Forgotten (DreamWorks)	18522	-244	6448	-107	8	148/0
3	2	KENNY CHESNEY Big Star (BNA)	15606	-92	5512	-2	15	148/0
2	3	ALAN JACKSON That'd Be Alright (Arista)	15540	-240	5496	-90	16	148/0
5	4	TIM MCGRAW She's My Kind Of Rain (Curb)	14516	+213	5212	+95	15	148/0
6	5	MARTINA MCBRIDE Concrete Angel (RCA)	13080	-274	4900	-97	21	147/0
7	6	KEITH URBAN Raining On Sunday (Capitol)	12645	+183	4643	+128	18	147/0
8	7	DIAMOND RIO I Believe (Arista)	11657	+539	4135	+111	19	145/1
9	8	CHRIS CAGLE What A Beautiful Day (Capitol)	11320	+326	3908	+59	21	147/0
10	9	RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	10352	+832	3582	+267	18	140/3
11	10	RASCAL FLATTS Love You Out Loud (Lyric Street)	9888	+531	3520	+156	13	146/0
12	11	LONESTAR My Front Porch Looking In (BNA)	8150	+707	2846	+259	7	141/3
15	12	JIMMY WAYNE Stay Gone (DreamWorks)	7955	+861	2717	+274	10	145/9
13	13	JEFF BATES The Love Song (RCA)	7613	+280	2811	+57	15	146/3
17	14	JESSICA ANDREWS There's More To Me Than You (DreamWorks)	6647	+173	2487	+43	15	136/2
18	15	MONTGOMERY GENTRY Speed (Columbia)	6274	+40	2391	-19	15	140/1
19	16	CRAIG MORGAN Almost Home (Broken Bow)	5960	+264	2510	+126	24	125/5
20	17	JO DEE MESSINA Was That My Life (Curb)	5608	+40	2098	-9	14	137/3
16	18	PHIL VASSAR This Is God (Arista)	5593	-989	2178	-377	15	139/0
25	19	TOBY KEITH Beer For My Horses (DreamWorks)	5535	+1146	1997	+469	16	129/17
21	20	TRACY BYRD The Truth About Men (RCA)	5491	+582	1939	+254	6	120/14
23	21	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	5164	+587	1856	+207	26	91/4
14	22	DEANA CARTER There's No Limit (Arista)	4648	-2673	1684	-1073	24	138/0
22	23	TRAVIS TRITT Country Ain't Country (Columbia)	4615	-79	1757	+21	13	128/5
24	24	GARTH BROOKS Why Ain't I Running (Capitol)	4503	+5	1681	+24	8	113/3
26	25	BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	3806	+621	1259	+208	7	111/11
36	26	GEORGE STRAIT Tell Me Something Bad About... (MCA)	3675	+1480	1248	+493	3	110/19
29	27	BRAD PAISLEY Celebrity (Arista)	3544	+630	1222	+260	5	99/6
28	28	SARA EVANS Backseat Of A Greyhound Bus (RCA)	3284	+330	1176	+104	7	114/12
27	29	WARREN BROTHERS Hey, Mr. President (BNA)	3214	+191	1130	+75	4	79/13
32	30	TRACE ADKINS Then They Do (Capitol)	2876	+479	1113	+184	6	106/11
30	31	SAMMY KERSHAW I Want My Money Back (Audium)	2656	+87	1126	+39	11	93/1
45	32	SHANIA TWAIN Forever And For Always (Mercury)	2528	+1522	693	+397	2	85/25
31	33	DUSTY DRAKE One Last Time (Warner Bros.)	2414	-6	831	+12	6	77/7
33	34	AMY DALLEY Love's Got An Attitude (It...) (Curb)	2350	+108	891	+53	7	98/3
35	35	STEVE HOLY Rock-A-Bye Heart (Curb)	1932	-283	823	-134	10	91/0
34	36	A. TIPPIN F/T. TIPPIN Love Like There's No Tomorrow (Lyric Street)	1766	-453	729	-176	14	83/0
41	37	MARK WILLS When You Think Of Me (Mercury)	1761	+157	724	+49	8	80/4
38	38	CLINT BLACK Iraq And Roll (Clintblack.com)	1664	-114	552	-75	5	15/0
<b>Debut</b>	39	BROOKS & DUNN Red Dirt Road (Arista)	1619	+1094	498	+342	1	62/39
39	40	BRETT JAMES After All (Arista)	1614	-115	675	-52	9	75/0
42	41	VINCE GILL Someday (MCA)	1373	+94	492	+38	4	76/11
43	42	TERRI CLARK Three Mississippi (Mercury)	1316	+97	517	+21	5	66/8
46	43	EMERSON DRIVE Only God (DreamWorks)	1067	+146	418	+58	3	65/7
40	44	ANTHONY SMITH Half A Man (Mercury)	1016	-625	451	-268	11	65/0
47	45	LEANN RIMES Suddenly (Asylum/Curb)	945	+102	396	+33	4	46/4
44	46	KELLIE COFFEY Whatever It Takes (BNA)	880	-186	382	-111	8	71/1
37	47	TAMMY COCHRAN Love Won't Let Me (Epic)	842	-1158	322	-445	14	88/0
<b>Debut</b>	48	TRICK PONY A Boy Like You (H2E/WB)	682	+84	278	+40	1	42/3
<b>Debut</b>	49	DIERKS BENTLEY What Was I Thinkin' (Capitol)	629	+163	203	+69	1	38/13
<b>Debut</b>	50	MCHAYES It Doesn't Mean I Don't... (Universal South)	604	+105	233	+44	1	46/9

## Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BROOKS & DUNN Red Dirt Road (Arista)	39
SHANIA TWAIN Forever And For Always (Mercury)	25
GEORGE STRAIT Tell Me Something Bad About... (MCA)	19
BLAKE SHELTON Heavy Liftin' (Warner Bros.)	18
TOBY KEITH Beer For My Horses (DreamWorks)	17
TRACY BYRD The Truth About Men (RCA)	14
WARREN BROTHERS Hey, Mr. President (BNA)	13
AARON LINES Love Changes Everything (RCA)	13
DIERKS BENTLEY What Was I Thinkin' (Capitol)	13
SARA EVANS Backseat Of A Greyhound Bus (RCA)	12
CHARLIE ROBISON Walter (Columbia)	12

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
SHANIA TWAIN Forever And For Always (Mercury)	+1522
GEORGE STRAIT Tell Me Something Bad About... (MCA)	+1480
TOBY KEITH Beer For My Horses (DreamWorks)	+1146
BROOKS & DUNN Red Dirt Road (Arista)	+1094
JIMMY WAYNE Stay Gone (DreamWorks)	+861
RANDY TRAVIS Three Wooden... (Word/Curb/Warner Christian)	+832
LONESTAR My Front Porch Looking In (BNA)	+707
BRAD PAISLEY Celebrity (Arista)	+630
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	+621
KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	+587

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GEORGE STRAIT Tell Me Something Bad About... (MCA)	+493
TOBY KEITH Beer For My Horses (DreamWorks)	+469
SHANIA TWAIN Forever And For Always (Mercury)	+397
BROOKS & DUNN Red Dirt Road (Arista)	+342
JIMMY WAYNE Stay Gone (DreamWorks)	+274
RANDY TRAVIS Three Wooden... (Word/Curb/Warner Christian)	+267
BRAD PAISLEY Celebrity (Arista)	+260
LONESTAR My Front Porch Looking In (BNA)	+259
TRACY BYRD The Truth About Men (RCA)	+254
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	+208

## 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](http://www.radioandrecords.com).

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 4/6-4/12. Bullets appear on songs gaining in points or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Breaker status is awarded to songs reported by 60% of the panel for the first time. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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April 18, 2003

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DARRYL WORLEY Have You Forgotten (DreamWorks)	3631	-84	2879	-64	7	75/0
2	2	KENNY CHESNEY Big Star (BNA)	3577	+36	2814	+20	15	75/0
3	3	ALAN JACKSON That'd Be Alright (Arista)	3480	-1	2744	-7	18	73/0
4	4	TIM MCGRAW She's My Kind Of Rain (Curb)	3412	-15	2682	-26	13	75/0
5	5	MARTINA MCBRIDE Concrete Angel (RCA)	3405	-1	2717	-6	21	73/0
6	6	KEITH URBAN Raining On Sunday (Capitol)	3297	+14	2608	-4	20	74/0
7	7	DIAMOND RIO I Believe (Arista)	3051	+90	2412	+64	22	72/0
8	8	RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	2883	+179	2243	+144	19	73/0
9	9	CHRIS CAGLE What A Beautiful Day (Capitol)	2773	+86	2247	+67	21	75/0
10	10	RASCAL FLATTS Love You Out Loud (Lyric Street)	2673	+110	2122	+66	13	75/0
12	11	JEFF BATES The Love Song (RCA)	2224	+29	1803	+35	14	73/0
14	12	LONESTAR My Front Porch Looking In (BNA)	2223	+157	1767	+93	7	74/0
15	13	JESSICA ANDREWS There's More To Me Than You (DreamWorks)	2135	+70	1698	+58	17	72/0
16	14	MONTGOMERY GENTRY Speed (Columbia)	1983	-3	1570	-1	15	72/0
18	15	JIMMY WAYNE Stay Gone (DreamWorks)	1918	+153	1571	+123	10	73/2
13	16	PHIL VASSAR This Is God (Arista)	1829	-298	1460	-246	15	63/0
19	17	JO DEE MESSINA Was That My Life (Curb)	1741	+76	1389	+63	14	70/2
22	18	TOBY KEITH Beer For My Horses (DreamWorks)	1708	+284	1370	+205	3	72/9
20	19	TRACY BYRD The Truth About Men (RCA)	1633	+202	1365	+167	6	68/3
23	20	GARTH BROOKS Why Ain't I Running (Capitol)	1499	+103	1233	+81	7	61/1
21	21	TRAVIS TRITT Country Ain't Country (Columbia)	1396	-28	1079	-22	14	58/3
24	22	CRAIG MORGAN Almost Home (Broken Bow)	1380	+108	1103	+96	16	58/5
30	23	GEORGE STRAIT Tell Me Something Bad About... (MCA)	1222	+359	966	+279	2	67/12
27	24	TRACE ADKINS Then They Do (Capitol)	1215	+122	976	+92	6	63/3
26	25	BRAD PAISLEY Celebrity (Arista)	1165	+67	949	+47	5	61/4
28	26	SARA EVANS Backseat Of A Greyhound Bus (RCA)	1102	+18	858	+8	8	57/1
29	27	BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	1001	+125	838	+105	6	59/7
25	28	A. TIPPIN F/T. TIPPIN Love Like There's No Tomorrow (Lyric Street)	999	-159	765	-146	15	44/1
17	29	DEANA CARTER There's No Limit (Arista)	953	-966	707	-796	26	33/1
31	30	SAMMY KERSHAW I Want My Money Back (Audium)	871	+10	709	+6	12	42/1
33	31	WARREN BROTHERS Hey, Mr. President (BNA)	868	+103	691	+84	2	46/5
32	32	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	815	+35	680	+41	9	34/2
35	33	MARK WILLS When You Think Of Me (Mercury)	629	-21	524	-14	8	38/1
Debut	34	BROOKS & DUNN Red Dirt Road (Arista)	569	+486	481	+409	1	42/24
36	35	DUSTY DRAKE One Last Time (Warner Bros.)	559	+55	464	+49	4	34/2
39	36	EMERSON DRIVE Only God (DreamWorks)	504	+83	413	+77	4	35/6
41	37	TRICK PONY A Boy Like You (H2E/WB)	464	+62	402	+62	4	30/6
49	38	SHANIA TWAIN Forever And For Always (Mercury)	455	+217	361	+185	2	36/20
38	39	STEVE HOLY Rock-A Bye Heart (Curb)	415	-25	322	-1	10	25/2
37	40	BRETT JAMES After All (Arista)	411	-44	329	-23	9	28/0
43	41	AMY DALLEY Love's Got An Attitude (It...) (Curb)	398	+95	326	+72	5	26/2
42	42	ANTHONY SMITH Half A Man (Mercury)	345	-37	274	-34	11	18/0
45	43	CLINT BLACK Iraq And Roll (Clintblack.com)	314	+22	249	+4	2	19/0
40	44	KELLIE COFFEY Whatever It Takes (BNA)	291	-115	218	-107	8	18/0
46	45	TERRI CLARK Three Mississippi (Mercury)	282	+3	247	-1	3	21/2
48	46	VINCE GILL Someday (MCA)	280	+36	218	+24	2	20/0
50	47	MCHAYES It Doesn't Mean I Don't... (Universal South)	239	+45	224	+42	2	18/2
Debut	48	JENNIFER HANSON This Far Gone (Capitol)	212	+39	193	+40	1	16/1
44	49	TANYA TUCKER Old Weakness (Coming On...) (Tuckertime/Capitol)	204	-89	159	-73	7	14/0
34	50	TAMMY COCHRAN Love Won't Let Me (Epic)	198	-485	144	-396	15	10/0

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 4/6-Saturday 4/12.  
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## Most Added®

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
BROOKS & DUNN Red Dirt Road (Arista)	24
SHANIA TWAIN Forever And For Always (Mercury)	20
GEORGE STRAIT Tell Me Something Bad About... (MCA)	12
TOBY KEITH Beer For My Horses (DreamWorks)	9
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	7
DIERKS BENTLEY What Was I Thinkin' (Capitol)	7
EMERSON DRIVE Only God (DreamWorks)	6
TRICK PONY A Boy Like You (H2E/WB)	6
BLAKE SHELTON Heavy Liftin' (Warner Bros.)	6
CRAIG MORGAN Almost Home (Broken Bow)	5
WARREN BROTHERS Hey, Mr. President (BNA)	5
BRAD PAISLEY Celebrity (Arista)	4
KENNY ROGERS I'm Missing You (Dreamcatcher)	4
CLAY WALKER A Few Questions (RCA)	4
TRACY BYRD The Truth About Men (RCA)	3
TRACE ADKINS Then They Do (Capitol)	3
TRAVIS TRITT Country Ain't Country (Columbia)	3
AARON LINES Love Changes Everything (RCA)	3
RUSHLOW I Can't Be Your Friend (Lyric Street)	3
RACHEL PROCTOR Days Like This (BNA)	3

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BROOKS & DUNN Red Dirt Road (Arista)	+486
GEORGE STRAIT Tell Me Something Bad About... (MCA)	+359
TOBY KEITH Beer For My Horses (DreamWorks)	+284
SHANIA TWAIN Forever And For Always (Mercury)	+217
TRACY BYRD The Truth About Men (RCA)	+202
RANDY TRAVIS Three Wooden... (Word/Curb/Warner Christian)	+179
LONESTAR My Front Porch Looking In (BNA)	+157
JIMMY WAYNE Stay Gone (DreamWorks)	+153
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	+125
TRACE ADKINS Then They Do (Capitol)	+122

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BROOKS & DUNN Red Dirt Road (Arista)	+409
GEORGE STRAIT Tell Me Something Bad About... (MCA)	+279
TOBY KEITH Beer For My Horses (DreamWorks)	+205
SHANIA TWAIN Forever And For Always (Mercury)	+185
TRACY BYRD The Truth About Men (RCA)	+167
RANDY TRAVIS Three Wooden... (Word/Curb/Warner Christian)	+144
JIMMY WAYNE Stay Gone (DreamWorks)	+123
BRIAN MCCOMAS 99.9% Sure (Never...) (Lyric Street)	+105
CRAIG MORGAN Almost Home (Broken Bow)	+96
LONESTAR My Front Porch Looking In (BNA)	+93
TRACE ADKINS Then They Do (Capitol)	+92
WARREN BROTHERS Hey, Mr. President (BNA)	+84
GARTH BROOKS Why Ain't I Running (Capitol)	+81
EMERSON DRIVE Only God (DreamWorks)	+77
DIERKS BENTLEY What Was I Thinkin' (Capitol)	+73
AMY DALLEY Love's Got An Attitude (It...) (Curb)	+72
BLAKE SHELTON Heavy Liftin' (Warner Bros.)	+69
CHRIS CAGLE What A Beautiful Day (Capitol)	+67
RASCAL FLATTS Love You Out Loud (Lyric Street)	+66
DIAMOND RIO I Believe (Arista)	+64
JO DEE MESSINA Was That My Life (Curb)	+63
TRICK PONY A Boy Like You (H2E/WB)	+62
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	+58
DUSTY DRAKE One Last Time (Warner Bros.)	+49

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES April 18, 2003

CalloUT AMERICA<sup>®</sup> song selection is based on the top 35 titles from the R&R Country chart for the airplay week of March 24-30.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
ALAN JACKSON That'd Be Alright (Arista)	40.9%	76.0%	4 14.0%	97.4%	4.6%	2.9%
JOE NICHOLS Brokenheartsville (Universal South)	43.4%	74.9%	4 15.7%	98.6%	4.6%	3.4%
KENNY CHESNEY Big Star (BNA)	34.9%	71.7%	4 17.7%	98.6%	6.0%	3.1%
DARRYL WORLEY Have You Forgotten (DreamWorks)	42.0%	68.9%	4 16.3%	96.6%	6.6%	4.9%
DIAMOND RIO I Believe (Arista)	32.3%	68.6%	4 17.7%	94.3%	6.0%	2.0%
MARTINA MCBRIDE Concrete Angel (RCA)	38.3%	68.3%	4 16.9%	97.7%	6.6%	6.0%
KEITH URBAN Raining On Sunday (Capitol)	33.1%	66.6%	4 20.6%	96.3%	5.7%	3.4%
TIM MCGRAW She's My Kind Of Rain (Curb)	36.9%	65.7%	4 18.6%	96.9%	6.6%	6.0%
RANDY TRAVIS Three Wooden Crosses (Word/Curb/Warner Christian)	35.1%	64.9%	4 19.4%	94.9%	8.0%	2.6%
CRAIG MORGAN Almost Home (Broken Bow)	25.1%	62.3%	4 24.3%	92.6%	5.1%	0.9%
DEANA CARTER There's No Limit (Arista)	19.1%	60.6%	4 25.1%	96.9%	6.9%	4.3%
KID ROCK/SHERYL CROW Picture (Lava/Atlantic)	38.9%	59.4%	4 15.4%	90.9%	8.6%	7.4%
TRAVIS TRITT Country Ain't Country (Columbia)	24.9%	58.0%	4 26.9%	93.4%	5.7%	2.9%
TRACY BYRD The Truth About Men (RCA)	25.4%	57.1%	4 16.9%	88.3%	11.1%	3.1%
AARON TIPPIN Love Like There's No Tomorrow (Lyric Street)	23.4%	56.9%	4 22.6%	87.4%	5.7%	2.3%
JIMMY WAYNE Stay Gone (DreamWorks)	16.3%	54.3%	4 26.0%	86.9%	5.7%	0.9%
PHIL VASSAR This Is God (Arista)	24.0%	50.6%	4 22.3%	86.6%	10.9%	2.9%
MONTGOMERY GENTRY Speed (Columbia)	18.0%	50.0%	4 27.4%	88.3%	7.7%	3.1%
JEFF BATES The Love Song (RCA)	12.3%	47.1%	4 29.4%	86.6%	8.6%	1.4%
LONESTAR My Front Porch Looking In (BNA)	15.1%	45.1%	4 28.9%	84.6%	9.4%	1.1%
GARTH BROOKS Why Ain't I Running (Capitol)	14.9%	44.9%	4 25.7%	80.6%	8.9%	1.1%
BRAD PAISLEY Celebrity (Arista)	10.6%	44.6%	4 25.4%	79.4%	8.0%	1.4%
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	14.6%	44.0%	3 28.3%	89.1%	15.4%	1.4%
JO DEE MESSINA Was That My Life (Curb)	13.1%	42.9%	3 26.0%	85.1%	12.9%	3.4%
TOBY KEITH Beer For My Horses (DreamWorks)	22.3%	42.6%	4 15.7%	72.9%	10.9%	3.7%
RASCAL FLATTS Love You Out Loud (Lyric Street)	14.6%	41.7%	3 26.9%	84.6%	11.1%	4.9%
SAMMY KERSHAW I Want My Money Back (Audiom)	13.7%	41.4%	3 28.3%	82.9%	10.6%	2.6%
CHRIS CAGLE What A Beautiful Day (Capitol)	11.4%	39.1%	3 34.6%	88.0%	11.4%	2.9%
WARREN BROTHERS Hey, Mr. President (BNA)	17.1%	36.0%	4 20.6%	67.7%	8.6%	2.6%
BRIAN MCCOMAS 99.9% Sure (Lyric Street)	9.7%	35.7%	3 26.6%	78.9%	13.7%	2.9%
STEVE HOLY Rock-A-Bye Heart (Curb)	8.9%	34.3%	3 29.7%	79.7%	14.0%	1.7%
DUSTY DRAKE One Last Time (Warner Bros.)	12.0%	32.3%	3 25.1%	73.1%	11.7%	4.0%
TRACE ADKINS Then They Do (Capitol)	8.9%	31.4%	3 29.1%	74.3%	11.1%	2.6%
SARA EVANS Backseat Of A Greyhound Bus (RCA)	8.3%	28.6%	3 29.7%	77.4%	17.1%	2.0%
AMY DALLEY Loves Got An Attitude (Curb)	7.4%	23.1%	3 29.4%	73.1%	18.3%	2.3%

## CalloUT AMERICA<sup>®</sup> HOT SCORES

**P**  
Password of the Week: Sledge  
Question of the Week: On a scale of 1 to 5, with 1 meaning you strongly object to U.S. involvement and 5 meaning you strongly support U.S. involvement, how do you feel about U.S. involvement in Iraq?

**Total**  
Strongly support: 70%  
Support: 11%  
Neutral: 14%  
Object: 3%  
Strongly object: 2%

**P1**  
Strongly support: 73%  
Support: 11%  
Neutral: 12%  
Object: 2%  
Strongly object: 2%

**P2**  
Strongly support: 62%  
Support: 11%  
Neutral: 19%  
Object: 5%  
Strongly object: 3%

**Male**  
Strongly support: 74%  
Support: 7%  
Neutral: 15%  
Object: 2%  
Strongly object: 2%

**Female**  
Strongly support: 66%  
Support: 16%  
Neutral: 13%  
Object: 2%  
Strongly object: 3%

**25-34**  
Strongly support: 67%  
Support: 14%  
Neutral: 17%  
Object: 0%  
Strongly object: 2%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. **WEST:** Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc.

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KEAN/Abilene, TX
PD: Marisa Bailey
14 KENNY ROGERS "Missing"
7 JILL KING "One"

WQMX/Akron, OH
DM/PM: Kevin Mason
1 RANDY TRAVIS "Crosses"

WGNA/Albany, NY
DM/PM: Buzz Brindle
MD: Bill Earley
2 TRACE ADKINS "They"

KBOJ/Albuquerque, NM
PD: Tommy Carrera
MD: Sammy Cruise
2 BROOKS & DUNN "Dirt"
2 WARREN BROTHERS "President"

KRST/Albuquerque, NM
PD: John Richards
2 TRACE ADKINS "They"
2 DUSTY DRAKE "Last"
1 TRICK PONY "Boy"
1 GEORGE STRAIT "Tulsa"

KRRV/Alexandria, LA
PD/MD: Steve Casey
2 CRAIG MORGAN "Almost"
2 BRIAN MCCOMAS "Sure"

WCTD/Alentown, PA
PD: Chuck Geiger
APD/MD: Sam Malone
16 SHANIA TWAIN "Always"
DIERKS BENTLEY "Thinkin'"
TERRI CLARK "Three"

KGNC/Amarillo, TX
PD: Tim Butler
APD/MD: Patrick Clark
10 BROOKS & DUNN "Dirt"
10 CLAY WALKER "Few"

WVWW/Ann Arbor, MI
PD: Barry Mardit
MD: Tom Baker
3 GEORGE STRAIT "Tulsa"
3 BRAD PAISLEY "Celebrity"

WNCY/Appleton, WI
DM: Jeff McCarthy
PD: Randy Shannon
MD: Marc Braun
1 BROOKS & DUNN "Dirt"
EMERSON DRIVE "Only"
1 AARON LINES "Changes"

WKSF/Asheville, NC
DM/PM: Jeff Davis
MD: Andy Woods
CRAIG MORGAN "Almost"
SARA EVANS "Greyhound"

WKHX/Atlanta, GA
DM/PM: Mark Richards
MD: Johnny Gray
3 GARTH BROOKS "Running"
1 BRIAN MCCOMAS "Sure"

WYAY/Atlanta, GA
DM: Mark Richards
PD: Steve Mitchell
MD: Johnny Gray
4 JIMMY WAYNE "Gone"

WPUR/Atlantic City, NJ
DM/MD: Joe Kelly
6 CLAY WALKER "Few"
2 RUSHLOW "Friend"
CHALEE TENNISON "Lovin'"
KENNY ROGERS "Missing"

WKXC/Augusta, GA
DM/PM: T. Gentry
APD/MD: Zach Taylor
2 TRACE BYRD "Men"
1 BLAKE SHELTON "Heavy"
BRAD MARTIN "Days"
DIERKS BENTLEY "Thinkin'"

KASE/Austin, TX
PD: Jason Kane
MD: Bob Pickett
6 JESSICA ANDREWS "Jore"
5 JO DEE MESSINA "Life"
4 SHANIA TWAIN "Always"
1 MARK WILLS "Think"

KUZZ/Bakersfield, CA
PD: Evan Bridwell
MD: Adam Jeffries
BROOKS & DUNN "Dirt"
DERAILERS "Genuine"
DIERKS BENTLEY "Thinkin'"

WPOC/Baltimore, MD
MD: Michael J. Fox
2 RACHEL PROCTOR "Days"

WYPY/Baton Rouge, LA
DM: Randy Chase
MD: Jay Bernard
1 BRAD PAISLEY "Celebrity"
BROOKS & DUNN "Dirt"
JENNIFER HANSON "Far"
VINCE GILL "Someday"

WYNK/Baton Rouge, LA
DM/MD: Austin James
17 KID ROCK/SHERYL CROW "Picture"
6 SHANIA TWAIN "Always"
KENNY ROGERS "Missing"

WVNW/Battle Creek, MI
PD: P.J. Lacey
MD: Phil O'Reilly
3 BROOKS & DUNN "Dirt"
3 SHANIA TWAIN "Always"
2 GEORGE STRAIT "Tulsa"

WJLS/Beckley, WV
PD/MD: David Willis
11 AMY DALLEY "Attitude"
11 RACHEL PROCTOR "Days"

WVON/Bloomington, MS
DM: Walter Brown
PD: Kipp Gregory
MD: DeAnna Lee
No Adds

WHWK/Birmingham, NY
PD/MD: Ed Walker
10 CLINT DANIELS "Almost"
10 GEORGE STRAIT "Tulsa"
10 RUSHLOW "Friend"

WZZK/Birmingham, AL
PD/MD: Brian Driver
9 WARREN BROTHERS "President"
1 TRACE ADKINS "They"
1 SHANIA TWAIN "Always"
DIERKS BENTLEY "Thinkin'"
LEANN RIMES "Suddenly"
MARK WILLS "Think"

WSPK/Blacksburg, VA
PD: Jack Douglas
APD/MD: Nicole Williams
24 STEVE HOLY "Heart"
15 LEANN RIMES "Suddenly"
14 TRICK PONY "Boy"

WBWN/Bloomington, IL
PD: Dan Westhoff
APD/MD: Buck Stevens
10 BRAD PAISLEY "Celebrity"
10 GEORGE STRAIT "Tulsa"

WHKX/Bluefield, WV
PD/MD: Doug Dillon
14 BROOKS & DUNN "Dirt"
14 JO DEE MESSINA "Life"

KIZN/Boise, ID
DM: Rich Summers
PD/MD: Spencer Burke
3 SHANIA TWAIN "Always"

KQFC/Boise, ID
DM: Rich Summers
PD: Lance Tidwell
MD: Cory Mikals
AARON LINES "Changes"
CHARLIE ROBINSON "Water"

WKLB/Boston, MA
PD: Mike Brophy
APD/MD: Ginny Rogers
No Adds

KAGG/Bryan, TX
PD/MD: Jennifer Allen
20 BROOKS & DUNN "Dirt"
20 EMERSON DRIVE "Only"
20 MCHAYES "Mean"
20 TRICK PONY "Boy"

WYRK/Buffalo, NY
PD: John Paul
APD/MD: Wendy Lynn
DUSTY DRAKE "Last"
GEORGE STRAIT "Tulsa"

KHAK/Cedar Rapids, IA
PD: Bob James
MD: Dawn Johnson
9 TRACE BYRD "Men"
8 GEORGE STRAIT "Tulsa"

WIXY/Champaign, IL
PD/MD: R. W. Smith
No Adds

WEZL/Charleston, SC
PD: T.J. Phillips
MD: Gary Griffin
6 LONESTAR "Front"
2 BROOKS & DUNN "Dirt"
AARON LINES "Changes"
TOBY KEITH "Horses"
TRICK PONY "Boy"

WVND/Charleston, SC
PD: Lloyd Ford
MD: Mufford
RACHEL PROCTOR "Days"
WARREN BROTHERS "President"

WQBE/Charleston, WV
DM: Jeff Whitehead
PD: Ed Roberts
8 ALAN JACKSON "Drive"
8 STEVE AZAR "Don't"
8 TIM MCGRAW "Cowboy"

WKKT/Charlotte, NC
PD: John Roberts
10 RANDY TRAVIS "Crosses"
3 TRACE BYRD "Men"
MCHAYES "Mean"

WSOC/Charlotte, NC
DM/PM: Jeff Roper
MD: Rick McCracken
BROOKS & DUNN "Dirt"
CHARLIE ROBINSON "Water"

WUSY/Chattanooga, TN
PD: Clay Hunicutt
MD: Bill Poindexter
GEORGE STRAIT "Tulsa"

WUSN/Chicago, IL
DM: Tom Rivers
PD: Justin Case
APD/MD: Evan Knott
No Adds

WUBE/Cincinnati, OH
DM/PM: Tim Closson
APD: Kathy D'Connor
MD: Duke Hamilton
No Adds

WYGY/Cincinnati, OH
PD: Dave Stewart
APD/MD: Dawn Michaels
2 AMY DALLEY "Attitude"

WGAR/Cleveland, OH
PD: Meg Stevens
MD: Chuck Collier
11 BROOKS & DUNN "Dirt"
2 MCHAYES "Mean"
DIERKS BENTLEY "Thinkin'"
AARON LINES "Changes"

KCCY/Colorado Springs, CO
PD: Travis Hart
MD: Valerie Daly
3 DIERKS BENTLEY "Thinkin'"
LEANN RIMES "Suddenly"
AARON LINES "Changes"

KJCS/Colorado Springs, CO
PD: Shannon Stone
MD: Stix Franklin
3 GEORGE STRAIT "Tulsa"
3 BRIAN MCCOMAS "Sure"
3 KENNY CHESENEY "Shoes"
3 JENNIFER HANSON "Far"
MARK WILLS "Think"

WCOS/Columbia, SC
DM/PM: Ron Brooks
MD: Glen Garrett
4 DUSTY DRAKE "Last"
2 BROOKS & DUNN "Dirt"

WCOL/Columbus, OH
PD: John Crenshaw
APD/MD: Dan E. Zuk
No Adds

WHOR/Columbus, OH
DM/PM: Charley Lake
APD/MD: George Wolf
TERRI CLARK "Three"
TRACE ADKINS "They"
VINCE GILL "Someday"

WGSQ/Cookeville, TN
PD: Gator Harrison
MD: Steward James
SHANIA TWAIN "Always"
BRIAN MCCOMAS "Sure"
TOBY KEITH "Horses"

KRYS/Corpus Christi, TX
PD: Clayton Allen
MD: Cactus Lou
2 BRIAN MCCOMAS "Sure"
VINCE GILL "Someday"

KPLX/Dallas-Ft. Worth, TX
PD: Paul Williams
APD: Smokey Rivers
MD: Cody Alan
26 RHETT AKINS "Love"
1 SARA EVANS "Greyhound"

KSCS/Dallas-Ft. Worth, TX
DM/Interim PD: Ted Stecker
APD/MD: Chris Huff
15 JOE NICHOLS "Smokes"

WGNE/Daytona Beach, FL
PD: Jeff Davis
11 RACHEL PROCTOR "Days"
RJSHLOW "Friend"

KYGO/Denver-Boulder, CO
PD: Joel Burke
MD: Tad Svendsen
16 TRACE BYRD "Men"
4 BROOKS & DUNN "Dirt"
2 DIERKS BENTLEY "Thinkin'"

KHK/Des Moines, IA
DM: Jim Olsen
APD/MD: Ron Chatman
No Adds

WVJR/Dothan, AL
DM: Jerry Broadway
PD: Brett Mason
APD: The Frogman
8 BROOKS & DUNN "Dirt"
8 SHANIA TWAIN "Always"

KKCB/Duluth, MN
PD: Tom Bishop
MD: Pat Puchalla
7 WARREN BROTHERS "President"
1 DIERKS BENTLEY "Thinkin'"
5 SHANIA TWAIN "Always"

WVYD/Detroit, MI
PD: Mac Daniels
APD/MD: Ron Chatman
No Adds

WVWR/Greenville, NC
PD: Wayne Carlyle
APD: Mike Farley
MD: Boomer Lee
No Adds

WVOC/Greenville, SC
DM/PM: Bruce Logan
APD/MD: John Landrum
No Adds

WVSS/Greenville, SC
DM/PM: Bruce Logan
APD/MD: Kix Layton
No Adds

WVWZ/Hagerstown, MD
PD/MD: Don Brake
4 JOE NICHOLS "Smokes"
2 RUSHLOW "Friend"

WVBT/Harrisburg, PA
PD: Shelly Easton
MD: Joey Dean
No Adds

WVAT/Harrisburg, PA
PD: Sam McGuire
MD: Dandalion
1 BLAKE SHELTON "Heavy"
1 LEANN RIMES "Suddenly"

WVWY/Hartford, CT
PD: Jay McCarthy
MD: Jay Thomas
BRAD MARTIN "Days"
DUSTY DRAKE "Last"
EMERSON DRIVE "Only"

WVXW/Eau Claire, WI
PD: George House
MD: Tim Wilson
2 BILLY CURRINGTON "Little"

KHEY/El Paso, TX
PD: Steve Gramzay
MD: Stacie Kaye
1 SARA EVANS "Greyhound"
1 TRACE ADKINS "They"

WVFS/Elizabeth City, NC
PD/MD: Randy Gill
12 EMERSON DRIVE "Only"
2 MCHAYES "Mean"
12 SHANIA TWAIN "Always"
12 BROOKS & DUNN "Dirt"
12 RACHEL PROCTOR "Days"

WVXA/Erie, PA
PD: Fred Horton
MD: Matt James
15 BROOKS & DUNN "Dirt"
5 BLAKE SHELTON "Heavy"

WVXU/Eugene-Springfield, OR
PD: Jim Davis
MD: Matt James
BLAKE SHELTON "Heavy"

WKDQ/Evansville, IN
PD: Jon Prell
MD: K.C. Todd
BRIAN MCCOMAS "Sure"
KID ROCK/SHERYL CROW "Picture"

KVOX/Fargo, ND
PD: Eric Heyer
MD: Scott Winston
18 BROOKS & DUNN "Dirt"
8 GEORGE STRAIT "Tulsa"
5 SHANIA TWAIN "Always"
3 AARON LINES "Changes"
3 TERRI CLARK "Three"
3 BRAD MARTIN "Days"
2 ERIC HEATHERLY "Begins"

KKIX/Fayetteville, AR
PD: Tom Travis
APD/MD: Jake McBride
9 EMERSON DRIVE "Only"
9 GEORGE STRAIT "Tulsa"
9 TRACE ADKINS "They"

WKML/Fayetteville, NC
DM: Mac Edwards
PD/MD: Andy Brown
MD: Stix Franklin
2 BRAD PAISLEY "Celebrity"
EMERSON DRIVE "Only"
SHANIA TWAIN "Always"

KAFF/Flagstaff, AZ
PD: Chris Halstead
MD: Hugh James
8 AARON LINES "Changes"
7 BROOKS & DUNN "Dirt"
7 BLAKE SHELTON "Heavy"
7 SHANIA TWAIN "Always"
5 CLAY WALKER "Few"
5 RACHEL PROCTOR "Days"
5 WARREN BROTHERS "President"

WFBE/Flint, MI
PD: Coyote Collins
APD/MD: Steve Duncan
BLAKE SHELTON "Heavy"
CHARLIE ROBINSON "Water"
DIERKS BENTLEY "Thinkin'"
SHANIA TWAIN "Always"

WXFL/Florence, AL
PD/MD: Gary Murdock
6 BRISTOL CROSSING "Fire"
6 DIERKS BENTLEY "Thinkin'"

KUAD/Ft. Collins, CO
PD: Mark Callaghan
MD: Brian Gary
2 BROOKS & DUNN "Dirt"

WCKT/Ft. Myers, FL
PD: Kerry Babb
MD: Dave Logan
3 GARTH BROOKS "Running"

WVGR/Ft. Myers, FL
PD: Mark Phillips
MD: Steve Hart
4 TRAVIS TRITT "Country"
2 DUSTY DRAKE "Last"

WVZB/Ft. Walton Beach, FL
PD: Laura Hussey
MD: Cindy Blake
No Adds

WVQH/Ft. Wayne, IN
DM/PM: Dean McNeil
APD/MD: Mark Allen
14 BROOKS & DUNN "Dirt"
5 WARREN BROTHERS "President"

SKKS/Fresno, CA
PD: Mike Peterson
MD: Steve Montgomery
1 SHANIA TWAIN "Always"

WBCT/Grand Rapids, MI
DM/PM: Doug Montgomery
APD/MD: Dave Taft
JENNIFER HANSON "Far"

WVTR/Greensboro, NC
PD: Bill Dotson
MD: Angie Ward
3 TRACE BYRD "Men"
BRAD MARTIN "Days"
SARA EVANS "Greyhound"

WRNS/Greenville, NC
PD: Wayne Carlyle
APD: Mike Farley
MD: Boomer Lee
No Adds

WVSC/Greenville, SC
DM/PM: Bruce Logan
APD/MD: John Landrum
No Adds

WVSS/Greenville, SC
DM/PM: Bruce Logan
APD/MD: Kix Layton
No Adds

WVWZ/Hagerstown, MD
PD/MD: Don Brake
4 JOE NICHOLS "Smokes"
2 RUSHLOW "Friend"

WVBT/Harrisburg, PA
PD: Shelly Easton
MD: Joey Dean
No Adds

WVAT/Harrisburg, PA
PD: Sam McGuire
MD: Dandalion
1 BLAKE SHELTON "Heavy"
1 LEANN RIMES "Suddenly"

WVWY/Hartford, CT
PD: Jay McCarthy
MD: Jay Thomas
BRAD MARTIN "Days"
DUSTY DRAKE "Last"
EMERSON DRIVE "Only"

WVXW/Eau Claire, WI
PD: George House
MD: Tim Wilson
2 BILLY CURRINGTON "Little"

KHEY/El Paso, TX
PD: Steve Gramzay
MD: Stacie Kaye
1 SARA EVANS "Greyhound"
1 TRACE ADKINS "They"

WVFS/Elizabeth City, NC
PD/MD: Randy Gill
12 EMERSON DRIVE "Only"
2 MCHAYES "Mean"
12 SHANIA TWAIN "Always"
12 BROOKS & DUNN "Dirt"
12 RACHEL PROCTOR "Days"

WVXA/Erie, PA
PD: Fred Horton
MD: Matt James
15 BROOKS & DUNN "Dirt"
5 BLAKE SHELTON "Heavy"

WVXU/Eugene-Springfield, OR
PD: Jim Davis
MD: Matt James
BLAKE SHELTON "Heavy"

WKDQ/Evansville, IN
PD: Jon Prell
MD: K.C. Todd
BRIAN MCCOMAS "Sure"
KID ROCK/SHERYL CROW "Picture"

KVOX/Fargo, ND
PD: Eric Heyer
MD: Scott Winston
18 BROOKS & DUNN "Dirt"
8 GEORGE STRAIT "Tulsa"
5 SHANIA TWAIN "Always"
3 AARON LINES "Changes"
3 TERRI CLARK "Three"
3 BRAD MARTIN "Days"
2 ERIC HEATHERLY "Begins"

KKIX/Fayetteville, AR
PD: Tom Travis
APD/MD: Jake McBride
9 EMERSON DRIVE "Only"
9 GEORGE STRAIT "Tulsa"
9 TRACE ADKINS "They"

WVSC/Greenville, SC
DM/PM: Bruce Logan
APD/MD: John Landrum
No Adds

WVWZ/Hagerstown, MD
PD/MD: Don Brake
4 JOE NICHOLS "Smokes"
2 RUSHLOW "Friend"

WMSJ/Jackson, MS
PD: Rick Adams
MD: Van Haze
8 WARREN BROTHERS "President"
4 TRAVIS TRITT "Country"
2 BROOKS & DUNN "Dirt"
TERRI CLARK "Three"
VINCE GILL "Someday"

WQIK/Jacksonville, FL
MD: John Scott
1 TOBY KEITH "Horses"

WROD/Jacksonville, FL
MD: Dixie Jones
1 DIAMOND RIO "Believe"
1 JO DEE MESSINA "Life"
1 SARA EVANS "Greyhound"
BRIAN MCCOMAS "Sure"
TOBY KEITH "Horses"

WXBQ/Johnson City, TN
DM/MD: Bill Hagy
No Adds

WMTZ/Johnstown, PA
PD: Steve Walker
MD: Lara Mosby
1 BRIAN MCCOMAS "Sure"
1 TRICK PONY "Boy"

KIXO/Joplin, MO
PD/MD: Cody Carlson
14 CRAIG MORGAN "Almost"
14 SHANIA TWAIN "Always"
5 DIERKS BENTLEY "Thinkin'"

KBEO/Kansas City, MO
PD: Mike Kennedy
MD: T.J. McEntire
2 BROOKS & DUNN "Dirt"
CHALEE TENNISON "Lovin'"
CLAY WALKER "Few"

KFKF/Kansas City, MO
PD: Dale Carter
APD/MD: Tony Stevens
BLAKE SHELTON "Heavy"
BROOKS & DUNN "Dirt"
SHANIA TWAIN "Always"
VINCE GILL "Someday"

WDAF/Kansas City, MO
DM/MD: Ted Cramer
3 WARREN BROTHERS "President"
3 GEORGE STRAIT "Tulsa"
2 TRACE ADKINS "They"
2 CHAD BROOK "Thing"
1 BROOKS & DUNN "Dirt"

WVVK/Knoxville, TN
DM/PM: Michael Hammond
MD: Colleen Airdair
5 TOBY KEITH "Horses"
GEORGE STRAIT "Tulsa"
BRAD MARTIN "Days"

KXKC/Lafayette, LA
PD: Renee Revett
MD: Sean Riley
1 BROOKS & DUNN "Dirt"
1 BLAKE SHELTON "Heavy"
TERRI CLARK "Three"
VINCE GILL "Someday"

KMOL/Latayette, LA
PD: Mike James
MD: T.O. Smith
No Adds

WVWA/Lafayette, IN
PD/MD: Charlie Harrigan
5 CLAY WALKER "Few"
5 DIERKS BENTLEY "Thinkin'"
5 KENNY ROGERS "Missing"
5 RACHEL PROCTOR "Chair"
5 SHANIA TWAIN "Always"

WVPC/Lakeland, FL
DM: Steve Howard
PD: Dave Wright
MD: Jeni Taylor
3 JESSICA ANDREWS "More"
1 BRIAN MCCOMAS "Sure"
BRAD MARTIN "Days"
SHANIA TWAIN "Always"

WVIO/Lancaster, PA
PD: Dick Raymond
MD: Missy Cortright
No Adds

WVTL/Lansing, MI
PD: Jay J. McCrae
MD: Chris Tyler
2 BROOKS & DUNN "Dirt"
AARON LINES "Changes"
CHALEE TENNISON "Lovin'"
CHARLIE ROBINSON "Water"

KWNR/Las Vegas, NV
DM/PM: John Marks
APD/MD: Brooks O'Brian
10 TOBY KEITH "Horses"
1 BRIAN MCCOMAS "Sure"
BLAKE SHELTON "Heavy"

WVLU/Lexington-Fayette, KY
DM: Barry Fox
PD/MD: Ric Larson
BRIAN MCCOMAS "Sure"
TOBY KEITH "Horses"

WVLE/Lexington-Fayette, KY
PD: Dale O'Brian
APD/MD: Karl Shannon
2 TOBY KEITH "Horses"

KZKX/Lincoln, NE
PD: Brian Jennings
MD: Carol Turner
No Adds

KSSN/Little Rock, AR
PD: Chad Heritage
4 BROOKS & DUNN "Dirt"
1 TRACE ADKINS "They"
SHANIA TWAIN "Always"

KZLA/Los Angeles, CA
DM/PM: R.J. Curtis
APD/MD: Tanya Campos
1 BRIAN MCCOMAS "Sure"
BROOKS & DUNN "Dirt"
TOBY KEITH "Horses"

WVAM/Louisville, KY
PD: Coyote Calhoun
MD: Nightrain Lane
11 BROOKS & DUNN "Dirt"
MCHAYES "Mean"

WVND/New Orleans, LA
DM/MD: Casey Carter
12 CRAIG MORGAN "Almost"
9 JIMMY WAYNE "Gone"

WVGH/Norfolk, VA
DM: John Shomby
MD: Mark McKay
No Adds

KNFM/Odesa-Midland, TX
PD: John Moesch
MD: Dan Travis
23 JO DEE MESSINA "Life"
20 DEANA CARTER "Little"

KLL/Lubbock, TX
DM/PM: Jay Richards
MD: Kelly Greene
12 BRIAN MCCOMAS "Sure"
12 GARTH BROOKS "Running"
12 TRICK PONY "Boy"

WVON/Macon, GA
APD/MD: Gerry Marshall
MD: Hugh James
1 TOBY KEITH "Horses"
1 TRAVIS TRITT "Country"

WWQM/Madison, WI
PD: Mark Grantlin
MD: Mel McKenzie
BROOKS & DUNN "Dirt"
CHALEE TENNISON "Lovin'"
DIERKS BENTLEY "Thinkin'"

KIAI/Mason City, IA
PD/MD: J. Brooks
3 BRAD PAISLEY "Celebrity"
BROOKS & DUNN "Dirt"
RACHEL PROCTOR "Chair"

KTEX/McAllen, TX
PD: Jojo
MD: Patches
No Adds

KRWQ/Medford, OR
PD: Larry Neal
MD: Scott Schuler
3 BRAD PAISLEY "Celebrity"
GEORGE STRAIT "Tulsa"

WGKX/Memphis, TN
PD: Chip Miller
MD: Mark Billingsley
17 TRACE BYRD "Men"
13 TRACE BYRD "Ten"
5 LONESTAR "Front"
AARON LINES "Changes"
EMERSON DRIVE "Only"
BROOKS & DUNN "Dirt"
MCHAYES "Mean"
WARREN BROTHERS "President"
BLAKE SHELTON "Heavy"

WVWK/Meridian, MS
PD/MD: Scott Ryan
14 CLAY WALKER "Few"
14 TRACE ADKINS "They"
12 JENNIFER HANSON "Far"

WKIS/Miami, FL
PD: Bob Barnett
MD: Darlene Evans
6 SARA EVANS "Greyhound"
VINCE GILL "Someday"

WVWL/Milwaukee, WI
DM/PM: Kerry Wolfe
APD: Scott Dolphin
MD: Mitch Morgan
1 AMY DALLEY "Attitude"

WVMM/Milwaukee, WI
DM/PM: Greg Swedberg
APD/MD: Travis Moon
DIERKS BENTLEY "Thinkin'"
JOE NICHOLS "Smokes"
TIM MCGRAW "Reat"

WVKS/Mobile, AL
APD: Steve Kelley
MD: T.O. Smith
TOBY KEITH "Horses"

KATM/Modesto, CA
PD: Randy Black
APD: D.J. Walker
MD: Joe Roberts
17 CLAY WALKER "Few"

WVOM/Monterey, CA
DM/PM: Jim Dorman
3 WARREN BROTHERS "President"
CHALEE TENNISON "Lovin'"
CHARLIE ROBINSON "Water"
DERAILERS "Genuine"

WVOW/Montgomery, AL
PD: Bill Jones
MD: Darlene Dixon
5 TOBY KEITH "Horse"
JIMMY WAYNE "Gone"
TOBY KEITH "Horses"
TRACE BYRD "Men"

WVGR/Myrtle Beach, SC
PD: Johnny Walker
MD: Joey D.
SHANIA TWAIN "Always"

WVKN/Nashville, TN
PD: Dave Kelly
MD: Eddie Fox
5 TRACE ADKINS "They"
5 GEORGE STRAIT "Tulsa"
5 WARREN BROTHERS "President"
BROOKS & DUNN "Dirt"
EMERSON DRIVE "Only"
VINCE GILL "Someday"

WVNS/Nashville, TN
DM: Mike Moore
APD/MD: Billy Greenwood
1 GEORGE STRAIT "Tulsa"

WVNS/Nashville, TN
DM: Mike Moore
APD/MD: Billy Greenwood
1 GEORGE STRAIT "Tulsa"

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APD/MD: Billy Greenwood
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APD/MD: Billy Greenwood
1 GEORGE STRAIT "Tulsa"

WVNS/Nashville, TN
DM: Mike Moore
APD/MD: Billy Greenwood
1 GEORGE STRAIT "Tulsa"

WVNS/Nashville, TN
DM: Mike Moore
APD/MD: Billy Greenwood
1 GEORGE STRAIT "Tulsa"

KTST/Oklahoma City, OK
DM/PM: Anthony Allen
APD/MD: Laura Starling
BRAD MARTIN "Days"
GEORGE STRAIT "Tulsa"

KOXY/Oklahoma City, OK
PD: L.J. Smith
APD/MD: Bill Reed
BLAKE SHELTON "Heavy"
TERRI CLARK "Three"





America's Best Testing Country Songs 12+  
 For The Week Ending 4/18/03.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
DARRYL WORLEY Have You Forgotten (DreamWorks)	4.46	4.57	98%	19%	4.36	97%	20%
DIAMOND RIO I Believe (Arista)	4.39	4.45	97%	14%	4.29	95%	16%
JOE NICHOLS Brokenheartsville (Universal South)	4.35	4.35	98%	22%	4.27	98%	27%
CHRIS CAGLE What A Beautiful Day (Capitol)	4.18	4.22	94%	18%	4.26	95%	16%
RANDY TRAVIS Three Wooden Crosses (Word/Curb/WB)	4.17	4.23	93%	15%	4.10	91%	16%
TRACY BYRD The Truth About Men (RCA)	4.17	4.10	80%	7%	4.10	75%	7%
RASCAL FLATTS Love You Out Loud (Lyric Street)	4.16	4.17	95%	15%	4.23	94%	14%
CRAIG MORGAN Almost Home (Broken Bow)	4.16	4.08	74%	9%	4.10	71%	10%
MARTINA MCBRIDE Concrete Angel (RCA)	4.15	4.26	100%	32%	4.16	99%	31%
KEITH URBAN Raining On Sunday (Capitol)	4.15	4.20	97%	21%	4.09	97%	24%
ALAN JACKSON That'd Be Alright (Arista)	4.10	4.11	98%	26%	3.87	98%	32%
TOBY KEITH Rock You Baby (DreamWorks)	4.10	4.16	94%	18%	4.04	93%	20%
LONESTAR My Front Porch Looking In (BNA)	4.09	4.17	85%	10%	4.11	83%	9%
TOBY KEITH W/WILLIE NELSON Beer For My Horses (DreamWorks)	4.07	4.12	87%	13%	4.10	84%	11%
BRAD PAISLEY Celebrity (Arista)	4.02	-	56%	6%	4.10	53%	5%
TIM MCGRAW She's My Kind Of Rain (Curb)	4.00	4.01	99%	32%	4.01	99%	33%
JIMMY WAYNE Stay Gone (DreamWorks)	4.00	3.96	65%	6%	4.01	66%	7%
KENNY CHESNEY Big Star (BNA)	3.92	4.06	98%	34%	3.98	98%	33%
JEFF BATES The Love Song (RCA)	3.92	4.02	82%	17%	3.89	83%	17%
MONTGOMERY GENTRY Speed (Columbia)	3.91	3.99	94%	20%	3.96	92%	17%
TRAVIS TRITT Country Ain't Country (Columbia)	3.90	3.98	79%	13%	3.83	76%	14%
KID ROCK Picture (Atlantic)	3.88	3.88	90%	32%	3.86	93%	34%
WARREN BROTHERS Hey Mr. President (BNA)	3.82	-	54%	11%	3.85	51%	9%
JESSICA ANDREWS There's More To Me Than You (DreamWorks)	3.79	3.84	87%	15%	3.88	87%	15%
PHIL VASSAR This Is God (Arista)	3.78	3.96	94%	29%	3.75	93%	28%
JO DEE MESSINA Was That My Life (Curb)	3.77	3.86	80%	15%	3.77	78%	15%
GARTH BROOKS Why Ain't I Running (Capitol)	3.77	3.82	75%	13%	3.86	72%	10%
DEANA CARTER There's No Limit (Arista)	3.75	3.76	93%	24%	3.71	92%	27%
BRIAN MCCOMAS 99.9% Sure (I've Never Been Here Before) (Lyric Street)	3.70	3.77	54%	8%	3.79	53%	7%
SARA EVANS Backseat Of A Greyhound Bus (RCA)	3.67	-	54%	8%	3.69	53%	8%

Total sample size is 657 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**

**AARON LINES** Love Changes Everything (RCA)  
 Total Plays: 247, Total Stations: 46, Adds: 13

**JENNIFER HANSON** This Far Gone (Capitol)  
 Total Plays: 237, Total Stations: 46, Adds: 6

**BLAKE SHELTON** Heavy Liftin' (Warner Bros.)  
 Total Plays: 229, Total Stations: 47, Adds: 18

**BRAD MARTIN** One Of Those Days (Epic)  
 Total Plays: 209, Total Stations: 47, Adds: 10

**CHARLIE ROBISON** Walter (Columbia)  
 Total Plays: 3, Total Stations: 12, Adds: 12

Songs ranked by total plays

**Please Send Your Photos**

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

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

R&R, c/o Mike Davis:  
 10100 Santa Monica Blvd., 3rd Floor,  
 Los Angeles, CA 90067

Email: mdavis@radioandrecords.com

C O U N T R Y  
**FLASHBACK**

**1 YEAR AGO**

• No. 1: "My List" — Toby Keith (second week)

**5 YEARS AGO**

• No. 1: "You're Still The One" — Shania Twain

**10 YEARS AGO**

• No. 1: "She Don't Know She's Beautiful" — Sammy Kershaw

**15 YEARS AGO**

• No. 1: "I'm Gonna Get You" — Eddy Raven

**20 YEARS AGO**

• No. 1: "American Made" — Oak Ridge Boys

**25 YEARS AGO**

• No. 1: "Every Time Two Fools Collide" — Kenny Rogers & Dottie West

**Most Played Recurrents**

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JOE NICHOLS Brokenheartsville (Universal South)	4673
MARK WILLS 19 Somethin' (Mercury)	3175
GARY ALLAN Man To Man (MCA)	2879
KEITH URBAN Somebody Like You (Virgin)	2293
RASCAL FLATTS These Days (Lyric Street)	2259
TERRI CLARK I Just Wanna Be Mad (Mercury)	2153
DIAMOND RIO Beautiful Mess (Arista)	1918
TOBY KEITH Who's Your Daddy? (DreamWorks)	1872
EMERSON DRIVE Fall Into Me (DreamWorks)	1836
BLAKE SHELTON The Baby (Warner Bros.)	1809
GEORGE STRAIT She'll Leave You With A Smile (MCA)	1674
TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	1632
KENNY CHESNEY The Good Stuff (BNA)	1448
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	1276
JOE NICHOLS The Impossible (Universal South)	1267
AARON LINES You Can't Hide Beautiful (RCA)	1189
GEORGE STRAIT Living And Living Well (MCA)	1031
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	1012
STEVE AZAR I Don't Have To Be (Till...) (Mercury)	989
ALAN JACKSON Drive (For Daddy Gene) (Arista)	971





America's Best Testing AC Songs 12+  
For The Week Ending 4/18/03

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
PHIL COLLINS Can't Stop Loving You (Atlantic)	4.11	3.98	96%	24%	4.08	97%	25%
DARYL HALL & JOHN OATES Forever For You (J-Watch)	4.05	3.99	81%	14%	4.08	83%	14%
SANTANA FIMCHELLE BRANCH The Game Of Love (Arista)	4.01	3.90	97%	33%	3.99	97%	32%
PHIL COLLINS Come With Me (Atlantic)	3.91	3.88	62%	10%	3.94	63%	10%
JOSH GROBAN You're Still You (143/Reprise)	3.84	3.76	79%	17%	3.90	81%	18%
SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	3.80	3.82	81%	16%	3.73	81%	17%
CELINE DION I Drove All Night (Epic)	3.79	3.80	95%	26%	3.74	96%	26%
FAITH HILL Cry (Warner Bros.)	3.66	3.70	99%	43%	3.60	100%	44%
FLEETWOOD MAC Peacekeeper (Reprise)	3.65	3.72	58%	11%	3.66	57%	11%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.61	3.59	99%	50%	3.56	99%	50%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.53	3.52	97%	47%	3.52	96%	46%
ROD STEWART These Foolish Things (J)	3.43	3.41	79%	24%	3.53	81%	21%
DANA GLOVER Thinking Over (DreamWorks)	3.41	3.31	52%	15%	3.39	54%	16%
NORAH JONES Don't Know Why (Blue Note/Virgin)	3.40	3.42	92%	40%	3.37	92%	42%
KELLY CLARKSON A Moment Like This (RCA)	3.36	3.38	98%	55%	3.35	98%	57%
JOHN MAYER Your Body Is A Wonderland (A&M/Columbia)	3.36	3.36	91%	35%	3.36	91%	35%
CHRISTINA AGUILERA Beautiful (RCA)	3.27	3.29	98%	48%	3.21	98%	50%
DIXIE CHICKS F/SHERYL CROW Landslide (Mormont/Columbia)	3.25	3.30	98%	51%	3.26	99%	51%
WHITNEY HOUSTON Try It On My Own (Arista)	3.09	3.12	71%	25%	3.11	70%	24%
REGGIE HAMM Babies (Refugee Records)	2.92	2.72	49%	21%	2.90	49%	20%

Total sample size is 274 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

- DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
- UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)
- JOHN OATES All Good People (Liquid 8)
- FAITH HILL One (Warner Bros.)
- CHRISTINA AGUILERA Beautiful (RCA)
- NORAH JONES Don't Know Why (Blue Note/Virgin)
- JOSH GROBAN You're Still You (143/Reprise)
- PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)
- KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
- MATCHBOX TWENTY If You're Gone (Lava/Atlantic)
- MERCY ME I Can Only Imagine (INO/Curb)
- COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
- MATCHBOX TWENTY Unwell (Melisma/Atlantic)
- CALLING Wherever You Will Go (RCA)
- LAURA PAUSINI If That's Love (Atlantic)
- AMERICAN IDOL 2003 God Bless The USA (RCA)
- CELINE DION Have You Ever Been In Love? (Epic)
- SUZY K Teaching (Vellum)
- LEANN RIMES Can't Fight The Moonlight (Curb)
- STYX Yes I Can (CMC/SRG)

Recurrents

- FIVE FOR FIGHTING Superman... (Aware/Columbia) 1206
- ENRIQUE IGLESIAS Hero (Interscope) 1130
- MATCHBOX TWENTY If You're Gone (Lava/Atlantic) 1114
- LEE ANN WOMACK I Hope You Dance (MCA/Universal) 1054
- LONESTAR I'm Already There (BNA) 995
- DIDO Thankyou (Arista) 935
- CELINE DION A New Day Has Come (Epic) 910
- ENYA Only Time (Reprise) 877
- TRAIN Drops Of Jupiter (Tell Me) (Columbia) 849
- AVRIL LAVIGNE Complicated (Arista) 808
- LEANN RIMES I Need You (Curb) 803

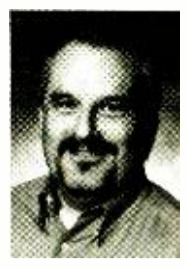
Songs ranked by total plays

Reporters

<p><b>WYJB/Albany, NY *</b> OM: Michel Morgan PD: Chris Holmberg MD: Chad O'Hara STYX Can</p> <p><b>KMGA/Albuquerque, NM *</b> OM: Kris Abrams MD: Jenna James MERCY ME Imagine</p> <p><b>WLEV/Altentown, PA *</b> PD: Bobby Knight 8 NORAH JONES Know</p> <p><b>KYMG/Anchorage, AK</b> PD: Dave Flavin 2 FAITH HILL One 1 DANIEL BEDINGFIELD One</p> <p><b>WLTW/Atlanta, GA *</b> No Adds</p> <p><b>WFPQ/Atlantic City, NJ *</b> PD: Gary Guida MD: Marlene Aqua CELINE DION Ever SUZY K Teaching</p> <p><b>WBBQ/Augusta, GA *</b> PD: John Patrick No Adds</p> <p><b>KKMU/Austin, TX *</b> PD: Alex O'Neal MD: Shelly Knight CELINE DION Ever CHRIS EMERSON Broken</p> <p><b>KGFM/Bakersfield, CA *</b> OM: Bob Lewis PD: Chris Edwards BRIAN MCKNIGHT Woulda STYX Can</p> <p><b>KKDJ/Bakersfield, CA *</b> PD: Kenn McCloud FAITH HILL One MERCY ME Imagine</p> <p><b>WLIF/Baltimore, MD *</b> MD: Mark Thoner No Adds</p> <p><b>WBFB/Baton Rouge, LA *</b> OM: Don Gosselin MD: Michelle Southern 7 STYX Can 5 JAMES TAYLOR Grass RINGO STARR Never SHANIA TWAIN Always</p> <p><b>WMLJ/Biloxi-Gulfport, MS *</b> OM: Walter Brown RINGO STARR Never</p> <p><b>WYSF/Birmingham, AL *</b> PD: Jeff Tyson AF: Valerie Vining 1 CELINE DION Ever</p> <p><b>KHIT/Boise, ID *</b> PC: Tobin Jeffries No Adds</p>	<p><b>WMJX/Boston, MA *</b> PD: Don Kelley APD: Candy O'Terry MD: Mark Lawrence No Adds</p> <p><b>WEBC/Bridgeport, CT *</b> PD: Curtis Hanson MD: Danny Lyons No Adds</p> <p><b>WEZL/Bridgeport, CT *</b> PD: Steve Marcus No Adds</p> <p><b>WJYE/Buttala, NY *</b> PD: Joe Chille CELINE DION Ever</p> <p><b>WHBC/Canton, OH *</b> PD: Terry Simmons MD: Kayleigh Kries FAITH HILL One</p> <p><b>WSUY/Charleston, SC *</b> PD: Lloyd Ford MD: Randy Wilcox CELINE DION Ever</p> <p><b>WDEF/Chattanooga, TN *</b> PD: Danny Howard CELINE DION Ever</p> <p><b>WLTJ/Chicago, IL *</b> OM: Bob Kaeke MD: Eric Richeke No Adds</p> <p><b>WRRM/Cincinnati, OH *</b> OM: T.J. Holland APD: Ted Morro CELINE DION Ever ROD STEWART Away STYX Can</p> <p><b>WDOK/Cleveland, OH *</b> PD: Scott Miller CELINE DION Ever ROD STEWART Away</p> <p><b>KKLI/Colorado Springs, CO *</b> OM: Kevin Callahan MD: Joel Navarro 10 WHITNEY HOUSTON Own 3 PHIL COLLINS Come STYX Can BRIAN MCKNIGHT Woulda</p> <p><b>WTCB/Columbia, SC *</b> PD: Brent Johnson 6 CELINE DION Ever 3 MERCY ME Imagine 1 ROD STEWART Away</p> <p><b>WSNY/Columbus, OH *</b> PD: Chuck Knight MD: Steve Cherry SHANIA TWAIN Always</p> <p><b>KKBA/Corpus Christi, TX *</b> OM: Audrey Malan PD: Jason Reid 5 ROD STEWART Away CELINE DION Ever RICHIE &amp; IGLESIAS Woman</p>	<p><b>KvL/Dallas, TX *</b> OM: Don Johnson 2 CELINE DION Ever</p> <p><b>WLDT/Dayton, OH *</b> OM: Mary Fleener PD: Pammo Dir.: Sandy Cotti No Adds</p> <p><b>KOSI/Denver, CO *</b> PD: Mark Edwards APD: Steve Hamilton 17 CELINE DION Ever</p> <p><b>KLTV/Des Moines, IA *</b> OM: Jim Scheffer PD: Tim White No Adds</p> <p><b>WHD/Detroit, MI *</b> PD: Lon Bennett CELINE DION Ever</p> <p><b>WOOF/Duham, AL</b> APD: Leigh Simpson 4 MERCY ME Imagine 3 AMERICAN IDOL 2003 USA JOHN OATES Good</p> <p><b>KTSM/El Paso, TX *</b> PD: Sam Cassiano 1 UNCLE KRACKER Drift</p> <p><b>WZKC/Elle, PA</b> PD: Ron Arlen MD: Scott Stevens 1 STYX Can</p> <p><b>WRY/Evansville, IN</b> PD: Mark Baker APD: Jason Cline CELINE DION Ever LAURA PAUSINI Love</p> <p><b>KEZA/Fayetteville, AR</b> PD: Chip Arledge APD: Dawn McCollough 1 MATCHBOX TWENTY Unwell</p> <p><b>WCRZ/Ft. Mi *</b> OM: J. Patrick MD: George McIntyre CELINE DION Ever</p> <p><b>KTRR/Ft. Collins, CO *</b> PD: Mark Callaghan FAITH HILL One</p> <p><b>WGYL/Ft. Pierce, FL *</b> OM: Mike Fitzgerald APD: Justin O'Reilly 3 FAITH HILL One CELINE DION Ever STYX Can</p> <p><b>WAJF/Wayne, IN *</b> OM: Lee Tabin PD: Barb Richards MD: Jim Barron CELINE DION Ever ROD STEWART Away</p>	<p><b>WAFY/Frederick, MD</b> OM: Henry Schmidt 8 DANIEL BEDINGFIELD One 7 MICHELLE TUMES Heart</p> <p><b>WTKT/Gainesville, FL *</b> PD: Les Howard Jacoby CELINE DION Ever JOHN OATES Good</p> <p><b>WLHT/Grand Rapids, MI *</b> PD: Bill Bailey APD: Mary Turner 2 AMERICAN IDOL 2003 USA 2 DANA GLOVER Over CELINE DION Ever</p> <p><b>WOOD/Grand Rapids, MI *</b> PD: John Patrick 1 DANIEL BEDINGFIELD One CELINE DION Ever</p> <p><b>WMAG/Greensboro, NC *</b> No Adds</p> <p><b>WMY/Greenville, SC *</b> PD: Greg McKinney No Adds</p> <p><b>WSPA/Greenville, SC *</b> PD: Brian Taylor No Adds</p> <p><b>WRCH/Hartford, CT *</b> PD: Allan Camp MD: Joe Hann CELINE DION Ever</p> <p><b>KRTR/Honolulu, HI *</b> PD: Wayne Mana MD: Chris Hart No Adds</p> <p><b>KSSK/Honolulu, HI *</b> PD: Paul Wilson No Adds</p> <p><b>WAHR/Huntsville, AL *</b> PD: Lee Reynolds MD: Bonny O'Brien CELINE DION Ever RINGO STARR Never</p> <p><b>WTPI/Indianapolis, IN *</b> PD: Gary Havens MD: Steve Cooper 1 CELINE DION Ever</p> <p><b>WYXB/Indianapolis, IN *</b> PD: Greg Dunkin APD: Jim Gerone No Adds</p> <p><b>WTFM/Johnson City, TN *</b> VP: Mark E. McKinney CELINE DION Ever JOHN OATES Good MERCY ME Imagine</p> <p><b>WKYE/Jackson, PA</b> PD: Jack Michaels MD: Brian Wolfe 3 DANIEL BEDINGFIELD One CELINE DION Ever</p>	<p><b>WOLR/Kalamazoo, MI</b> OM: Ken Langhear APD: Brian Wertz 1 JOHN OATES Good 1 SUZY K Teaching</p> <p><b>KUDL/Kansas City, KS *</b> No Adds</p> <p><b>KSRC/Kansas City, MO *</b> OM: Jon Zaitner MD: Jeanne Ashley No Adds</p> <p><b>WJXB/Knoxville, TN *</b> PD: Vance Dillard CELINE DION Ever</p> <p><b>KTDY/Lafayette, LA *</b> PD: Tom Chase MD: John Berry CELINE DION Ever</p> <p><b>WFMK/Lansing, MI *</b> PD: Chris Reynolds 3 CELINE DION Ever</p> <p><b>KMZQ/Las Vegas, NV *</b> OM: Cat Thomas APD: Charese Fruge No Adds</p> <p><b>KSNE/Las Vegas, NV *</b> CELINE DION Ever</p> <p><b>KBIG/Los Angeles, CA *</b> PD: Jhani Kaye APD: Robert Archer 1 NO DOUBT Running 1 UNCLE KRACKER Drift</p> <p><b>KOST/Los Angeles, CA *</b> PD: Jhani Kaye APD: Stella Schwartz 1 SANTANA F/BRANCH Game CELINE DION Ever DANIEL BEDINGFIELD One</p> <p><b>WVEZ/Louisville, KY *</b> APD: Joe Fedele No Adds</p> <p><b>WPEZ/Macon, GA</b> PD: Hank Brignond 1 COUNTING CROWS Iain DANIEL BEDINGFIELD One</p> <p><b>WMGM/Madison, WI *</b> VP: Pat O'Neill APD: Mark Van Allen No Adds</p> <p><b>KVLY/McAllen, TX *</b> PD: Alex Duran MD: Lily Lopez BONNIE RAITT Time CELINE DION Ever</p>	<p><b>WLRQ/Melbourne, FL *</b> OM: Jeff McKee 2 MERCY ME Imagine CELINE DION Ever</p> <p><b>WRVR/Memphis, TN *</b> PD: Jerry Dean MD: Kramer No Adds</p> <p><b>WMGQ/Middlesex, NJ *</b> PD: Tim Tefft 2 DANIEL BEDINGFIELD One CELINE DION Ever</p> <p><b>WLTE/Minneapolis, MN *</b> PD: Gary Nolan 1 CELINE DION Ever FRANKIE J Wanna</p> <p><b>WLTO/Milwaukee-Racine, WI *</b> PD: Stan Abunson 1 HOTIE Inevitable CELINE DION Ever</p> <p><b>WMXC/Mobile, AL *</b> PD: Dan Mason MD: Mary Booth No Adds</p> <p><b>KJSN/Modesto, CA *</b> PD: Gary Michaels No Adds</p> <p><b>WOBM/Monmouth-Ocean, NJ *</b> OM: Dan Turf 4 PHIL COLLINS Come</p> <p><b>KWAV/Monterey-Salinas, CA *</b> PD: Bernie Moody 1 CELINE DION Ever JOHN OATES Good RINGO STARR Never</p> <p><b>WALK/Nassau-Suffolk, NY *</b> PD: Rob Miller 7 DANIEL BEDINGFIELD One</p> <p><b>WKJY/Nassau-Suffolk, NY *</b> PD: Bill George MD: Jodi Vale CELINE DION Ever</p> <p><b>WLMG/New Orleans, LA *</b> PD: Steve Suter APD: Johnny Scott CELINE DION Ever</p> <p><b>WLTV/New York, NY *</b> OM: Jim Ryan 10 DANIEL BEDINGFIELD One</p> <p><b>WWDE/Norfolk, VA *</b> OM: Don Lorenz APD: Jeff Moreau DANIEL BEDINGFIELD One FAITH HILL One</p> <p><b>KMGL/Oklahoma City, OK *</b> PD: Jeff Couch MD: Steve O'Brien CELINE DION Ever FAITH HILL One</p>	<p><b>KEFM/Omaha, NE *</b> PD: Steve Albertsen APD: Jeff Larson CELINE DION Ever</p> <p><b>WMGF/Olando, FL *</b> OM: Chns Kampmeier PD: Craig Jackson APD: Brenda Matthews 8 CELINE DION Ever</p> <p><b>WMEZ/Pensacola, FL *</b> PD: Kevin Peterson 2 MERCY ME Imagine CELINE DION Ever</p> <p><b>WSWT/Peoria, IL</b> PD: Randy Rundle 7 DANIEL BEDINGFIELD One</p> <p><b>WRMM/Rochester, NY *</b> OM: John McCrae MD: Terese Taylor 6 CELINE DION Ever</p> <p><b>WGF/Rockford, IL</b> PD: Anthony Bannon No Adds</p> <p><b>KGBY/Sacramento, CA *</b> PD: Brad Waldo No Adds</p> <p><b>KYMX/Sacramento, CA *</b> PD: Mark Evans MD: Bryan Jackson MD: Dave Diamond No Adds</p> <p><b>WJTV/Salt Lake City, UT *</b> PD: Rusty Keys CELINE DION Ever CHRIS EMERSON Broken</p> <p><b>KSF/Salt Lake City, UT *</b> PD: Lance Balance APD: Lance Balance UNCLE KRACKER Drift</p> <p><b>WHOM/Portland, ME</b> PD: Tim Moore 1 NORAH JONES Know FAITH HILL One KID ROCK/SHERYL CROW Picture UNCLE KRACKER Drift</p> <p><b>KKCW/Portland, OR *</b> PD: Bill Minckler ROD STEWART Away SHANIA TWAIN Always</p> <p><b>WWLP/Providence, RI *</b> PD: Tony Binotol APD: Davey Morns CELINE DION Ever ROD STEWART Away UNCLE KRACKER Drift</p> <p><b>WRAL/Raleigh-Durham, NC *</b> OM: Joe Wade Formicola MD: Jim Kelly 6 MATCHBOX TWENTY Unwell FAITH HILL One</p> <p><b>WRSN/Raleigh-Durham, NC *</b> PD: Bob Bronson MD: Dave Horn FAITH HILL One</p>	<p><b>KRNO/Reno, NV *</b> PD: Dan Fritz 23 NORAH JONES Know CELINE DION Ever SUZY K Teaching</p> <p><b>WTVR/Richmond, VA *</b> OM: Bill Cahill No Adds</p> <p><b>WISL/Roanoke-Lynchburg, VA *</b> PD: Don Morrison MD: Dick Daniels No Adds</p> <p><b>WRMM/Rochester, NY *</b> OM: John McCrae MD: Terese Taylor 6 CELINE DION Ever</p> <p><b>WGF/Rockford, IL</b> PD: Anthony Bannon No Adds</p> <p><b>KGBY/Sacramento, CA *</b> PD: Brad Waldo No Adds</p> <p><b>KYMX/Sacramento, CA *</b> PD: Mark Evans MD: Bryan Jackson MD: Dave Diamond No Adds</p> <p><b>WJTV/Salt Lake City, UT *</b> PD: Rusty Keys CELINE DION Ever CHRIS EMERSON Broken</p> <p><b>KSF/Salt Lake City, UT *</b> PD: Lance Balance APD: Lance Balance UNCLE KRACKER Drift</p> <p><b>WHOM/Portland, ME</b> PD: Tim Moore 1 NORAH JONES Know FAITH HILL One KID ROCK/SHERYL CROW Picture UNCLE KRACKER Drift</p> <p><b>KKCW/Portland, OR *</b> PD: Bill Minckler ROD STEWART Away SHANIA TWAIN Always</p> <p><b>WWLP/Providence, RI *</b> PD: Tony 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PD: Lyman James APD: Suzanne Mears 2 FAITH HILL One</p> <p><b>WRSR/Worcester, MA *</b> PD: Steve Perce MD: Jackie Brush 3 FAITH HILL One CELINE DION Ever LAURA PAUSINI Love</p> <p><b>WRWF/Toledo, OH *</b> PD: Beth Michaels MD: Mark Andrews CELINE DION Ever</p> <p><b>WARM/York, PA *</b> PD: Kelly West APD: Rick Sten No Adds</p>	<p><b>KMXZ/Tucson, AZ *</b> OM: Buddy Van Arsdale PD: Bobby Rich APD: Leslie Lora CELINE DION Ever FAITH HILL One</p> <p><b>WLZW/Utica-Rome, NY</b> PD: Peter Naughton No Adds</p> <p><b>WASH/Washington, DC *</b> 1 DANIEL BEDINGFIELD One CELINE DION Ever</p> <p><b>WEAT/West Palm Beach, FL *</b> APD: Chad Perry 1 JOHN OATES Good CELINE DION Ever</p> <p><b>WHUD/Westchester, NY *</b> OM: Steve Petrone MD: Tom Furco CELINE DION Ever RIC SANDLER Left</p> <p><b>WMSG/Wilkes Barre, PA *</b> PD: Stan Phillips 5 VANESSA CARLTON Phet 4 UNCLE KRACKER Drift 3 CELINE DION Ever</p>
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\* Monitored Reporters  
136 Total Reporters  
119 Total Monitored  
17 Total Indicator





kcarter@radioandrecords.com

# Programming Priorities For Spring

Be a station on a mission to win in the spring book

By John Lund

**You have a mission this spring: The ratings are on, and whether you program AC, Hot AC or another format, becoming No. 1 — or staying there — is job one. Beyond music, mornings and marketing, keep the station in touch with listener needs and perceptions. Focus on serving the P1s for high TSL and AQH shares, and increase the station's value to listeners and clients.**

## The Game Plan

**Make your music perfect.** Music is the primary station attraction and the reason listeners come back. It's imperative that you play familiar music known and loved by the target audience. Own your music position with core listeners, and make your station's brand unique.

Make artist familiarity a criterion for selecting music and adjusting categories. Carefully evaluate your music software, hourly rotations and artist rules. Hand-edit music logs daily. Be aware that air talents are more credible with listeners if they can talk about artists and share the listeners' passion for the music.

**Make mornings sound big.** Your morning show should be the biggest thing going on in the market and very user-friendly. Program morning show benchmarks that can serve as time markers for listeners to measure their morning routine. Provide ways for listeners to make appointments with the morning show. Listeners should know what they'll hear as they step out of the shower, that they'll pass a certain corner as the 7:30 news begins and so forth.

Recurring elements, like contests or benchmarks, should occur at set times, while minor bits and one-time events can float during the hour. Listeners should be given reasons to smile or laugh by having compelling content in each break.

Make sure the station's high-profile morning personality stimulates listener talk and P1 endorsement, forcing daily listening. When the core loves the show, they'll tell their friends, and that's as powerful as a 500 GRP TV campaign. Encourage morning show stunts that create talk and market awareness.

Challenge the talents to list their five greatest skills; for example, interviews, listener interaction, comedy or on-location showmanship. Create 20 ways to develop their strengths into benchmarks, bits, elements and routines.

**Be a marketing monster.** On and off the air, work to attract attention, garner new cume and recycle listeners to other dayparts. Make your station a promotion specialist, with superbly executed contests and major promotions. Establish a brand in the minds of the listeners so frequent users make an emotional connection every time they tune in. Observe how other businesses market their services or products and adapt their winning tactics to better promote your station.

**Be a formatic perfectionist.** Maintain contemporary format in all shifts. The radio station should be built on a strong foundation of programming elements, such as frequent name mentions, positioning, presentation, promoting ahead and recycling. Establishing stationality is your long-term goal, and every staff member should work to build image, listener approach and market involvement as outlined in the station stylebook.

Talents should sound personable, real, relatable and fun; they are an integral part of listeners' lives and families. Focus on the format's superstars and the benefits of listening to your station.

**Set goals.** Research discovers what listeners really want from the station. Once the course is set, enact programming strategies to attain a large listening audience that racks up extended TSL. The station must be totally in touch with listener needs and perceptions.

Strong competition raises the Ar-

bitron bar, so rally the staff for the book. Make sure they know your mission and tactics, and be certain there is consensus and a strong commitment to station goals. Staffers should feel challenged to carry out the battle plan, and everyone's energy should be focused on owning the market.

**Make one-to-one contact.** Unless the competitive environment dictates that your station be a jukebox, your airstaff should be constantly in touch with listeners, even "in their faces." Make your station the most promotionally active in the area. You know what gets attention — morning show stunts, community service and individual involvement, club nights and even retail sales promotions. Do everything possible to be part of your listeners' lives.

**Concentrate your attack.** Programming must be focused on those most passionate about the station: your core listeners. Use the Internet and database marketing to research their needs and provide enhancements. Work closely with listeners to improve programming and increase

**When the core loves the show, they'll tell their friends, and that's as powerful as a 500 GRP TV campaign.**

TSL, especially among the most loyal listeners.

Ratings methodology dictates that you attain a P1 audience that spends many hours a week with your station. You might choose to do that by programming to the absolute end of a spectrum with an easily definable format. In that case, being the sole provider of an "-est" format (hardest, softest, newest, danciest, etc.) works best. The station with an exclusive format and loyal core gets long TSL and big

## Midbook Competitive Review

1. What are they doing over there today?
2. How's their music (currents, recurrences, gold, dayparting, rotations)?
3. How's their big contest compared to yours?
4. What kind of mass or "stealth" marketing are they conducting to garner cume?
5. Is your ad spending comparable?
6. How do their liners, promos and station production compare to yours?
7. What programming changes will impact your station or position?
8. Do you need to respond? Is a counterattack planned?
9. How is their morning show compared to yours? Which talent creates the most talk?
10. What station truly sounds like the market winner and sizzles with excitement?
11. Are adjustments to your strategic plan needed?
12. What innovations will contribute to your springing further ahead in the coming weeks?

quarter-hour shares, even if it has a limited cume.

**Initiate innovative programming.** While you're pushing the creative envelope, don't be afraid of failing. In baseball, having a .300 batting average is considered excellent, even though it translates to a .700 failure rate. Extraordinary ideas come from great ideas, great ideas come from good ones, and even good ideas can come from failures. But nothing comes from no ideas.

Always look for new ways to create great radio. Find ways to update and fine-tune the station's sound. Meld your marketing skills with constructive discontent and programming moxie.

**Make listening meaningful.** Constantly look for new ways to increase the value of the station to listeners and clients alike. Improving the station's perceived value will contribute to higher rates, decreased clutter and more client benefit.

Polish the areas that many stations fall down in: Plan remotes with tightly executed cutaways, produce great commercials, create contests that sizzle, and air produced liners and promos that are the best in the market. Create exciting promotions with client tie-ins, make the audio processing perfect, and air weekend programming that is as good as Monday through Friday. Voicetracked shows should be so good and so relatable that listeners don't know they're not live.

**Conduct a competitive review.** What are they doing over there today? Are they gaining on you or losing ground? Know your competitor's music as well as your own, and track audience perceptions. What has changed that might impact your station, your unique programming brand or your position? Examine competitive advertising, promotion spending, contests and liners, and respond if necessary. Is it time to get one of their key talents a better job — out of the market?

Aircheck your competitor and

your station and send the tapes to your consultant for review. Continue to make the competition's staff and management aware that you are their worst nightmare, and have fun driving them crazy!

**Winning is everything.** Congratulations! You've got the best programmed and most focused station in town, with high visibility, aggres-

**Continue to make the competition's staff and management aware that you are their worst nightmare, and have fun driving them crazy!**

sive marketing to at-work and database listeners and a unique programming brand that sounds much better than your competitor's.

You're throwing every effort, traditional and extraordinary, into winning. Your exceptional morning show and bigger-than-life contests are garnering word of mouth and stimulating tune-in.

Right now you're about three weeks into the spring Arbitron. Follow these steps to ratings greatness, and show the market what winners are made of!

*John Lund is President of the Lund Consultants to Broadcast Management and Lund Media Research, a full-service multiformat radio consulting and research firm in San Francisco. Reach him at 650-692-7777, john@lundradio.com or through www.lundradio.com.*



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Label Contacts

4/28 - Lifetime Intimate Portrait (Premiere, show will run through May)

Felicia Swerling Suslow (818) 953-3611  
[Felicia.Swerling@wbr.com](mailto:Felicia.Swerling@wbr.com)

Debbie Cerchione (212) 275-4601  
[Debbie.Cerchione@wbr.com](mailto:Debbie.Cerchione@wbr.com)

- Vibrant Artist Album and Press Photos
- 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

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April 18, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	CHRISTINA AGUILERA Beautiful (RCA)	2419	-113	294468	17	110/1
2	2	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2309	-40	316182	27	109/1
3	3	PHIL COLLINS Can't Stop Loving You (Atlantic)	2057	-175	275702	28	113/0
5	4	FAITH HILL Cry (Warner Bros.)	1841	-7	218970	31	112/0
4	5	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1810	-82	221732	49	111/0
6	6	NORAH JONES Don't Know Why (Blue Note/Virgin)	1786	+61	239616	27	100/2
7	7	CELINE DION I Drove All Night (Epic)	1549	-25	168092	13	98/0
8	8	DARYL HALL & JOHN OATES Forever For You (U-Watch)	1545	+22	150901	23	96/0
9	9	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1399	+4	182174	47	100/0
12	10	KELLY CLARKSON A Moment Like This (RCA)	1228	+134	150030	30	90/0
10	11	WHITNEY HOUSTON Try It On My Own (Arista)	1181	-44	160476	9	102/2
11	12	JOSH GROBAN You're Still You (143/Reprise)	1116	-98	109448	12	91/0
14	13	FLEETWOOD MAC Peacekeeper (Reprise)	1077	+81	112730	5	97/1
13	14	SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	1069	+61	112009	8	90/0
15	15	PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)	860	-51	126069	6	81/3
17	16	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	722	+20	132183	19	42/1
20	17	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	720	+117	162759	7	49/8
18	18	DANA GLOVER Thinking Over (DreamWorks)	636	-34	67675	12	81/1
21	19	AVRIL LAVIGNE I'm With You (Arista)	588	-12	91239	11	33/0
19	20	REGIE HAMM Babies (Refugee/Universal South)	577	-44	57652	14	71/0
22	21	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	553	+24	114924	12	30/0
28	22	FAITH HILL One (Warner Bros.)	492	+241	93396	2	74/13
24	23	JAMES TAYLOR September Grass (Columbia)	441	+53	76323	7	59/2
23	24	HOOTIE & THE BLOWFISH Innocence (Atlantic)	438	-11	37446	8	56/1
25	25	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	436	+75	69417	2	64/11
16	26	ROD STEWART These Foolish Things (J)	417	-306	45854	20	71/0
26	27	NATALIE GRANT No Sign Of It (Curb)	396	+44	32837	6	58/1
29	28	BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	267	+17	23715	4	48/3
27	29	BONNIE RAITT Time Of Our Lives (Capitol)	254	-73	25326	6	47/1
30	30	CHRIS EMERSON Broken Heart (Monomoy)	224	+20	19444	2	47/3

119 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs between No. 11 and No. 15 are moved to recurrent after 50 weeks. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

**New & Active**

**ROD STEWART** They Can't Take That Away... (J)  
Total Plays: 171, Total Stations: 41, Adds: 7

**MERCY ME** I Can Only Imagine (IND/Curb)  
Total Plays: 108, Total Stations: 14, Adds: 6

**RIC SANDLER** I'll Let Ya Know (Rich ID)  
Total Plays: 98, Total Stations: 24, Adds: 1

**SUZY K** Teaching (Vellum)  
Total Plays: 81, Total Stations: 22, Adds: 3

**LAURA PAUSINI** If That's Love (Atlantic)  
Total Plays: 81, Total Stations: 17, Adds: 2

**CELINE DION** Have You Ever Been In Love? (Epic)  
Total Plays: 79, Total Stations: 67, Adds: 65

**STYX** Yes I Can (CMC/SRG)  
Total Plays: 53, Total Stations: 19, Adds: 6

Songs ranked by total plays

**Most Added®**

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ARTIST TITLE LABEL(S)	ADDS
CELINE DION Have You Ever Been In Love? (Epic)	65
FAITH HILL One (Warner Bros.)	13
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	11
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	8
ROD STEWART They Can't Take That Away... (J)	7
STYX Yes I Can (CMC/SRG)	6
MERCY ME I Can Only Imagine (IND/Curb)	6
JOHN OATES All Good People (Liquid 8)	5
RINGO STARR Never Without You (Koch)	4
PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)	3
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	3
CHRIS EMERSON Broken Heart (Monomoy)	3
SUZY K Teaching (Vellum)	3
SHANIA TWAIN Forever And For Always (Mercury)	3

Shania Twain  
"Forever And For Always"  
IMPACTING MAINSTREAM  
AC THIS WEEK!  
THESE STATIONS COULDN'T WAIT!  
KNCW/Portland, WSNY/Columbus,  
WBBE/Baton Rouge,  
KKMJ/Austin, KVLY/McAllen

**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FAITH HILL One (Warner Bros.)	+241
MARC ANTHONY I Need You (Columbia)	+169
KELLY CLARKSON A Moment Like This (RCA)	+134
LEANN RIMES I Need You (Curb)	+126
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	+117
JOSH GROBAN To Where You Are (143/Reprise)	+100
DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)	+92
O-TOWN All Or Nothing (J)	+88
FLEETWOOD MAC Peacekeeper (Reprise)	+81
HUEY LEWIS & GWYNETH PALTROW Cruisin' (Hollywood)	+77

R&R Station Playlists have moved to the web.  
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**ON THE RECORD**

With **Cheryl Park**  
MD, WCOD/Cape Cod, MA

106  
WCOD

We need help! Take a look at the Hot AC chart this week — especially the top 15 songs. There's a little bit of something for everyone. We've got comforting familiarity with "Big Yellow Taxi," "Don't Dream It's Over" and "Drift Away"; we've got woman power with Christina and Avril and angst with "Picture" and "When I'm Gone"; we've got sensitive guys like John Mayer and the oh-so-cute Jason Mraz and contemplative moments with "Don't Know Why" and "Clocks"; we've got good, solid core artistry from Matchbox Twenty and the always-reliable Santana. What's missing? • What we need, in heaping quantities, is *fun!* The hits are solid — we just need a little spice. Fun for fun's sake, if you will. I don't know about the rest of you, but here in New England the weather's been horrible, and we've all been inundated with pain from our television sets. It's time for a lift. • At WCOD/Cape Cod, MA we're holding to our belief in songs like Macy Gray's "When I See You," which feels like a party. We're also spiking our playlist with some fun oldies and recurrents just to raise our own spirits. From what we hear during our request hours, it's what our listeners crave right now, and you, the movers and shakers of the music world, owe them your very best. We're asking nicely — please, may we have some more fun? (We'd also like to be able to put our snow shovels away for good.) • OK, enough whining. We're looking closely at Jewel's "Intuition" — it appears a little bit of a departure for her — and the new Goo. Listeners are still loving Kid Rock and Sheryl Crow, as well as new guy Mraz.

**A**rista makes it 38 consecutive weeks at No. 1 on the Hot AC chart as "I'm With You" by **Avril Lavigne** holds on for yet another week (making it 11 for her) ... **Matchbox Twenty** appear to have the inside track for the next chart-topper as "Unwell" (Melisma/Atlantic) moves 3-2\*, up 253 plays ... Also close by is "Drift Away" by **Uncle Kracker featuring Dobie Gray**, which moves 5-3\* ... "Clocks" by **Coldplay** (Capitol) moves 9-7\* in a rather tight top 10 ... Newcomer **Jason Mraz** hits the top 10 with "The Remedy" (Elektra/EEG), which moves 11-10\* ... In just their second week, **Train** move 26-18\* with "Calling All Angels" (Columbia) ... **Jewel** powers her way onto the chart at 26\* with "Intuition" (Atlantic) ... **Franky Perez** debuts at No. 34 with "Something Crazy" (Lava) ... Congrats to **Jo Hodge** and the staff at Epic as **Celine Dion's** "Have You Ever Been in Love" is Most Added by far at AC this week ... The AC chart as a whole didn't have much activity — with the exception of **Faith Hill's** "One" (Warner Bros.), which leaps 28-22\*.

— Anthony Acampora, Director/Charts



artist **ac** tivity

ARTIST: **Plumb**

LABEL: **Curb**

By **MIKE TRIAS**/ASSISTANT EDITOR



**S**inger and songwriter Plumb took her stage name from a Suzanne Vega song. "Suzanne Vega is a big influence of mine because she writes in metaphor a lot," Plumb says. "Her song 'My Favorite Plum' is a metaphor itself. I was trying to come up with something that was kind of feminine yet still rock 'n' roll, and it just hit me. What about plum? It's a tough piece of fruit!"

Plumb, like her namesake, has had to be tough to deal with the ups and downs she has been through. At first, her musical career was a breeze. "It landed in my lap," she says. "I was in the right place at the right time." Starting as a backup singer and quickly moving on to background vocal session work, Plumb decided to take it as far as it could go. She moved from Atlanta to Nashville, where she was offered a record deal.

Plumb began penning tunes, and though her songwriting career flourished (her credits include songs for Mandy Moore and Jennifer Paige), things went sour. She says that just days after her sophomore CD was released, she decided to call it quits and focus on songwriting, citing problems with her label and the daily grind of the artist lifestyle.

Then she met Briana, a fan who handed her a note hours before what Plumb had decided was to be her last gig. The note referred to "Damaged," a song Plumb had written and sung about a girl who was coping with being molested as a child. Briana wrote, "Whatever you do, I just want you to never forget that you have helped change someone's life."

"It shook my world," says Plumb. "I was drenched in humility. I'd been given a gift to communicate, to encourage and in-

spire. It wasn't up to me to say, 'I don't want to do this anymore.'"

Soon after, Curb offered her a deal she couldn't refuse, and she recorded *Beautiful Lumps of Coal*. Co-produced by Plumb, *Coal* is full of guitars and soaring strings, with her voice weaving beautiful melodies through the orchestrations. In contrast to her two previous albums, the lyrical content is more intimate and deals more with her own feelings and beliefs. Even the title refers to her past struggles. "Those hardships, those 'lumps of coal' I was dealt, I was able to turn into beautiful diamonds," she says.

"Real" is the lead single from the CD, and during her performance at Club R&R last week Plumb said, "It gives me an opportunity to lay a foundation for what I'm about when somebody asks what 'Real' about. I see a lot of glorified pornography on billboards and covers of magazines. I feel like young women now believe they have to look a certain way to fit in — in order to have a sense that they're ever going to make something of themselves. I feel true beauty lies on the inside, and if they don't base their integrity and future on something that's going to last, it really cheapens and limits their opportunities. 'Real' is a challenge to young women that who you are and what you're about is really deep down inside, and not to compromise that."

CHARLES MCPHEE IS THE DREAM DOCTOR



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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	AVRIL LAVIGNE I'm With You (Arista)	3449	-185	338921	20	87/0
3	2	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	3265	+253	320212	10	87/0
5	3	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	3077	+292	281612	13	81/1
2	4	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)	2954	-242	283541	21	83/0
4	5	3 DOORS DOWN When I'm Gone (Republic/Universal)	2883	-6	267468	19	74/0
6	6	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	2785	+183	277590	19	84/0
9	7	COLDPLAY Clocks (Capitol)	2411	+180	252211	14	80/3
7	8	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2225	-273	228804	34	74/0
8	9	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	2140	-160	209475	28	78/0
11	10	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	2005	+201	199466	9	81/3
12	11	JOHN MAYER Why Georgia (Aware/Columbia)	1950	+193	201653	12	76/5
16	12	GOO GOO DOLLS Sympathy (Warner Bros.)	1720	+241	174926	8	72/2
10	13	NORAH JONES Don't Know Why (Blue Note/Virgin)	1628	-234	153470	41	56/0
13	14	NO DOUBT F/LADY SAW Underneath It All (Interscope)	1590	-145	170219	28	70/0
14	15	CHRISTINA AGUILERA Beautiful (RCA)	1538	-171	157301	17	51/0
15	16	BON JOVI Misunderstood (Island/IDJMG)	1414	-152	146584	16	58/0
19	17	EVANESCENCE Bring Me To Life (Wind-up)	1236	+255	117211	5	56/5
26	18	TRAIN Calling All Angels (Columbia)	1182	+586	136201	2	69/13
18	19	FLEETWOOD MAC Peacekeeper (Reprise)	1180	+119	122162	5	64/2
17	20	SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	971	-391	67761	12	57/0
20	21	NO DOUBT Running (Interscope)	883	-77	88791	9	41/0
21	22	LISA MARIE PRESLEY Lights Out (Capitol)	805	+58	92922	8	51/2
22	23	MAROON 5 Harder To Breathe (Octone/J)	749	+61	76962	5	36/1
23	24	CHANTAL KREVIASUK In This Life (Columbia)	701	+51	65933	7	47/4
25	25	NORAH JONES Come Away With Me (Blue Note/Virgin)	666	+41	86904	5	35/0
Debut	26	JEWEL Intuition (Atlantic)	660	+512	67187	1	53/12
24	27	HOOTIE & THE BLOWFISH Innocence (Atlantic)	656	+31	75591	7	44/1
27	28	SISTER HAZEL Your Mistake (Sixth Man)	537	-1	58881	9	25/0
30	29	FEEL Got Your Name On It (Curb)	459	+39	29438	5	28/0
29	30	ROBBIE WILLIAMS Feel (Virgin)	457	+10	41794	6	29/0
33	31	LIFEHOUSE Take Me Away (DreamWorks)	441	+95	31890	4	34/4
28	32	CELINE DION I Drove All Night (Epic)	433	-82	26101	11	22/0
34	33	DANA GLOVER Rain (DreamWorks)	353	+33	19609	3	24/0
Debut	34	FRANKY PEREZ Something Crazy (Lava)	316	+103	27821	1	31/4
37	35	JOSH KELLEY Amazing (Hollywood)	316	+53	25164	2	34/6
35	36	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	308	-6	21583	4	21/0
39	37	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	287	+33	17682	3	17/4
36	38	PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	266	-6	26332	14	6/0
38	39	LUCE Good Day (Nettwerk)	260	-1	27941	6	15/1
Debut	40	TORI AMOS Taxi Ride (Epic)	214	+42	22016	1	16/1

89 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

**Most Added®**

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ARTIST TITLE LABEL(S)	ADDS
TRAIN Calling All Angels (Columbia)	13
JEWEL Intuition (Atlantic)	12
BLUE MAN GROUP FIDAVE MATTHEWS Sing Along (Lava)	7
JOSH KELLEY Amazing (Hollywood)	6
FAITH HILL One (Warner Bros.)	6
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	6
JOHN MAYER Why Georgia (Aware/Columbia)	5
EVANESCENCE Bring Me To Life (Wind-up)	5
JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	5
AUDIOSLAVE Like A Stone (Interscope/Epic)	5
CHANTAL KREVIASUK In This Life (Columbia)	4
LIFEHOUSE Take Me Away (DreamWorks)	4
FRANKY PEREZ Something Crazy (Lava)	4
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	4
JUSTIN TIMBERLAKE Rock Your Body (Jive)	4

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**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TRAIN Calling All Angels (Columbia)	+586
JEWEL Intuition (Atlantic)	+512
UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)	+292
EVANESCENCE Bring Me To Life (Wind-up)	+255
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	+253
GOO GOO DOLLS Sympathy (Warner Bros.)	+241
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	+201
JOHN MAYER Why Georgia (Aware/Columbia)	+193
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	+183
COLDPLAY Clocks (Capitol)	+180

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America's Best Testing Hot AC Songs 12+ For The Week Ending 4/18/03.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
EVANESCENCE Bring Me To Life (Wind-up)	4.25	4.23	71%	9%	4.31	70%	9%
MATCHBOX TWENTY Unwell (Melisma/Atlantic)	4.24	4.21	88%	9%	4.44	85%	7%
GOD GOO DOLLS Sympathy (Warner Bros.)	4.11	4.18	69%	6%	4.26	70%	4%
3 DOORS DOWN When I'm Gone (Republic/Universal)	4.08	4.09	96%	28%	4.23	94%	26%
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	3.99	3.88	57%	7%	4.00	59%	6%
COLDPLAY Clocks (Capitol)	3.94	3.95	81%	19%	3.93	81%	16%
MAROON 5 Harder To Breathe (Octone.J)	3.90	-	36%	3%	4.23	34%	2%
SISTER HAZEL Your Mistake (Croakin' Poets/Sixthman)	3.88	3.91	53%	6%	4.04	54%	4%
TRAIN Calling All Angels (Columbia)	3.79	-	41%	5%	3.97	37%	2%
JOHN MAYER Why Georgia (Aware/Columbia)	3.71	3.73	83%	21%	3.83	82%	19%
SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)	3.65	3.58	98%	54%	3.63	99%	55%
CHANTAL KREVIUZUK In This Life (Columbia)	3.64	3.65	41%	5%	3.54	36%	4%
HOOTIE & THE BLOWFISH Innocence (Atlantic)	3.61	3.64	49%	8%	3.73	44%	6%
COUNTING CROWS F/ANESSA CARLTON Big Yellow Taxi (Geffen/Interscope)	3.60	3.62	86%	25%	3.62	84%	22%
AVRIL LAVIGNE I'm With You (Arista)	3.59	3.65	98%	51%	3.76	99%	49%
NO DOUBT Running (Interscope)	3.58	3.60	82%	21%	3.56	80%	21%
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	3.56	3.66	98%	55%	3.70	98%	51%
BON JOVI Misunderstood (Island/DJMG)	3.53	3.51	89%	26%	3.64	88%	25%
SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	3.53	3.65	80%	22%	3.46	78%	22%
NORAH JONES Come Away With Me (Blue Note/Virgin)	3.49	3.63	80%	27%	3.45	80%	30%
UNCLE KRACKER Drift Away (Lava/Atlantic)	3.44	3.51	78%	23%	3.60	74%	18%
ROBBIE WILLIAMS Feel (Virgin)	3.42	-	33%	6%	3.53	28%	4%
NORAH JONES Don't Know Why (Blue Note/Virgin)	3.39	3.54	94%	53%	3.42	94%	49%
FEEL Got Your Name On It (Curb)	3.36	-	18%	3%	3.69	15%	1%
FLEETWOOD MAC Peacekeeper (Reprise)	3.32	3.29	42%	10%	3.17	34%	8%
NO DOUBT Underneath It All (Interscope)	3.31	3.33	98%	63%	3.36	99%	62%
KID ROCK F/SHERYL CROW Picture (Atlantic)	3.30	3.38	97%	53%	3.37	97%	53%
CHRISTINA AGUILERA Beautiful (RCA)	3.29	3.29	96%	54%	3.42	96%	51%
LISA MARIE PRESLEY Lights Out (Capitol)	2.98	2.85	60%	16%	3.01	61%	16%
CELINE DION I Drove All Night (Epic)	2.91	2.99	86%	36%	3.02	84%	32%

Total sample size is 615 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.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.

## Indicator Most Added\*

- TRAIN Calling All Angels (Columbia)
- CALLING Wherever You Will Go (RCA)
- JEWEL Intuition (Atlantic)
- JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
- GOD GOO DOLLS Sympathy (Warner Bros.)
- EVANESCENCE Bring Me To Life (Wind-up)
- AVRIL LAVIGNE Losing Grip (Arista)
- THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/DJMG)
- CHRISTINA AGUILERA Fighter (RCA)
- KELLY CLARKSON Miss Independent (RCA)
- FRANKY PEREZ Something Crazy (Lava)
- LEANN RIMES I Need You (Curb)
- SEAN PAUL Get Busy (40/40/VP/Atlantic)

## New & Active

- THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)  
Total Plays: 209, Total Stations: 17, Adds: 6
- BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Live)  
Total Plays: 195, Total Stations: 10, Adds: 0
- RACHEL FARRIS I'm Not The Girl (Big3)  
Total Plays: 148, Total Stations: 14, Adds: 1
- ALL-AMERICAN REJECTS Swing Swing (DreamWorks)  
Total Plays: 133, Total Stations: 11, Adds: 1
- PLUMB Real (Curb)  
Total Plays: 120, Total Stations: 13, Adds: 1
- AUDIOSLAVE Like A Stone (Interscope/Epic)  
Total Plays: 115, Total Stations: 15, Adds: 5
- WALLFLOWERS How Good It Can Get (Interscope)  
Total Plays: 106, Total Stations: 13, Adds: 2
- FAITH HILL One (Warner Bros.)  
Total Plays: 82, Total Stations: 17, Adds: 6
- JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)  
Total Plays: 77, Total Stations: 16, Adds: 5
- SOFIA LOELL Utopia (Curb)  
Total Plays: 73, Total Stations: 10, Adds: 1

Songs ranked by total plays

## Reporters

<p><b>WKDD/Akron, OH *</b> OM: Keith Kennedy MD/Prog: Dr. Lynn Kelly No Adds</p> <p><b>WVVE/Albany, NY *</b> PD: Randy McCarten MD: Tred Hulse No Adds</p> <p><b>KPEK/Albuquerque, NM *</b> OM: Bill May MD: Mike Parsons APD: Jaime Barreras 4 BLUE MAN/MATTHEWS "Sing" 3 SOFIA LOELL "Utopia" JOSH KELLEY "Amazing"</p> <p><b>KMYS/Anchorage, AK</b> PD: Rory Lennox MD: Monika Thomas 12 LEANN RIMES "Need"</p> <p><b>KAMX/Austin, TX *</b> PD: Scooter B. Stevens MD: Clay Culver 11 TRAIN "Angels" JACK JOHNSON "Defeated" PLUMB "Real"</p> <p><b>KLY/Bakersfield, CA *</b> PD/MD: E.J. Tyler APD: Erik Fox ALL-AMERICAN REJECTS "Swing" AUDIOSLAVE "Stone" BLUE MAN/MATTHEWS "Sing" BROOKS "Coming" ESSENCE "Crying"</p> <p><b>WWMX/Baltimore, MD *</b> VP/Prog: Bill Pasha PD: Steve Morz MD: Ryan Sampson 10 "IC" "Defeated" JEWEL "Intuition" JOHN MAYER "Georgia"</p> <p><b>WMLJ/Birmingham, AL *</b> PD/MD: Tom Hanrahan No Adds</p> <p><b>WBM/Boston, MA *</b> VP/Prog: Greg Strassell MD: Mike Mulaney No Adds</p> <p><b>WTSS/Buffalo, NY *</b> PD: Sue O'Neil MD: Rob Lucas 1 JASON MRAZ "Remedy" DANIEL BEDINGFIELD "One" EDWIN MCGAIN "Want" TRAIN "Angels"</p>	<p><b>WCOD/Cape Cod, MA</b> OM: Gregg Cassidy MD: Cheryl Park 28 JEWEL "Intuition"</p> <p><b>WMT/Cedar Rapids, IA</b> PD/MD: Mike Blakemore No Adds</p> <p><b>WALC/Charleston, SC *</b> PD: Brent McKay No Adds</p> <p><b>WLNK/Charlotte, NC *</b> OM: Tom Jackson PD: Neal Sharpe APD: Chris Adkins MD: Derek James No Adds</p> <p><b>WTKR/Cincinnati, OH *</b> OM: Chuck Finney PD: Tommy Frank APD: Grover Collins MD: Brian Douglas AUDIOSLAVE "Stone" THIRD EYE BLIND "Blinded"</p> <p><b>WVMX/Cincinnati, OH *</b> PD: Steve Bender MD: Storm Bennett 1 JASON MRAZ "Remedy"</p> <p><b>WVMX/Cleveland, OH *</b> PD: Dave Popovich MD: Jay Hudson JOHN MAYER "Georgia" TRAIN "Angels"</p> <p><b>WQAL/Cleveland, OH *</b> PD: Allan Fee MD: Rebecca Wide 1 RACHEL LOY "Man" BROOKS "Coming" JOHN MAYER "Georgia"</p> <p><b>KVUU/Colorado Springs, CO *</b> PD: Kevin Callahan APD/MD: Andy Carlisle 26 TRAIN "Angels" 2 AUDIOSLAVE "Stone" BLUE MAN/MATTHEWS "Sing"</p>	<p><b>WBNS/Columbus, OH *</b> PD: Jeff Ballentine MD: Robin Cole 9 FRANKY PEREZ "Something" LUCE "Good" THINKS "Remember" JACK JOHNSON "Defeated"</p> <p><b>KKPM/Corpus Christi, TX *</b> PD: Jason Hillery MD: Derek Lee BLUE MAN/MATTHEWS "Sing" LISA MARIE PRESLEY "Lights"</p> <p><b>KDMX/Dallas-Ft. Worth, TX *</b> PD: Pat McMahon MD: Lisa Thomas JEWEL "Intuition"</p> <p><b>WDAJ/Danbury, CT</b> PD: Ed Trotta MD: Sharon Kelly 30 TRAIN "Angels" 28 CHRISTINA AGUILERA "Fighter" 28 KELLY CLARKSON "Miss" 3 SEAN PAUL "Busy"</p> <p><b>WMMX/Dayton, OH *</b> PD: Jeff Stevens MD: Shaun Vincent No Adds</p> <p><b>KALC/Denver-Boulder, CO *</b> PD: Erik Fox interim PD: Mark Edwards APD/MD: Kozman 5 BLUE MAN/MATTHEWS "Sing"</p> <p><b>KIMJ/Denver-Boulder, CO *</b> PD: Ron Harrell APD/MD: Michael Gifford 16 COLDPLAY "Clocks" JEWEL "Intuition" LISA MARIE PRESLEY "Lights"</p> <p><b>KSTZ/Des Moines, IA *</b> OM/MD: Jim Schaefer MD: Jimmy Wright FAITH HILL "One" JOHN MAYER "Georgia"</p> <p><b>WDMJ/Detroit, MI *</b> interim PD: Alex Tear APD: Rob Hazelton MD: Ann Delisi No Adds</p> <p><b>WKNX/Dothan, AL</b> OM/MD: Phil Thomas MD: Jim Cerone 17 CALLING "Wherever" 6 THEORY OF A DEADMAN "Make"</p>	<p><b>KSII/El Paso, TX *</b> PD: Scott Sands MD: Dave Decker LIFEHOUSE "Away"</p> <p><b>WINK/Ft. Myers, FL *</b> OM/MD: Bob Grissinger APD: Dana Marshall MD: Chris Blood JEWEL "Intuition" TRAIN "Angels"</p> <p><b>WMEE/Ft. Wayne, IN *</b> PD: John O'Rourke MD: Chris Cague No Adds</p> <p><b>KALZ/Fresno, CA *</b> OM/MD: E. Curtis Johnson APD: Laurie West MD: Chris Blood 6 LINKIN PARK "Somewhere" THIRD EYE BLIND "Blinded"</p> <p><b>WVTI/Grand Rapids, MI *</b> PD: John Patrick APD: Ken Evans JASON MRAZ "Remedy" JOHN MAYER "Georgia"</p> <p><b>WQZN/Greensboro, NC *</b> PD: Steve Williams MD: Eric Gray No Adds</p> <p><b>WIKZ/Hagerstown, MD</b> PD: Rick Alexander MD: Jeff Roteman EVANESCENCE "Life" JEWEL "Intuition" TRAIN "Angels"</p> <p><b>WNNK/Harrisburg, PA *</b> PD: John O'Dea MD: Denny Logan No Adds</p> <p><b>WTIC/Hartford, CT *</b> PD: Steve Sathary APD/MD: Jeannine Jersey 3 RACHEL LOY "Man"</p> <p><b>KHM/Houston-Galveston, TX *</b> PD: Marc Sherman 1 MAROON 5 "Breath" 1 CHANTAL KREVIUZUK "Life"</p> <p><b>WENS/Indianapolis, IN *</b> OM/MD: Greg Dunkin MD: Jim Cerone No Adds</p>	<p><b>WZPT/Indianapolis, IN *</b> PD: Scott Sands MD: Dave Decker LIFEHOUSE "Away"</p> <p><b>KMXB/Las Vegas, NV *</b> OM: Cal Thomas PD/MD: Charese Fruge No Adds</p> <p><b>WMXL/Lexington-Fayette, KY *</b> PD: Jill Meyer No Adds</p> <p><b>KURB/Little Rock, AR *</b> PD: Randy Cain APD: Aaron Anthony DANIEL BEDINGFIELD "One" JEWEL "Intuition" JOSH KELLEY "Amazing"</p> <p><b>KYSR/Los Angeles, CA *</b> VP/Programming: John Ivey APD/MD: Chris Patyk JOSH KELLEY "Amazing"</p> <p><b>WMAD/Madison, WI *</b> PD: Rick Betcher MD: Laura Ford EVANESCENCE "Life"</p> <p><b>WMBZ/Memphis, TN *</b> OM: Jerry Dean PD/MD: Kramer No Adds</p> <p><b>WMC/Memphis, TN *</b> PD: Chris Taylor MD: Tom St. James 25 TRAIN "Angels" 2 LIFEHOUSE "Away"</p> <p><b>WMTI/Milwaukee, WI *</b> OM: Rick Betcher PD: Bob Walker No Adds</p> <p><b>WMTI/Milwaukee, WI *</b> OM: Rick Betcher PD: Bob Walker No Adds</p> <p><b>WMTI/Milwaukee, WI *</b> OM: Rick Betcher PD: Bob Walker No Adds</p> <p><b>WMTI/Milwaukee, WI *</b> OM: Rick Betcher PD: Bob Walker No Adds</p>	<p><b>KOSO/Modesto, CA *</b> PD: Max Miller MD: Donna Miller No Adds</p> <p><b>WJLK/Monmouth-Ocean, NJ *</b> OM: Lou Russo MD: Debbie Mazella No Adds</p> <p><b>KCDU/Monterey-Salinas, CA *</b> PD/MD: Mike Skot APD: Rick Betcher TRAIN "Angels"</p> <p><b>WKZN/New Orleans, LA *</b> OM/MD: John Roberts APD: Duncan James MD: Stevie G FLEETWOOD MAC "Peace"</p> <p><b>WPLJ/New York, NY *</b> VP/Prog: Tom Cuddy PD: Scott Shannon APD/MD: Tony Mascaro CHANTAL KREVIUZUK "Life" JEWEL "Intuition"</p> <p><b>WPTE/Norfolk, VA *</b> PD: Steve McKay RACHEL FARRIS "Girl"</p> <p><b>KYIS/Oklahoma City, OK *</b> OM: Chris Baker PD/MD: Ray Kalusa No Adds</p> <p><b>KSRZ/Omaha, NE *</b> PD: Erik Johnson JEWEL "Intuition" TRAIN "Angels"</p> <p><b>WOMX/Orlando, FL *</b> PD/MD: Jeff Cushman MD: Laura Francis FRANKY PEREZ "Something" JEWEL "Intuition"</p> <p><b>KBYY/Oxnard-Ventura, CA *</b> PD: J. Love APD/MD: Darren McPeake JEWEL "Intuition" JUSTIN TIMBERLAKE "Body" THIRD EYE BLIND "Blinded"</p> <p><b>WJLQ/Pensacola, FL *</b> OM: Jim Mahaney APD/MD: Blake @ Night EVANESCENCE "Life" FAITH HILL "One"</p>	<p><b>WMWX/Philadelphia, PA *</b> OM/MD: Gerry DeFrancesco APD/MD: Joe Proke 10 UNCLE KRACKER "Drift" 9 COLDPLAY "Clocks"</p> <p><b>KMXP/Phoenix, AZ *</b> PD: Ron Price No Adds</p> <p><b>KCDU/Monterey-Salinas, CA *</b> PD/MD: Mike Skot APD: Rick Betcher TRAIN "Angels"</p> <p><b>WZPT/Pittsburgh, PA *</b> PD: Keith Clark APD/MD: Jonny Hartwell EVANESCENCE "Life" TRAIN "Angels"</p> <p><b>WMGX/Portland, ME</b> PD: Randi Krashbaum APD/MD: Ethan Minton GOD GOO DOLLS "Sympathy" THIRD EYE BLIND "Blinded" TRAIN "Angels"</p> <p><b>KRSK/Portland, OR *</b> PD: Dan Persigehl MD: Sheryl Stewart No Adds</p> <p><b>WRFY/Reading, PA *</b> PD/MD: Al Burke APD/MD: Leslie Los THIRD EYE BLIND "Blinded" 5 COLDPLAY "Clocks" 4 EVANESCENCE "Life"</p> <p><b>WSNE/Providence, RI *</b> PD: Bill Hest MD: Gary Trust JEWEL "Intuition" WALLFLOWERS "Good"</p> <p><b>KLCA/Reno, NV *</b> PD: Beej MD: Connie Wray BLUE MAN/MATTHEWS "Sing" FRANKY PEREZ "Something"</p> <p><b>KNVQ/Reno, NV *</b> MD: Heather Combs BLUE MAN/MATTHEWS "Sing" JULIE WOOD "Eyes"</p> <p><b>WMBX/Richmond, VA *</b> PD: J. Love APD/MD: Darren McPeake JEWEL "Intuition" JUSTIN TIMBERLAKE "Body" THIRD EYE BLIND "Blinded"</p> <p><b>WVOR/Rochester, NY *</b> PD: Dave LeFrois MD: Joe Bonacci JEWEL "Intuition"</p>	<p><b>KZZO/Sacramento, CA *</b> Dir/Prog: Mark Evans PD: Ed Lambert APD/MD: Jim Matthews AUDIOSLAVE "Stone" THIRD EYE BLIND "Blinded"</p> <p><b>KYKY/St. Louis, MO *</b> PD: Smokey Rivers APD/MD: Greg Hewitt No Adds</p> <p><b>WVRV/St. Louis, MO *</b> PD: Marty Linck MD: Jill Devine JOSH KELLEY "Amazing"</p> <p><b>KQMB/Salt Lake City, UT *</b> OM: Alan Hague PD: Mike Neilson APD/MD: J.J. Riley No Adds</p> <p><b>KFMB/San Diego, CA *</b> VP/MD: Tracy Johnson APD: Jen Sewell FAITH HILL "One"</p> <p><b>KMYI/San Diego, CA *</b> PD: Duncan Payton APD/MD: Mel McKay 7 GOD GOO DOLLS "Sympathy" 5 COLDPLAY "Clocks" 4 EVANESCENCE "Life"</p> <p><b>KIDI/San Francisco, CA *</b> PD: Michael Martin MD: James Baker CELINE DION "Eve" DANIEL BEDINGFIELD "One"</p> <p><b>KLCC/San Francisco, CA *</b> PD: John Peake MD: Derek Madden No Adds</p> <p><b>KEZR/San Jose, CA *</b> PD: Jim Murphy APD/MD: Michael Martinez 16 JUSTIN TIMBERLAKE "Body" JACK JOHNSON "Defeated" JOSH KELLEY "Amazing"</p> <p><b>KRUZ/Santa Barbara, CA</b> MD: Mandy Thomas 15 JASON MRAZ "Remedy"</p> <p><b>KMHX/Santa Rosa, CA *</b> PD: Mark Thomas 1 JUSTIN TIMBERLAKE "Body" JOSH KELLEY "Amazing" WALLFLOWERS "Good"</p>	<p><b>KPLZ/Seattle-Tacoma, WA *</b> PD: Kent Phillips MD: Alisa Hasafimoto No Adds</p> <p><b>WHYN/Springfield, MA *</b> OM/MD: Pat McKay APD: Matt Gregory EVANESCENCE "Life" JEWEL "Intuition" FAITH HILL "One"</p> <p><b>WSSR/Tampa, FL *</b> OM: Jeff Kapugi PD: Rick Schmidt APD: Kurt Schreiner MD: Kristy Knight No Adds</p> <p><b>WVVM/Toledo, OH *</b> OM: Tim Roberts PD: Steve Marshall APD/MD: Jeff Wicker 3 FLEETWOOD MAC "Peace" 1 LIFEHOUSE "Away" FAITH HILL "One"</p> <p><b>KFBZ/Wichita, KS *</b> PD: Barry McKay MD: Sunny Whyte JACK JOHNSON "Defeated" THIRD EYE BLIND "Blinded"</p> <p><b>WXLO/Worcester, MA *</b> APD/MD: Becky Nichols 1 CHANTAL KREVIUZUK "Life" LIFEHOUSE "Away"</p> <p><b>WMMX/Youngstown-Warren, OH *</b> OM/MD: Dan Rivers MD: Mark French No Adds</p>	<p><b>KIZS/Tulsa, OK *</b> interim PD/MD: Kim Gower 42 GOD GOO DOLLS "Sympathy" 7 DANIEL BEDINGFIELD "One" 5 SIMPLE PLAN "Addicted" 5 JUSTIN TIMBERLAKE "Body"</p> <p><b>WROX/Washington, DC *</b> Dir/Prog: Steve Koebau OM/MD: Keny King MD: Carol Parker 4 TRAIN "Angels"</p> <p><b>WWZZ/Washington, DC *</b> PD: Mike Edwards APD/MD: Sean Sellers 4 TITANICS "Ride" 3 AVRIL LAVIGNE "Losing"</p> <p><b>WFMF/West Palm Beach, FL *</b> PD: Russ Morley APD/MD: Amy Navarro FAITH HILL "One" JACK JOHNSON "Defeated" TRAIN "Angels"</p>
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**\* Monitored Reporters**  
99 Total Reporters

**89 Total Monitored**

**10 Total Indicator**  
9 Current Indicator Reporters

**Did Not Report For Four Consecutive Weeks; Data Not Used (1):**  
WNNK/Elmira-Corning, NY





# Smooth Jazz Television Puts Faces To The Music

A TV show that generates fresh cume for radio

By Cameron Smith

**T**hose who work in smooth jazz — broadcasters, record executives, artists and others — have been waiting for the format to reach its tipping point. Well, fasten your seatbelts for an explosive season — one with the potential to transform this genre in public consciousness and propel smooth jazz to huge mainstream commercial success — as Smooth Jazz TV adds new major-market affiliates, most recently in San Francisco and San Diego. This week the show's host and founder, Cameron Smith, gives us a peek at what's in store over the next 24 months.

Here are several truths about smooth jazz: Our artists are some of the most talented in the world; the smooth jazz consumer is incredibly passionate; marketing drives consumer trial and conversion; quality products and packaging sell products; and distribution drives growth.

Our team at Smooth Jazz TV/Center Stage TV has made a decision to focus on these truths and find ways to push the envelope. We are true believers in the music, and the fact that we can outperform syndicated programming on major-market network affiliates proves that the audience is there. We all need to realize that marketing smooth jazz music is the missing link in our ability to compete with AC, urban AC and classic rock.

## A Multimedia Product

Music has become a multimedia product that is fluid and constantly re-inventing itself in the media. As a re-

sult, we are investing our resources in the creation of a production company and a TV show that deliver a broadcast product that can compete at the network level.

*SJTV* is battling for audience, which means we must convert exposure from cable music players VH1, CMT, MTV and BET to broadcast television airtime. We had to think beyond cable, because cable can't push market, since cable programming is buried on the "B side."

Broadcast television is in virtually every household in America, and those households drive ratings. Viewers surf past broadcast TV content constantly. If smooth jazz can't penetrate broadcast TV, the genre simply won't grow, survive or thrive — after all, why do you think radio advertisers on TV?

Survival is all about ratings. *SJTV* airs on affiliates of four different networks in 10 major markets (see sidebar), and we're winning the ratings war. In addition, the show airs on 25,000 flights a month on the main

screens of 12 different airlines to push the brand and smooth jazz artists.

It's the same model radio uses: Define the target, design the product consistently with consumers' desires, market aggressively, and don't compromise.

## Passion Is Everything

Artists have always been smooth jazz's strength, but, unfortunately, their future has very little to do with the talent pool. What it's all about is stepping onto the national network-media stage and presenting a product that kicks ass.

We're competing against network programming like *The Practice*, the Paul McCartney special and *American Idol*. I'll put our artists up against any of them, but quality production, marketing and distribution must be part of the equation.

**smooth  
JAZZ**

It's time for all styles of jazz to come out of the shadows and step forward. As we say in Texas, "If you ain't the lead dog, the view never changes." Ours is not a background product, and it's time for those who work in the format to change that perception with advertisers and potential consumers. Smooth jazz music is totally hip, not totally hypnotic!

When I worked at KOAI/Dallas as Strategic Sales Manager and, years later, morning host, our competition always took the position that Smooth Jazz was a background format and that nobody listened actively. All too often, buyers believed that. But there is no replacement for passion, and passion is what *Smooth Jazz TV* is about.

Passion is what got us on NBC in Los Angeles and Fox in San Francisco, passion attracts audience to the show, and passion will change people's perception of smooth jazz. We need to wake things up, get excited and get aggressive or get the hell out of the way, because the music is too important for anything less.

## What Month Is National Jazz Month?

America doesn't celebrate National Jazz Month because, unbelievably, it doesn't exist. Ken Burns gave us *Jazz* and the Postal Service issued jazz stamps, but now we need national action to honor the inestimable contribution of jazz to our culture.

In April 2002 Quincy Jones and the Smithsonian Institution's National Museum of American History heralded Jazz Appreciation Month, a designated tribute intended to focus national consciousness on jazz's extraordinary history, stimulate jazz education and celebrate jazz as a historical and living treasure.

It was certainly a step in the right direction, but the trouble is, most people knew nothing about it. I learned about Jazz Appreciation Month accidentally, when I logged on to noncomm Jazz KKJZ/Long Beach's excellent website at [www.jazzandblues.org](http://www.jazzandblues.org). (Later, I was unable to find any reference to it at [www.smithsonian.org](http://www.smithsonian.org).)

For jazz — America's great indigenous art form — to survive and flourish, the national conversation about it must not only continue, it must grow louder. The jazz-smooth jazz community can contribute mightily to that effort by lobbying President Bush to issue an executive order endorsing Jazz Appreciation Month.

## Our Greatest Cultural Ambassador

Jazz Alliance International President Chuck Iwanusa says, "Although the joint houses of Congress declared jazz an American National Treasure in 1987 with the adoption of HR57, by its own rules Congress can no longer designate a specific month as National Jazz Month.

"Thanks to the recent attention brought to jazz by filmmaker Ken Burns, as well as the recent commercial success of such recording artists as Norah Jones and Diana Krall, public awareness of jazz is growing. However, if there is to be greater public dialogue about jazz, I believe that the next step is for the president of the United States to officially endorse Jazz Appreciation Month.

"Jazz is symbolic of everything American, providing an unparalleled artistic model of the democratic process. As an art form, jazz has long been our greatest cultural ambassador. In a single gesture, a presidential proclamation designating National Jazz Month would acknowledge our country's greatest cultural and political contributions."

## Four Areas

Our focus is directed in four areas, beginning with providing cost-efficient production services to artists via the creation of our production company, Center Stage TV. We're creating electronic press kits and concert content that send the message that smooth jazz is worthy of relentless attention to detail.

The days of cheesy cable productions are over. There is finally a visual broadcast platform to brand instrumental artists on network TV. The way we can ensure quality is to do it ourselves. New consumers are finally seeing smooth jazz artists and feeling a bond with them of the kind that was possible in the past only by attending a smooth jazz concert. *Smooth Jazz TV* is driving fresh cume straight back to our radio partners.

Second, we deliver aggressive distribution of that content via our network affiliates in major dayparts, such as at 3pm Sundays on KNBC-TV/L.A. and 11pm Wednesdays on UPN San Diego, not to mention our 12 airline partners. We've learned to expect the amazing; it's what the artists give us every day.

Third, we project continued growth into the remainder of the top 20 broadcast markets nationally and into additional nontraditional outlets, like airlines. We're heading to the East Coast in coming weeks to sit down with affiliates to see who has the same

**We all need to realize that marketing smooth jazz music is the missing link in our ability to compete with AC, urban AC and classic rock.**

passion for quality programming that we do and to clear new outlets for *Smooth Jazz TV*.

Fourth, we're developing innovative ways to make sure our artists' products sell. Nobody knows who these artists really are (for example, lots of fans I talk to think Boney James is black). How can they buy the product when they don't truly know the artist?

Our Internet presence has quickly become a weapon with real firepower. With [www.smoothjazztv.com](http://www.smoothjazztv.com) we've closed the retail loop so that consumers see the artist on the show, learn more about artists on our website and then instantly purchase music via our link to retail.

## Smooth Jazz TV Affiliates

NBC 4, KNBC-TV/Los Angeles; Sunday 3pm; Saturday 4:30am  
 Fox 2, KTVU-TV/San Francisco; Saturday midnight  
 Indy 36, KICU-TV/San Francisco; Sunday 10pm  
 CBS 11, KTVT-TV/Dallas-Ft. Worth; Saturday 1am  
 UPN 21, KTXA-TV/Dallas-Ft. Worth; Saturday 2am  
 CBS 11, KHOU-TV/Houston; Saturday 12:30am  
 UPN 46, WRBU-TV/St. Louis; Saturday 1am; Sunday 1am  
 Fox 6, XETV-TV/San Diego; Sunday midnight  
 UPN 13, XUPN-TV/San Diego; Wednesday 11pm  
 CBS 4, WWL-TV/New Orleans; Saturday 12:30am  
 CBS 5, KCTV-TV/Kansas City; Friday 1am  
 NBC 4, KMOL-TV/San Antonio; Saturday 12:30am  
 CBS 42, KEYE-TV/Austin; Sunday midnight



April 18, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	<b>1</b>	<b>1</b> MINDI ABAIR Lucy's (GRP/VMG)	880	+34	135579	13	42/0
	2	2 DAVE KOZ & JEFF KOZ Blackbird (Rendezvous/WB)	740	-49	106907	20	37/0
	<b>3</b>	<b>3</b> KIM WATERS Waterfall (Shanachie)	678	+45	105881	12	40/1
	4	4 KENNY G Paradise (Arista)	676	-12	102370	22	33/0
	<b>5</b>	<b>5</b> MICHAEL LINGTON Still Thinking Of You (3 Keys)	656	+25	86379	21	37/0
	6	6 BOB BALDWIN The Way She Looked At Me (Narada)	640	-4	89857	16	40/1
	7	7 BONEY JAMES Grand Central (Warner Bros.)	570	-73	54091	25	33/0
	<b>8</b>	<b>8</b> SPYRO GYRA Getaway (Heads Up)	514	+17	65840	10	36/0
	9	9 JOAN OSBORNE I'll Be Around (Compendia)	492	-14	38820	25	33/0
	<b>10</b>	<b>10</b> EUGE GROOVE Rewind (Warner Bros.)	489	+22	76090	7	36/0
	11	11 STEVE COLE Off Broadway (Warner Bros.)	487	-52	48370	29	26/0
	<b>12</b>	<b>12</b> CHIELI MINUCCI Kickin' It Hard (Shanachie)	478	+65	52151	11	33/0
	<b>13</b>	<b>13</b> CRUSADERS Viva De Funk (Verve/VMG)	454	+6	71472	7	37/1
	<b>14</b>	<b>14</b> GREG ADAMS 'Sup With That (Ripa/Blue Note)	444	+6	45969	15	35/0
	<b>15</b>	<b>15</b> NORAH JONES Come Away With Me (Blue Note/Virgin)	441	+8	48573	14	32/0
	16	16 NATALIE COLE F/ DIANA KRALL Better Than Anything (GRP/VMG)	377	-8	35155	8	27/0
	<b>17</b>	<b>17</b> JEFF LORBER Gigabyte (Narada)	366	+65	55232	4	32/2
	<b>18</b>	<b>18</b> PIECES OF A DREAM Loves Silhouette (Heads Up)	346	+6	40255	9	27/1
	<b>19</b>	<b>19</b> J. THOMPSON Tell Me The Truth (AMH)	297	+43	36602	5	27/5
	20	20 NESTOR TORRES Watermelon Man (Shanachie)	254	-6	38691	13	19/0
	21	21 GREGG KARUKAS Your Sweet Smile (N-Coded)	248	-7	23524	19	22/0
	<b>22</b>	<b>22</b> FOURPLAY Ju-Ju (Bluebird/AAL)	209	+13	32873	5	19/1
	<b>23</b>	<b>23</b> RICK DERRINGER Hot And Cool (Big3)	205	+26	23560	3	22/2
	<b>24</b>	<b>24</b> PAUL HARDCASTLE Desire (Trippin' 'n Rhythm)	193	+12	45874	6	15/0
	<b>25</b>	<b>25</b> NELSON RANGELL Look Again (A440 Music Group)	187	+31	24637	3	16/0
	26	26 JONATHAN BUTLER Pata Pata (Warner Bros.)	186	-4	21115	12	15/0
	<b>27</b>	<b>27</b> BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)	179	+46	8470	2	14/1
	<b>28</b>	<b>28</b> RICHARD ELLIOT Corner Pocket (GRP/VMG)	178	+47	31301	2	20/3
	<b>29</b>	<b>29</b> DAVID LANZ Romantica (Decca)	178	+11	8685	3	14/1
<b>Debut</b>	<b>30</b>	<b>30</b> BRIAN CULBERTSON Say What? (Warner Bros.)	161	+105	29376	1	23/8

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**WALTER BEASLEY** Precious Moments (N-Coded)  
Total Plays: 135, Total Stations: 16, Adds: 2

**PHIL COLLINS** Come With Me (Lullaby) (Face Value/Atlantic)  
Total Plays: 120, Total Stations: 13, Adds: 5

**LARRY CARLTON** Put It Where You Want It (Warner Bros.)  
Total Plays: 111, Total Stations: 11, Adds: 1

**MICHAEL MANSON** Keys To My Heart (A440 Music Group)  
Total Plays: 106, Total Stations: 10, Adds: 0

**NORMAN BROWN** The Feeling I Get (Warner Bros.)  
Total Plays: 103, Total Stations: 11, Adds: 1

**MAYSA** Simple Life (N-Coded)  
Total Plays: 70, Total Stations: 6, Adds: 0

**JOE MCBRIDE** Keeping It Real (Heads Up)  
Total Plays: 68, Total Stations: 8, Adds: 1

**AL JARREAU** Secrets Of Love (GRP/VMG)  
Total Plays: 68, Total Stations: 7, Adds: 1

**JODY WATLEY** Skin Deep (Shanachie)  
Total Plays: 57, Total Stations: 4, Adds: 0

**UNWRAPPED VOL. 2** Electric Relaxation (Hidden Beach)  
Total Plays: 50, Total Stations: 4, Adds: 1

Songs ranked by total plays

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
BRIAN CULBERTSON Say What? (Warner Bros.)	8
J. THOMPSON Tell Me The Truth (AMH)	5
PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)	5
FATBURGER Sizzlin' (Shanachie)	5
RIPPINGTONS Stingray (Peak)	4
RICHARD ELLIOT Corner Pocket (GRP/VMG)	3
PAUL TAYLOR On The Move (Peak/Concord)	3
JEFF LORBER Gigabyte (Narada)	2
RICK DERRINGER Hot And Cool (Big3)	2
WALTER BEASLEY Precious Moments (N-Coded)	2
PAUL JACKSON JR. It's A Shame (Blue Note)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRIAN CULBERTSON Say What? (Warner Bros.)	+105
CHIELI MINUCCI Kickin' It Hard (Shanachie)	+65
JEFF LORBER Gigabyte (Narada)	+65
PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)	+58
RICHARD ELLIOT Corner Pocket (GRP/VMG)	+47
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)	+46
KIM WATERS Waterfall (Shanachie)	+45
J. THOMPSON Tell Me The Truth (AMH)	+43
MINDI ABAIR Lucy's (GRP/VMG)	+34
NELSON RANGELL Look Again (A440 Music Group)	+31

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DIANA KRALL Just The Way You Are (Verve/VMG)	336
STEVE OLIVER High Noon (Native Language)	298
PETER WHITE Who's That Lady? (Columbia)	273
BWB Groovin' (Warner Bros.)	250
BOB JAMES Morning, Noon & Night (Warner Bros.)	238
MARION MEADOWS Tales Of A Gypsy (Heads Up)	175
N. BROWN & M. McDONALD I Still Believe (Warner Bros.)	139
NORAH JONES Don't Know Why (Blue Note/Virgin)	134
NATALIE COLE Tell Me All About It (GRP/VMG)	127
JEFF GOLUB Cold Duck Time (GRP/VMG)	119
CRAIG CHAQUICO Afterglow (Higher Octave)	111
DONNA GARDIER How Sweet It Is (Dome Records Limited)	93
NORMAN BROWN Just Chillin' (Warner Bros.)	64
CHUCK LOEB Sarao (Shanachie)	63
MICHAEL MANSON Outer Drive (A440 Music Group)	60
RICHARD ELLIOT Q.T. (GRP/VMG)	58
CRAIG CHAQUICO Luminosa (Higher Octave)	46
SPECIAL EFX Cruise Control (Shanachie)	46
KENNY G F/CHANTE MOORE One More Time (Arista)	45
FOURPLAY Rollin' (Bluebird/AAL)	43

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# ON THE RECORD

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**Renee DePuy**  
MD, WJZW/Washington



I've barely settled into my new job here in our nation's capital, so I won't claim to have a firm understanding of the specific nuances of WJZW (Smooth Jazz 105.9)/Washington. However, the "play the hits" concept is as applicable here as anywhere else, and that's the mantra Carl Anderson and I are reciting daily — especially now that we've entered the spring book. • This week we added Brian Culbertson's "Say What?" We hope it will become one of those hits. It has a great springtime feel and tons of energy, and keyboard tunes have always been popular with our listeners. Another instrumental we like very much is the new one from Fattburger, "Sizzlin'," which sounds tailor-made for the car stereo in a convertible. • Some of the tunes we've been playing for a while that continue to sound fresh are Paul Hardcastle's "First Light," Greg Adams' "Sup With That?" and Norah Jones' "Don't Know Why." Her record is more than a year old, but think of how many adults saw and heard Norah for the first time on the Grammy telecast, and you'll understand its continued relevance as a current. • We're checking out songs being played by other DC stations for future play on WJZW, including Phil Collins' "Come With Me" and Brian McKnight's "Shoulda Woulda Coulda." They appeal to different segments of our pool of potential listeners and texturally complement the variety we feature on Smooth Jazz 105.9. In the weeks ahead we'll be reconfiguring things and finding ways to give the new music we play maximum exposure. We're as committed as ever to helping strong records become hits, and we will invest carefully but deeply in the new music we play.

**M**indi Abair's "Lucy's" (GRP/VMG) dominates No. 1 for the fourth week in a row. Watch for a charming and surprisingly in-depth interview with Abair in the May 9 issue of R&R ... Another terrific week for **Brian Culbertson**, whose "Say What?" (Warner Bros.) debuts at 30\*, is No. 1 Most Increased with a gain of 105 plays and earns No. 1 Most Added honors with eight new adds, including WJZW/Washington and KIFM/San Diego ... Momentum on **J. Thomson's** "Tell Me the Truth" continues to build after BA's recommendation last week. The track climbs 21-19\* and is No. 2 Most Added with five new adds, including WLVE (Love 94)/Miami and KSSJ/Sacramento ... **Fattburger's** "Sizzlin'" (Shanachie) picks up five new adds for third Most Added. Early believers include WQCD/New York and KAJZ/Albuquerque ... **The Rippingtons'** "Stringray" (Peak/Concord) is added by four West Coast reporters, including KIFM ... Rips labelmate **Paul Taylor** gains three new adds on "On the Move," including WJZZ/Atlanta ... **Richard Elliot** scores three new adds on "Corner Pocket" (GRP/VMG): WQCD, KSSF and KSSJ ... Don't miss **Paul Jackson Jr.'s** cool cover of "It's a Shame" (Blue Note). This outstanding track was added without hesitation by KTWV (The Wave)/Los Angeles.



— Carol Archer, Smooth Jazz Editor

## Reporters

- WZMR/Albany, NY**  
PD/MD: Tim Durkee  
AL JARREAU "Secrets"  
JEFF KASHIWA "Voices"
- KAJZ/Albuquerque, NM**  
PD: Paul Lavoie  
MD: Jeff Young  
CRUSADERS "Viva"  
FATTBURGER "Sizzlin'"
- KNIK/Anchorage, AK**  
OM/MD: Aaron Wallender  
J THOMPSON "Truth"  
PIECES OF A DREAM "Sincere"
- WJZZ/Atlanta, GA**  
PD/MD: Nick Francis  
2 PAUL TAYLOR "Move"
- KSMJ/Bakersfield, CA**  
PD/MD: Chris Townshend  
UNWRAPPED VOL. 2 "Electric"  
RIPPINGTONS "Stringray"
- WNUA/Chicago, IL**  
OM: Bob Kaake  
PD: Steve Stiles  
RICK DERRINGER "Cool"
- WNWV/Cleveland, OH**  
PD/MD: Bernie Kimble  
BRIAN CULBERTSON "What"  
PHIL COLLINS "Come"
- WJZA/Columbus, OH**  
OM/MD: Bill Harman  
APD: Gary Wolter  
BRIAN CULBERTSON "What"  
PAUL TAYLOR "Move"
- KOAI/Dallas-Ft. Worth, TX**  
OM/MD: Kurt Johnson  
APD/MD: Bret Michael  
No Adds
- KJCD/Denver-Boulder, CO**  
PD/MD: Michael Fischer  
No Adds
- KVJZ/Des Moines, IA**  
PD: Mike Blakemore  
MD: Becky Taylor  
BRIAN CULBERTSON "What"
- WMMV/Detroit, MI**  
PD: Tom Sleeker  
MD: Sandy Kovach  
No Adds
- KLWJ/Eugene, OR**  
PD: Chris Crowley  
BOB BALDWIN "Looked"
- KEZL/Fresno, CA**  
OM: Scott Keith  
PD/MD: J. Weidenheimer  
No Adds
- WYJZ/Indianapolis, IN**  
PD/MD: Carl Frye  
BRIAN CULBERTSON "What"  
FATTBURGER "Sizzlin'"
- KCIY/Kansas City, MO**  
PD: Mark Edwards  
MD: Michelle Chase  
13 KIM WATERS "Waterfall"  
2 BONEY JAMES "RPM"
- KOAS/Las Vegas, NV**  
OM: Vic Clemons  
PD/MD: Erik Foxx  
No Adds
- KTWV/Los Angeles, CA**  
PD: Paul Goldstein  
APD/MD: Ralph Stewart  
4 JEFF LORBER "Gigabyte"  
PAUL JACKSON JR "Shame"
- WJZN/Memphis, TN**  
PD: Norm Miller  
PAUL TAYLOR "Move"
- WLVE/Miami, FL**  
PD: Rich McMillan  
J THOMPSON "Truth"  
PHIL COLLINS "Come"
- KSBR/Mission Viejo, CA**  
OM/MD: Terry Wedel  
MD: Susan Koshbay  
1 ACQUISI "Solo"  
1 TOM SCOTT "Holding"
- KRVR/Modesto, CA**  
PD: Jim Bryan  
MD: Doug Wulff  
2 FATTBURGER "Sizzlin'"  
2 LARRY CARLTON "Want"  
2 RIPPINGTONS "Stringray"
- WQCD/New York, NY**  
OM: John Mullen  
PD/MD: Charley Connolly  
8 FATTBURGER "Sizzlin'"  
DAVID LANE "Romantica"  
RICHARD ELLIOT "Corner"
- WJCD/Norfolk, VA**  
OM: Daisy Davis  
APD/MD: Larry Hollowell  
2 BRIAN CULBERTSON "What"  
2 J THOMPSON "Truth"  
2 WALTER BEASLEY "Moments"
- WLOQ/Orlando, FL**  
PD: Brian Morgan  
MD: Patricia James  
No Adds
- WJZ/Philadelphia, PA**  
PD: Michael Tozzi  
MD: Frank Childs  
5 FORTUNE WINSTON CRUSE "Lane"  
5 FOURPLAY "Ju"  
5 WALTER BEASLEY "Suddenly"
- KYOT/Phoenix, AZ**  
PD: Shaun Holly  
APD/MD: Angie Handa  
JEFF LORBER "Gigabyte"
- KJZS/Reno, NV**  
Acting PD: Harry Reynolds  
MD: Doug Thomas  
No Adds
- WJZV/Richmond, VA**  
PD: Reid Snider  
No Adds
- KSSJ/Sacramento, CA**  
PD: Lee Hanson  
APD: Ken Jones  
J THOMPSON "Truth"  
RICHARD ELLIOT "Corner"
- WSSM/St. Louis, MO**  
PD: David Myers  
12 BRIAN CULBERTSON "What"  
2 JOE MCBRIDE "Keeping"
- KBZN/Salt Lake City, UT**  
PD/MD: Rob Riesen  
FATTBURGER "Sizzlin'"  
J THOMPSON "Truth"  
PHIL COLLINS "Come"
- KIFM/San Diego, CA**  
PD: Mike Vasquez  
APD/MD: Kelly Cole  
1 BRIAN CULBERTSON "What"  
1 RICK DERRINGER "Cool"  
1 RIPPINGTONS "Stringray"
- KSSF/San Francisco, CA**  
PD: Steve Williams  
RICHARD ELLIOT "Corner"
- KMGQ/Santa Barbara, CA**  
MD: Mark De Anda  
APD/MD: Steve Bauer  
PHIL COLLINS "Come"
- KJZY/Santa Rosa, CA**  
PD: Gordon Zlot  
APD/MD: Rob Singleton  
No Adds
- KWJZ/Seattle-Tacoma, WA**  
PD: Carol Handley  
MD: Dianna Rose  
PHIL COLLINS "Come"  
WALTER BEASLEY "Moments"
- WEIB/Springfield, MA**  
PD: Ben Casey  
MD: Darrel Cutting  
1 BRIAN MCKNIGHT "Woulda"  
1 NORMAN BROWN "Feeling"  
1 PAXTON & CARLTON "Street"
- WSJT/Tampa, FL**  
OM/MD: Ross Block  
MD: Kathy Curtis  
No Adds
- WJZW/Washington, DC**  
OM: Kenny King  
PD: Carl Anderson  
MD: Renee DePuy  
BRIAN CULBERTSON "What"
- JRN/(Jones NAC)/National**  
PD: Steve Hibbard  
MD: Cheri Marquart  
2 RIPPINGTONS "Stringray"  
PAUL JACKSON JR "Shame"

42 Total Reporters  
41 Current Playlists  
Did Not Report, Playlist Frozen (1):  
WJZ/Milwaukee-Racine, WI

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cmaxwell@radioandrecords.com

# 25 Years Of KILO

## A birthday bash to last the entire concert season

**T**wenty-five years ago "Modern Country" KPIK/Colorado Springs changed to a new format that was sweeping the nation: Rock. The station was originally owned by Pappy Dave Stone, who put on the first full-time Country station in Lubbock, TX. "It was called K-Dave radio," says KILO OM Rich Hawk. "His disc jockeys were Roger Miller, Jesse Coulter, Waylon Jennings and this kid named Buddy Holly.

"Stone decided it was getting time to retire, so he offered to sell KPIK to his son, Charlie Brown, and another business partner, Bob Telemosse. Back then everybody was talking about going to the metric system of measurement, so they say that's where they got the idea for the call letters."



**Rich Hawk**

Owned by Bahakel Communications since 1985, 94.3 KILO has had its share of competitors over the years, but it has managed to maintain and dominate the Rock, then Active Rock position. KILO's Classic Rock sister, KYZX, helps keep the Classic competitors at bay.

Of the various challengers, Hawk says, "KKFM has always been a competitor of sorts. Many years ago the late Doug Sorensen came into the market for a while with a takeoff on KATT/Oklahoma City. They called it KATM and were here for a short while before they were sold to Salem Broadcasting.

"We've had a couple of other competitors go Alternative against us and end up dropping the format. Now there's another Classic Rock competitor, 'The Mother,' KMOM, Rock That Really Rocks."

Colorado Springs is approximately an hour's drive from Denver, but Hawk says the two markets don't compete. "We'll show up once in a while in their book, and they'll show up once in a while in our book but do nothing of any consequence," he says.

### Colorado's Pure Rock

Hawk has been at the station longer than the station has been in the format — 27 years in June. He says the station's birthday bash is a celebration of today's music and lifestyle. "We thought about this for a while, and we really didn't want to go back at this point and dredge up 25 years of our radio station's history," he explains.

"The birthday celebration is pretty much just being done with positioning and imaging on the radio station. At this time we have several things we're working on for the summer and later this year that will fall under the blanket of celebrating our 25th birthday."

Among those plans, KILO has co-opted the Music as a Weapon and Summer Sanitarium tours — not exactly shows for old fogies. While some Rock stations have chosen to age with the demo and essentially evolve into Classic Rockers, KILO has stayed the course with the younger demo — with full support from management and ownership.

**"We have people who are 40 or 45 years old who listen to KILO on a regular basis, and they're still into it with all the new music."**

**Rich Hawk**

"This is what KILO has always been," says Hawk. "KILO has always been about hearing new music. That has never changed. Our ratings have always supported new music, so we haven't seen any reason to change."

KILO's sales force is well acquainted with the demo and the positive benefits of the cell. GM Lou Mellini, another longtime veteran of the station, directs the sales effort with great success. "When you've been in a market as long as Lou and I have been in this one you develop a lot of relationships that go hand in hand

with what you're doing on the radio station," Hawk says.

### Customer Service

Mellini has some 20 years at the radio station under his belt. He left for a three-year stint as President/CEO of the Business Radio Network but returned to KILO after it was sold. He explains how the sales staff sells a demo that sometimes gets a bad rap: "First of all, we're very involved with the community. Second, we're very heavily involved with promotions and cross-promotions with other clients — we're very promotionally oriented. We generate 70% of our business from the local market.

"When you take the 25-year history of KILO, we've been in the top three that entire time and in the top one or two in our target demographics. That's why we have 12 clients that we just gave crystal awards to that have been on KILO for 12 consecutive years. The owner of the local clubs Tequila and Rum Bay was our first client.

"Clients get the customer service. They know about our level of community involvement, and they know that when we say something, we fulfill it. When we hire salespeople, they have to understand what it is to have customer service and integrity, especially now that they're selling a heritage radio station.

"We also have clients endorsing the radio station by helping sell other clients. It's not unusual for one of our account execs to give a new client a list of 10 clients they can call to ask about the results they get from advertising on KILO."

### Money Matters

Bahakel is a 56-year old company that started in radio before branching out into television and cable. The company now owns 10 radio stations, about as many TV stations and a cable company. Hawk enjoys the freedom that Bahakel has given him to operate KILO.

"I like the company a lot," he says. "They are bottom-line-oriented, there's no doubt about that, but one of the best things about them is that they let us do our thing. I don't get anyone from corporate calling and telling me to add certain records or do specific things.

## KILO's Top 30 Currents

Here is KILO/Colorado Springs' current playlist with the plays per week for the airplay week of April 3-9. Data is from Mediabase 24/7.

ARTIST Title	Plays Per Week
AUDIOSLAVE Like A Stone	34
DISTURBED Remember	33
GODSMACK Straight Out Of Line	33
LINKIN PARK Somewhere I Belong	33
TRAPT Headstrong	31
STAIN'D Price To Play	26
COLD Stupid Girl	25
QUEENS OF THE STONE AGE No One Knows	24
SHINEDOWN Fly From The Inside	24
CHEVELLE Send The Pain Below	23
SALIVA Always	21
SEETHER Fine Again	21
CHEVELLE The Red	19
BLACK LABEL SOCIETY Stillborn	17
REVIS Caught In The Rain	17
DISTURBED Prayer	17
TAPROOT Mine	17
SOCIALBURN Down	16
MUDVAYNE Not Falling	16
OLEANDER Hands Off The Wheel	15
FOO FIGHTERS Times Like These	15
SEETHER Driven Under	15
(HED) PLANET EARTH Blackout	13
KORN Alone I Break	12
BREAKING BENJAMIN Skin	12
STONE SOUR Inhale	12
POWERMAN 5000 Free	12
3 DOORS DOWN The Road I'm On	9
GRADE 8 Brick By Brick	9
3 DOORS DOWN When I'm Gone	7

As long as we're successful, they'll continue to do that."

What does the corporate office consider to be success for KILO, in terms of ratings? "They've never given us an edict such as, 'We want you to be top 10, top five, top three,' or whatever," Hawk says.

makes for an interesting listening audience. "We find that we have people who are 40 or 45 years old who listen to KILO on a regular basis, and they're still into it with all the new music," Hawk says.

"There are different types of listeners. There are those who just want to hear everything they know, and there are those who want to challenge themselves with new music and keep up with what's going on. We have a lot of the latter."

As for Hawk, he falls into the second camp. "I've got a great staff here of young radio broadcasters, and they keep me on my toes," he says. "They keep turning me on to new music all the time, and that's something that I still enjoy. It keeps me young. I mean, good music is good music, and bad music is bad music — I don't care what genre it's in."

Eight-year vet — and only the second PD of the station — Ross Ford anchors the KILO morning show along with sidekick Mo. Middays are handled by Wendy Campbell, while Q does afternoons. Johnny Ginn is the outlet's night slammer, and Scotty keeps company with sheep-counters through the overnight hours. Brent Hatcher does imaging and production.

Congratulations to Hawk, Mellini, Ford and the rest of the staff of KILO on their first quarter-century in the format. May their success continue!



"They understand the ratings will wobble from time to time. Sometimes Arbitron will be able to reach the 18-34 listeners, sometimes they won't be able to. We pay the price when that happens, but the company understands that.

"The real bottom line is who makes the money, not who has the numbers. Our sales staff can sell this radio station, so we continue to do well in that regard, despite the wobbles."

Over the past five books, KILO's numbers have trended 6.7-7.4-6.9-6.1-5.8. The first phase of the winter 2003 the station rated 6.8, and it held steady in the second phase at 6.7, ranking No. 3 in the market.

### A Family Affair

A long history in the market combined with a passion for new music





Main chart table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, GROSS IMPRESSIONS (00), WEEKS ON CHART, TOTAL STATIONS/ ADDS.

Most Added www.rradds.com

Most Added table with columns: ARTIST TITLE LABEL(S), AODS.

Most Increased Plays

Most Increased Plays table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE.

Most Played Recurrents

Most Played Recurrents table with columns: ARTIST TITLE LABEL(S), TOTAL PLAYS.

33 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 4/6-4/12.

New & Active

- UNLOCO Failure (Maverick/Reprise) Total Plays: 131, Total Stations: 17, Adds: 0
COLD Stupid Girl (Flip/Geffen/Interscope) Total Plays: 129, Total Stations: 12, Adds: 0
LIVE Heaven (Radioactive/MCA) Total Plays: 115, Total Stations: 12, Adds: 1
(HED) PLANET EARTH Blackout (Volcano/Jive) Total Plays: 115, Total Stations: 9, Adds: 0
BREAKING BENJAMIN Skin (Hollywood) Total Plays: 114, Total Stations: 11, Adds: 0

- QUEENS OF THE STONE AGE Go With The Flow (Interscope) Total Plays: 81, Total Stations: 12, Adds: 3
SHINEDOWN Fly From The Inside (Atlantic) Total Plays: 48, Total Stations: 11, Adds: 4
12 STONES Crash (Wind-up) Total Plays: 46, Total Stations: 7, Adds: 0
SOUTH FM Dear Claudia (MCA) Total Plays: 39, Total Stations: 5, Adds: 0
CLOSURE Look Out Below (TVT) Total Plays: 34, Total Stations: 5, Adds: 1

Songs ranked by total plays

Reporters

Grid of reporter information including station names, reporter names, and contact details for various markets like Albuquerque, Buffalo, Paso, NJ, Phoenix, etc.

Summary statistics: Monitored Reporters 53 Total Reporters, 33 Total Monitored, 20 Total Indicator, 18 Current Indicator, No Longer A Reporter (2), Did Not Report, Playlist Frozen (3).



# R&R ACTIVE ROCK TOP 50

April 18, 2003

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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	LINKIN PARK Somewhere I Belong (Warner Bros.)	1888	-26	159861	7	57/0
3	2	TRAPT Headstrong (Warner Bros.)	1862	+78	162655	27	57/1
2	3	GODSMACK Straight Out Of Line (Republic/Universal)	1780	-86	150062	11	58/0
4	4	AUDIOSLAVE Like A Stone (Interscope/Epic)	1716	-25	141416	14	57/0
5	5	DISTURBED Remember (Reprise)	1438	-81	116671	20	57/0
28	6	STAIN D Price To Play (Flip/Elektra/EEG)	1337	+884	112014	2	57/4
6	7	SEETHER Fine Again (Wind-up)	1165	-125	101128	39	53/0
7	8	FOO FIGHTERS Times Like These (Roswell/RCA)	1147	-74	93615	14	57/0
10	9	CHEVELLE Send The Pain Below (Epic)	1073	+9	90058	13	55/0
8	10	MUDVAYNE Not Falling (Epic)	1039	-168	88257	27	53/0
9	11	SOCIALBURN Down (Elektra/EEG)	992	-159	80422	21	53/0
11	12	3 DOORS DOWN When I'm Gone (Republic/Universal)	936	-43	91297	28	56/0
12	13	CHEVELLE The Red (Epic)	908	-67	75585	40	55/0
14	14	SALIVA Rest In Pieces (Island/IDJMG)	875	-9	67073	8	51/0
17	15	EVANESCENCE Bring Me To Life (Wind-up)	863	+58	56856	11	36/2
13	16	SALIVA Always (Island/IDJMG)	860	-76	79378	29	56/0
19	17	3 DOORS DOWN The Road I'm On (Republic/Universal)	815	+47	59065	6	49/1
16	18	REVIS Caught In The Rair (Epic)	813	+3	66313	9	55/0
21	19	COLD Stupid Girl (Flip/Geffen/Interscope)	755	+56	63161	8	53/1
15	20	DISTURBED Prayer (Reprise)	750	-79	71313	35	54/0
18	21	(HED) PLANET EARTH Blackout (Volcano/Jive)	749	-32	58870	13	52/0
25	22	POWERMEN 5000 Free (DreamWorks)	637	+88	52852	5	51/2
24	23	SEETHER Driven Under (Wind-up)	620	+36	47631	11	45/1
22	24	STONE SOUR Inhale (Roadrunner/IDJMG)	560	-133	51265	12	49/0
26	25	BREAKING BENJAMIN Skin (Hollywood)	557	+16	41518	9	50/2
27	26	TAPROOT Mine (Velvet Hammer/Atlantic)	506	+43	40452	6	47/1
32	27	BLACK LABEL SOCIETY Stillborn (Spitfire)	504	+94	48695	4	35/4
30	28	UNLOCD Failure (Maverick/Reprise)	439	-11	31941	7	45/2
31	29	FINCH What It Is To Burn (Drive-Thru/MCA)	395	-25	31216	13	33/0
23	30	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)	381	-238	27143	13	36/0
34	31	AFI Girl's Not Grey (DreamWorks)	373	+27	28850	10	33/0
36	32	SHINEDOWN Fly From The Inside (Atlantic)	364	+40	33826	4	42/4
35	33	DOUBLEDRIVE Imprint (Roadrunner/IDJMG)	362	+27	30060	6	33/1
29	34	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	362	-91	38287	18	24/0
38	35	PRESENCE Tonz Of Fun (Curb)	289	+39	24732	4	36/1
39	35	SYSTEMATIC Leaving Only Scars (Elektra/EEG)	266	+36	21954	4	31/1
48	37	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	227	+123	17810	2	24/2
40	38	GRADE 8 Brick By Brick (Lava)	198	-16	13891	5	23/0
41	39	FROM ZERO Sorry (Arista)	180	-28	12561	5	22/1
33	40	BLINDSIDE Sleepwalking (Elektra/EEG)	159	-196	13412	14	39/0
49	41	QUEENS OF THE STONE AGE Go With The Flow (Interscope)	141	+39	14120	2	28/7
Debut	42	LIVE Heaven (Radioactive/MCA)	136	+53	6919	1	15/0
Debut	43	MARILYN MANSON Mobszene (Nothing/Interscope)	135	+134	21143	1	42/42
Debut	44	CAVE IN Anchor (RCA)	132	+61	6720	1	21/2
47	45	SLUR Who I Am (Tarpit)	120	+11	5767	3	14/1
45	46	MUSIC Take The Long Road And Walk It (Capitol)	113	-1	12245	4	12/0
43	47	HOT ACTION COP Fever For The Flava (Lava)	111	-70	8463	8	13/0
37	48	OLEANDER Hands Off The Wheel (Sanctuary/SRG)	108	-147	11774	13	14/0
Debut	49	12 STONES Crash (Wind-up)	92	+39	6101	1	16/2
-	50	SUM 41 The Hell Song (Island/IDJMG)	86	+7	6899	2	9/0

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 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
MARILYN MANSON Mobszene (Nothing/Interscope)	42
P.O.D. Sleeping Awake (Maverick/Reprise)	39
MEMENTO Nothing Sacred (Columbia)	15
QUEENS OF THE STONE AGE Go With The Flow (Interscope)	7
STAIN D Price To Play (Flip/Elektra/EEG)	4
SHINEDOWN Fly From The Inside (Atlantic)	4
BLACK LABEL SOCIETY Stillborn (Spitfire)	4
VERBENA Way Out West (Capitol)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
STAIN D Price To Play (Flip/Elektra/EEG)	+884
MARILYN MANSON Mobszene (Nothing/Interscope)	+134
SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	+123
BLACK LABEL SOCIETY Stillborn (Spitfire)	+94
POWERMEN 5000 Free (DreamWorks)	+88
TRAPT Headstrong (Warner Bros.)	+78
P.O.D. Sleeping Awake (Maverick/Reprise)	+61
CAVE IN Anchor (RCA)	+61
EVANESCENCE Bring Me To Life (Wind-up)	+58
COLD Stupid Girl (Flip/Geffen/Interscope)	+56

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
FOO FIGHTERS All My Life (Roswell/RCA)	660
QUEENS OF THE STONE AGE No One Knows (Interscope)	659
SYSTEM OF A DOWN Aerials (American/Columbia)	599
TAPROOT Poem (Velvet Hammer/Atlantic)	580
STONE SOUR Bother (Roadrunner/IDJMG)	489
RA Do You Call My Name (Republic/Universal)	416
GODSMACK I Stand Alone (Republic/Universal)	406
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	395
SYSTEM OF A DOWN Toxicity (American/Columbia)	394
AUDIOSLAVE Cochise (Interscope/Epic)	367
PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	346
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	336
NICKELBACK Never Again (Roadrunner/IDJMG)	333
DISTURBED Down With The Sickness (Giant/Reprise)	328
STAIN D For You (Flip/Elektra/EEG)	323
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	305
TOOL Schism (Volcano)	299
P.O.D. Alive (Atlantic)	299
SYSTEM OF A DOWN Chop Suey (American/Columbia)	289
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	289

R&R Station Playlists have moved to the web. See all of our monitored reporters at [www.radioandrecords.com](http://www.radioandrecords.com).

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# ON THE RECORD

With  
**The Dude**  
MD, WEBN/Cincinnati



It seems as if this year there is more music on my desk at WEBN (The Frog)/Cincinnati, even though I'm trying to fill the same number of slots. At the top of my list right now, as they were back in November, are Trapt. "Headstrong" is one of my top five-testing records. This was a gut record, and we jumped early on it. It's a good feeling to know you were right; the full length is absolutely incredible, and I hope to go at least four cuts

deep. • Seether are another band that sticks out. These guys put on a great live show, and the full length displays their depth — from rock to hard rock, and even into metal. If you're looking for another track from them, consider "Hang On" from the *Daredevil* soundtrack. • Of course, I am looking forward to the Metallica release, and I am always confident in Staind, but there's something to be said for finding the gems. I am also confident in the strength of rock for this summer. There are some great tours out there, and this is a great opportunity for rock to make some noise and take back some of the masses from hip-hop. If you are a music lover, check out The Music, Porcupine Tree and Memento. These are very talented musicians making music that is quite possibly too good for the masses to grasp. • Speaking of the masses and what they grasp, I really feel that people in general have paid less attention to new music for the following reasons: 1) People have begun turning to their own mix CDs in their cars; 2) It is taking more and more spins for a song to get familiar in testing; 3) No one seems to know about the new bands, unlike the days when you could name every member in almost every band — the passion for rock bands has gone way down, and it seems that, by riding the trends of music, people aren't allowing themselves to get to know the bands making the music; and 4) CD sales are down — because if people really wanted the disc, they would pay for it and not steal it. • That said, rock will never die in Cincinnati, because The Frog will always live. Remember, Marconi is spelled W-E-B-N.

It was a raging week as two diametrically opposed artists battled it out for the hearts and minds of Active Rock. In the grand scheme, P.O.D. gain 47 adds (39 Active, eight Rock) on "Sleeping Awake," while Marilyn Manson's "Mobscene" gets 46 adds (42 Active, four Rock) ... Memento worked their butts off to get 15 Actives in a tough week, so "Nothing Sacred" lands in place as No. 3 Most Added ... Staind just flew to the top of the Active chart with +884 spins and now sit at No. 6. The top of the chart is rock solid with winners — a good sign for the format ... Last week I saw Smile Empty Soul put on a great set at the Viper Room. "Bottom of a Bottle" makes an impressive climb 48-37 even with all the great new music out ... Only seven Actives are the last holdouts on Powerman 5000. KAZR/Des Moines has sick phones already on "Free," and there are some good phone stories at KXXR/Minneapolis and WRIF/Detroit. In all the rush of great new product, don't forget your gut told you to add this — now stick to it! ... On the Rock side, Trapt take a bold step up the chart 10-6, proving what you can accomplish if you're "Headstrong" ... Lynyrd Skynyrd are a Rock favorite as "Red White and Blue" rises to No. 21 ... Another surefire rocker is Black Label Society's "Stillborn." With Ozzfest coming up this summer, it's a no-brainer to plug away at this one. MAX PIX: ETHER SEEDS "Save Your Own Life" (Roadrunner/IDJMG)

## Rock/Active Rock ON THE RADIO

— Cyndee Maxwell, Active Rock/Rock Editor

## Record Of The Week

ARTIST: Death By Stereo  
TITLE: *Into The Valley of Death*  
LABEL: Epitaph



If you happened to be within earshot or arm's length of Death By Stereo's stage at last year's Warped Tour, you know their name is almost more of a promise. *Into the Valley of Death*, their third full-length, is a car crash at the intersection of smart metal and blistering hardcore. Singer Efreem Schulz boasts a distinctive, aggressive croon that can turn ugly in a moment. The guitars here bring traditional metal licks to the punk masses, while the rhythm section can push breakneck speeds before turning on a dime to midtempo bashing. Politically sensitive listeners beware: DBS pull no punches when it comes to their views (listen to "Beyond the Blinders" for a full dose). For the open-minded, we suggest "Wasted Words" and the tastily titled "I Wouldn't Piss in Your Ear If Your Brain Was on Fire."

— Frank Correia, Rock Specialty Editor

# active INSIGHT

ARTIST: Black Label Society

LABEL: Spitfire

By FRANK CORREIA / ROCK SPECIALTY EDITOR



Note to the producers of *The Osbournes*: more Zakk, less Jack! For the uninitiated, Zakk Wylde has been the on-, off- and on-again guitarist to Ozzy on many an album and Ozzfest. Not only that, Wylde is the perfect TV foil for the relatively sober Mr. Osbourne. Those familiar with Wylde know that he'll drink a bar dry and keep playing — and still sound more eloquent than his famous employer.

But Wylde is no mere sideman. After bringing a Randy Rhodes-type vibe back into the Ozzy camp with his incendiary guitar playing on albums like *No Rest for the Wicked* and *No More Tears*, Wylde has blasted out his own brand of Southern Rock-informed metal, most notably with **Black Label Society**.

Currently, BLS are riding higher than ever on the strength of "Stillborn," the lead single from their third effort, *The Blessed Hellride*. Featuring guest vocals by a singer whose name rhymes with "Fozzy," the track is getting strong support from Actives like KHTQ/Spokane; WXQR/Greenville, NC; KRAB/Bakersfield; and WAAF/Boston. On the Rock side, BLS are feeling love from the likes of WDHA/Morristown, NJ; KLBj/Austin; WBUF/Bufalo and more.

*The Blessed Hellride* reiterates the fact that Wylde's guitar playing has a distinctive voice of its own. When you hear the

solid chug of muddy chords and those devil's howl harmonics, you know it's Zakk behind the axe. And he's not afraid to devote a healthy chunk of his songs to fretboard fireworks, keeping the time-honored guitar solo alive and well. Check out the seemingly autobiographical blast of "Stoned & Drunk" or the bulldozer-sized riffs of "Funeral Bell" for the heavy stuff, and turn to "The Blessed Hellride" or the piano-driven "Dead Meadow" for Wylde's more sublime, Southern style.

With "Stillborn" climbing at radio, video outlets will get a cool new clip directed by none other than Rob Zombie. Besides tearing up stages with BLS, Wylde will also sling his axe at this year's Ozzfest. With any luck, his guitar work will get more airtime than Jack's whining on the next season of *The Osbournes*.

## R&R TOP 20 SPECIALTY ARTISTS

1. BLACK LABEL SOCIETY (Spitfire) "Stoned & Drunk"
2. BIOHAZARD (Sanctuary/SRG) "Kill Or Be Killed"
3. ANTHRAX (Sanctuary/SRG) "What Doesn't Die"
4. HAUNTED (Earache) "One Kill Wonder"
5. HEART OF ROADRUNNER (Roadrunner/IDJMG) "In The Unblind"
6. CRADLE OF FILTH (Epic) "The Promise Of Fever"
7. SWORN ENEMY (Elektra/EEG) "Sworn Enemy"
8. E-TOWN CONCRETE (Razor & Tie) "Baptism"
9. 40 GRIT (Metal Blade) "Bomb Bottom"
10. OVERKILL (Spitfire) "Devil By The Tail"
11. VOIVOD (Chopouse) "Gasmask Revival"
12. FEAR FACTORY (Roadrunner/IDJMG) "Terminate"
13. TERROR (Bridge Nine) "Push It Away"
14. HEAVILS (Metal Blade) "Colorblind"
15. BLACK ON BLACK: TRIBUTE TO BLACK FLAG (Initial) "Nervous Breakdown"
16. KOVENANT (Nuclear Blast) "Stillborn Universe"
17. NOTHINGFACE (TVT) "Skeletons"
18. MARDUK (The End) "World Funeral"
19. SKINDRED (Bieler) "Babylon"
20. BRICK BATH (Crash) "Stand Up"

Ranked by total number of shows reporting artist.



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## PART ONE OF A TWO-PART SERIES

# Life During Wartime

## Is war anxiety making it into the music meeting?

**R**&R Director/Charts Anthony Acampora was holding the Alternative Hotfax in his hands before it went out last week, and as he was reading the first paragraph, he suddenly turned to me and said, "Enough with the endless news loop already! You're boring me." Now, I totally understand where he's coming from. And this has nothing to do with being pro-war or anti-war. It's about being consumed by current events. It's about being a news junkie.

Some people are just plain addicted to news. And during major national and international events, when history is being written right in front of us, it's hard to concentrate on anything else. Obviously, that's why news outlets get huge ratings. Which makes it tough on music stations and those who program them.

I was programming WFNX/Boston during the first Gulf War. That was the first time a TV went into the air studio. We agonized over how to cover the coverage. We needed to strike the right balance of information and entertainment. It eventually boiled down to hourly updates, plus breaking into regular programming with anything really big.

But I have this acute memory of being in an emotional no man's land. Sure, the music had to continue — we weren't about to become a News station — but with the national focus on events halfway around the world, it seemed weird, and a tad trivial, to have to sit down and figure out which songs to play next week.

**"It is not hard to put aside your feelings once the meeting starts, but it is always in the back of our minds."**

Mike Halloran

Things happen all the time, of course, but the big milestones tend to stand out a little more: the 2000 presidential election, the World Trade Center attack, war in Afghanistan and, now, war in Iraq. This week I just wanted to take the pulse of radio to see who's been feeling weird — or normal.



Jayn

**Kim Monroe**  
PD, WXTM/Cleveland

This is so minuscule in the bigger picture. But I also realize that there are enough people out there who need an outlet, as I do — people who say, "OK, I'd much rather listen to the radio and hear music than hear news all the time." We're running one-minute updates every hour, which is something we haven't done since 9/11.

With war pending, I made the decision for hourly updates, because people do care. They want to know what's going on, and a one-minute update once an hour is perfectly fine and acceptable.

**Mike Halloran**  
MD, KBZT/San Diego

In the big scheme, what we do is pretty insignificant compared to world conflicts. Our music meetings have been a tad more subdued since the war in Iraq began. It is not hard to put aside your feelings once the meeting starts, but it is always in the back of our minds. Both myself and [PD] Garrett Michaels pull airshifts here, and that is where and when emotions really run high.

Between the Miramar Marine

**"It does make things that are so important to us, like music meetings, seem a little trivial."**

Tommy Mattern

Corps Air Station, the Coronado naval base and Camp Pendleton, we have a ton of listeners in the military, and it is very difficult sometimes to realize that a huge chunk of our audience is directly affected by the war in Iraq. The phone calls from the military folks and their families have taken on a completely different tone. We wish for their safe and speedy return.

**Troy Hanson**  
PD, WZTA/Miami



Dave Beasing

The music meeting is business as usual, because we really go out of our way to make it so. It's as if the music meeting is a way for [MD] Ryan Castle and me to escape from the constant in-your-face coverage this war has brought us. With 24/7 TV coverage, wall-to-wall

AM radio coverage and even our own updates once or twice an hour, it's nice to take a breather for a few minutes.

To say that it is a little trivial to do something like listening to music while others are over there fighting and dying is a bit unfair. We still need to do our jobs over here, just like they are doing theirs over there.

**Jayn**  
MD, KNRK/Portland, OR

Here at KNRK, the war hasn't been discussed during music meetings at all. Of course, we talk about it all the time in the hallways, but it hasn't been an issue in our music

talks or decisions. As far as on-air, my take during my shift has been, "I'm not going to be all news, all the time, but when there is a major development, I will definitely let you know about it." To that end, I've had CNN.com on the computer pretty much nonstop and have been monitoring news audio pretty regularly.

Of course, it's hard to segue from an update on troop movements to "Here's an Offspring song." When I have discussed a war development on the air, I'm completely upfront about saying, "That's what's going on in the world. Here's the awkward transition into stuff that doesn't quite matter." I've also been pretty vocal about sending thoughts and prayers to our troops.

**Lynn Barstow**  
PD, KMYZ/Tulsa

I haven't had a music meeting here since about 1998. There's too much to do!

As for our attention to new music during wartime, since the war started, I've been paring down our currents list — not out of some concern for keeping familiar at a time when our cume may bolt at any time for News/Talk, but more out of concern for keeping things familiar and of high quality during the spring book.

**Chris Muckley**  
MD, XTRA (91X)/San Diego

Our music meetings haven't changed at all. Sure, the selection of music for a radio station can seem trivial when a major war is underway, but the job must still get done. Our promotions and brainstorming meetings have changed more than anything. We now devote part of those meetings to discussing how we will address certain war issues and current events on the air.

**Dave Beasing**  
Jacobs Media

Obviously, the war is on everyone's minds these days, but — not unlike the rest of America — it appears that radio programmers are trying their best to conduct business in as close to the usual way as possible.

So far during this conflict, there's evidence that Americans are certainly following the latest information from Iraq, but they're also consuming much of the same entertainment media they always did. Although the amount of time and attention they're able to devote to something

as relatively trivial as new alternative music has to be impacted, they do seem to be trying to carry on with their normal lives as much as possible.

**Tommy Mattern**

PD, KPNT/St. Louis

The war is very much top-of-mind here at KPNT, and it has definitely affected our day-to-day business. For the first couple of weeks it was hard to do anything on a consistent basis, but it seems to have settled down in the last week or so, and we're getting back to business as usual.



Lynn Barstow

**"It's hard to segue from an update on troop movement to 'Here's an Offspring song.'"**

Jayn

It does make things that are so important to us, like music meetings, seem a little trivial though. We have been a little more cautious about everything we do as a whole, and that plays into the music also.

**Ryan Patrick**

MD, WEDG/Buffalo

[PD] Lenny Diana and I have made the decision to freeze until the war is over — just kidding. No, it's no more difficult doing music now than it was before. While there is a portion of the audience interested in war coverage, there is still a significant portion of the audience that is looking for an escape from what's going on. We are able to provide that escape. Now if I could only escape the constant barrage of record calls.



Chris Muckley

### TALK BACK TO R&R!

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

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# R&R ALTERNATIVE TOP 50

April 18, 2003



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK Somewhere I Belong (Warner Bros.)	3199	-3	369033	7	77/0
2	2	EVANESCENCE Bring Me To Life (Wind-up)	3111	-11	368215	15	75/0
3	3	AUDIOSLAVE Like A Stone (Interscope/Epic)	2909	-6	328814	15	78/0
5	4	TRAPT Headstrong (Warner Bros.)	2695	+135	281451	24	75/0
-4	5	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	2614	-197	326896	19	77/0
6	6	FOO FIGHTERS Times Like These (Roswell/RCA)	2146	-121	242391	14	74/0
7	7	AFI Girl's Not Grey (DreamWorks)	2093	+92	236501	12	77/0
8	8	WHITE STRIPES Seven Nation Army (Third Man/V2)	1978	+34	246557	9	70/3
9	9	CHEVELLE Send The Pain Below (Epic)	1902	+35	188167	12	76/0
35	10	STAINED Price To Play (Flip/Elektra/EEG)	1825	+1265	247261	2	74/2
10	11	GODSMACK Straight Out Of Line (Republic/Universal)	1715	-102	162252	11	68/0
11	12	QUEENS OF THE STONE AGE No One Knows (Interscope)	1535	-199	190922	30	75/0
13	13	USED Buried Myself Alive (Reprise)	1441	-30	144299	12	70/0
12	14	GOOD CHARLOTTE The Anthem (Epic)	1397	-240	119169	14	67/0
16	15	ATARIS In This Diary (Columbia)	1351	+3	143794	10	69/1
20	16	FINCH What It Is To Burn (Drive-Thru/MCA)	1337	+57	146250	13	65/0
14	17	3 DOORS DOWN When I'm Gone (Republic/Universal)	1330	-122	130801	27	61/0
15	18	SEETHER Fine Again (Wind-up)	1276	-123	132097	39	60/0
21	19	SUM 41 The Hell Song (Island/IDJMG)	1274	+103	146000	7	66/0
17	20	FOO FIGHTERS All My Life (Roswell/RCA)	1252	-52	159480	31	73/0
24	21	COLD Stupid Girl (Flip/Geffen/Interscope)	1149	+88	131324	7	64/4
18	22	ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	1114	-190	89395	18	55/0
23	23	SALIVA Rest In Pieces (Island/IDJMG)	1102	+19	83786	6	56/3
25	24	BLUR Crazy Beat (Virgin)	1053	+19	109507	5	61/0
28	25	QUEENS OF THE STONE AGE Go With The Flow (Interscope)	1025	+124	114050	4	67/2
27	26	SEETHER Driven Under (Wind-up)	1023	+24	89426	6	58/1
29	27	REVIS Caught In The Rair (Epic)	897	+38	57847	7	57/3
26	28	DISTURBED Remember (Reprise)	839	-170	72124	15	41/0
31	29	(HED) PLANET EARTH Blackout (Volcano/Jive)	788	-18	66217	9	52/0
32	30	TAPROOT Mine (Velvet Hammer/Atlantic)	756	+55	60576	5	53/2
34	31	3 DOORS DOWN The Road I'm On (Republic/Universal)	710	+90	57634	4	46/2
30	32	SOCIALBURN Down (Elektra/EEG)	635	-178	61984	18	31/0
33	33	LIAM LYNCH United States Of Whatever (S-Curve/Astralwerks)	607	-25	86650	6	31/0
36	34	BREAKING BENJAMIN Skin (Hollywood)	536	-2	39131	6	33/1
50	35	COLDPLAY The Scientist (Capitol)	477	+193	92223	2	43/5
Debut	36	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	476	+240	35829	1	42/2
40	37	POWERMAN 5000 Free (DreamWorks)	447	+66	33658	2	33/1
38	38	JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	425	+11	50743	5	28/0
44	39	HOT HOT HEAT Bandages (Sub Pop/Warner Bros.)	401	+54	46534	3	33/2
43	40	ZWAN Lyric (Reprise)	399	+41	43808	2	27/2
42	41	LINKIN PARK Faint (Warner Bros.)	395	+36	93534	3	11/3
37	42	HOT ACTION COP Fever For The Flava (Lava)	389	-90	22183	10	29/0
Debut	43	LIVE Heaven (Radioactive/MCA)	382	+159	42545	1	26/3
46	44	THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	363	+57	34791	2	27/1
47	45	PETE YORN Come Back Home (Columbia)	348	+50	59975	3	30/2
Debut	46	DONNAS Who Invited You (Atlantic)	337	+56	31620	1	30/1
Debut	47	CAVE IN Anchor (RCA)	320	+141	25439	1	36/8
39	48	ZWAN Honestly (Reprise)	292	-91	43438	18	22/0
48	49	TRANSPLANTS DJ DJ (Epitaph)	289	0	27412	3	20/0
45	50	SIMPLE PLAN Addicted (Lava)	269	-39	25785	4	21/0

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
P.O.D. Sleeping Awake (Maverick/Reprise)	55
MARILYN MANSON Mobsence (Nothing/Interscope)	36
LESS THAN JAKE She's Gonna Break Soon (Sire/WB)	21
RADIOHEAD There There (Capitol)	12
CAVE IN Anchor (RCA)	8
COLDPLAY The Scientist (Capitol)	5
VENDETTA RED Shatterday (Epic)	5
COLD Stupid Girl (Flip/Geffen/Interscope)	4
SHINEDOWN Fly From The Inside (Atlantic)	4
SAM ROBERTS Brother Down (Republic/Universal)	4
TRAIN Calling All Angels (Columbia)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
STAINED Price To Play (Flip/Elektra/EEG)	+1265
SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	+240
COLOPLAY The Scientist (Capitol)	+193
P.O.D. Sleeping Awake (Maverick/Reprise)	+184
MARILYN MANSON Mobsence (Nothing/Interscope)	+182
LIVE Heaven (Radioactive/MCA)	+159
CAVE IN Anchor (RCA)	+141
TRAPT Headstrong (Warner Bros.)	+135
QUEENS OF THE STONE AGE Go With The Flow (Interscope)	+124
SUM 41 The Hell Song (Island/IDJMG)	+103

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
CHEVELLE The Red (Epic)	1188
SALIVA Always (Island/IDJMG)	1092
COLOPLAY Clocks (Capitol)	896
SYSTEM OF A DOWNS Aerials (American/Columbia)	828
NIRVANA You Know You're Right (Geffen/Interscope)	815
SUM 41 Still Waiting (Island/IDJMG)	811
TAPROOT Poem (Velvet Hammer/Atlantic)	734
DISTURBED Prayer (Reprise)	684
MUOVAYNE Not Falling (Epic)	622
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	594
HOOBASTANK Crawling In The Dark (Island/IDJMG)	549
PUDDLE OF MUDD She Hates Me (Flawless/Geffen/Interscope)	548
STONE SOUR Bother (Roadrunner/IDJMG)	524
INCUBUS I Wish You Were Here (Immortal/Epic)	480
HOOBASTANK Running Away (Island/IDJMG)	458
TRUSTCOMPANY Downfall (Geffen/Interscope)	453
JIMMY EAT WORLD Sweetness (DreamWorks)	450
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	449
JIMMY EAT WORLD The Middle (DreamWorks)	417
SYSTEM OF A DOWNS Toxicity (American/Columbia)	409

78 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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## ON THE RECORD

With  
**Lisa Biello**  
PD, WHRL/Albany, NY



Let me begin with the fact that Max Tolkoff's picture is one of the creepiest things I've ever seen, and it bothers me. That is the only reason I am contributing my two cents this week. Really. It all started when I e-mailed Max and requested that he use another picture. One in which he looks alive. • Speaking of dead people, have you listened to the *House of 1,000 Corpses* soundtrack? It has a killer version of "Brick House" with

Rob Zombie and Lionel Richie. It's soooo good. I listen to it every day to get my juices flowing on my way into work. Speaking of flowing, is everyone getting huge phones on Queens Of The Stone Age's "Go With the Flow"? Check out the video if you haven't already — it's pretty sexy.

• Speaking of sex, I could bump some serious nasties to the new Deftones track, "Minerva." Dark, dirty, sweaty nasties. Speaking of nasty, the new P.O.D. is nasty in a good way! But enough about Reprise Records — let's switch to something else. How about Switchfoot? Why isn't the entire panel playing this song? With very little airplay they have scanned over 60,000 in five weeks. Check the Soundscan in your market. And speaking of the market, I gotta go.

The 800-pound gorilla is still made up of three bands who have parked themselves at the top of the chart: **Linkin Park**, **Evanescence** and **Audioslave** at Nos. 1, 2 and 3. It's a strong spring for the music in this format, and I fearlessly predict that many of these songs will be with us well into summer ... **Trapt** slip into the No. 4 position with very strong upward spins ... The same can be said for **AFI** at No. 7 ... **The White Stripes**, too, will rise even higher than their current No. 8 slot based on their spin increase ... In other top 10 news, **Chevelle** are going right for the top. Don't be fooled by No. 9 — it's only temporary as J. Saturn turns up the heat and forces radio to really take this song seriously ... After two weeks **Staind** (with no "e," right, Pete, buddy, etc.?) move right into the No. 10 spot ... **Ataris** hang in there with a nice move to No. 15 ... Are you keeping an eye on the action with **Finch**? I've been telling you all along this is for real, and now they sit at No. 16, up from No. 20. All of you holdouts need to reconsider this now ... The other warriors fighting for top slots include **Sum 41**, **Cold**, **Saliva** and **Blur**, who move up yet again. "Crazy Beat" finally seems to be proving itself the more it spins ... Another Epic endeavor moves firmly into the 20s as **Revis** go 29-27, followed closely by **Taproot**, **3 Doors Down** and the new **Coldplay** track ... Lava has a live one with **Smile Empty Soul** debuting at No. 36 after two weeks in the Most Added category ... **Live**, **The Donnas** and **Cave In** jump onto the chart this week too ... Most Added: **P.O.D.**, **Marilyn Manson**, **Less Than Jake**, **Radiohead** and **Cave In** ... Most Should Be Added: **Transplants**, **Shinedown**, **Cold**, **Vendetta Red**, **12 Stones**, **Gob**, **Acroma**, **Caesars**, **CKY** and **The Exies**.

— Max Tolkoff, Alternative Editor

## Alternative ON THE RADIO

# COMING RIGHT UP

ARTIST: **Smile Empty Soul**

LABEL: **Lava**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



With a chorus that screams, "I do it for the drugs!" Lava Records' new rockers **Smile Empty Soul** are certainly gaining attention at the Alternative format with their lead single, "Bottom of a Bottle." The Santa Clarita, CA trio are well on their way to making an impact on the charts, thanks to healthy support from the likes of WMFS/Memphis; KQXR/Boise, ID; KFMA/Tucson; KRZQ/Reno, NV; KNDD/Seattle; and WEDG/ Buffalo, among others.

Despite the aforementioned chorus and song title, don't mistake this track for some drug-addled ode to the band's favorite bong. "When most of my friends graduated from high school, they didn't do anything," explains singer and guitarist Sean Danielsen. "They didn't go to college. Some of them got lousy jobs and are just barely surviving. And those same kids, all they do is get fucked up. That's all they wait for; they live for that. But there can be another side to it. Instead of drugs, it could be something else that you live for as a person — your own personal high. I didn't intend 'Bottom of a Bottle' to be a party song. Basically, everyone has something that makes them feel alive, and that's what the song is about."

For the trio — Danielsen, bassist Ryan Martin and drummer Derek Gledhill — music was what made them feel alive, and from a very young age. Each band-member was honing his respective chops well before high school, when the three musicians came together to form Smile Empty Soul. The group played the two small clubs in Santa Clarita before making the trek down to Hollywood to play the Sunset Strip.

Eventually, their demo found its way to ThroBack Records A&R man Todd Parker, who signed the group before signing a deal with Lava. Last week the group came full circle, in a way, as they were back on the Sunset Strip, playing to a packed Viper Room. This time, however, they had the backing of a hot label and more than a few programmers and label execs in the audience. Those in attendance got to see firsthand Smile Empty Soul's live energy. Danielsen's watery guitar accents flowed into crunching distortion, while Martin and Gledhill's tight and punchy rhythm section hit as hard as a prizefighter. They wrapped up the set with a powerful version of "Bottom of a Bottle." Smile Empty Soul have plenty to smile about when it comes to their future.

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**America's Best Testing Alternative Songs 12+  
 For The Week Ending 4/18/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
TRAPT Headstrong (Warner Bros.)	4.25	4.17	85%	18%	4.17	84%	19%
EVANESCENCE Bring Me To Life (Wind-up)	4.21	4.07	90%	20%	4.24	89%	19%
LINKIN PARK Somewhere I Belong (Warner Bros.)	4.13	4.08	95%	18%	4.08	96%	20%
FINCH What It Is To Burn (Drive Thru)	4.13	4.02	71%	7%	4.09	70%	8%
ATARIS In This Diary (Columbia)	4.11	4.05	67%	8%	4.01	66%	8%
ALL-AMERICAN REJECTS Swing Swing (DreamWorks)	4.10	4.14	89%	19%	3.92	90%	22%
AFI Girl's Not Grey (DreamWorks)	4.06	4.00	74%	8%	3.94	74%	10%
CHEVELLE The Red (Epic)	4.05	4.01	94%	39%	4.04	95%	38%
CHEVELLE Send The Pain Below (Epic)	4.03	4.06	79%	12%	3.97	81%	14%
DISTURBED Remember (Reprise)	3.98	3.97	82%	18%	3.98	83%	19%
USED Buried Myself Alive (Reprise)	3.98	3.91	72%	10%	3.84	71%	13%
SUM 41 The Hell Song (Def Jam/IDJMG)	3.97	3.86	78%	12%	3.88	76%	12%
GOOD CHARLOTTE The Anthem (Epic)	3.93	3.87	94%	33%	3.88	94%	31%
SEETHER Fine Again (Wind-up)	3.89	3.95	88%	36%	3.83	91%	36%
SALIVA Always (Island/IDJMG)	3.85	3.77	91%	41%	3.73	91%	43%
FOO FIGHTERS Times Like These (Roswell/RCA)	3.84	3.87	86%	20%	3.86	88%	21%
FOO FIGHTERS All My Life (Roswell/RCA)	3.83	3.87	96%	42%	3.84	96%	45%
3 DOORS DOWN When I'm Gone (Republic/Universal)	3.82	3.74	98%	43%	3.74	98%	46%
AUDIOSLAVE Like A Stone (Epic/Interscope)	3.81	3.93	88%	28%	3.83	90%	28%
QUEENS OF THE STONE AGE No One Knows (Interscope)	3.79	3.76	94%	44%	3.78	95%	46%
SALIVA Rest In Pieces (Def Jam/IDJMG)	3.78	3.74	61%	10%	3.64	65%	13%
SEETHER Driven Under (Wind-up)	3.70	3.80	54%	8%	3.65	59%	9%
COLD Stupid Girl (Geffen)	3.68	3.81	58%	9%	3.54	57%	10%
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	3.67	3.70	95%	38%	3.68	96%	39%
QUEENS OF THE STONE AGE Go With the Flow (Interscope)	3.62		55%	10%	3.56	57%	10%
REVIS Caught In The Rain (Epic)	3.61		34%	4%	3.59	39%	5%
GODSMACK Straight Out Of Line (Universal)	3.56	3.62	78%	20%	3.55	81%	21%
COLDPLAY Clocks (Capitol)	3.48	3.48	89%	38%	3.55	88%	37%
WHITE STRIPES Seven Nation Army (Third Man/V2)	3.41	3.52	63%	17%	3.33	64%	17%
BLUR Crazy Beat (Virgin)	3.20	3.47	39%	8%	3.06	45%	13%

Total sample size is 540 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Persons 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

**R&R TOP 20 SPECIALTY ARTISTS**

1. IDLEWILD (Capitol) "A Modern Way Of Letting Go"
2. SUPERSUCKERS (Mid-Fi) "Rock-N-Roll Records (Ain't Selling This Year)"
3. ACROMA (Universal) "Sun Rises Down"
4. CAVE IN (RCA) "Anchor"
5. LESS THAN JAKE (Sire) "She's Gonna Break Soon"
6. WHITE STRIPES (V2) "Seven Nation Army"
7. LIBERTINES (Rough Trade) "I Get Along"
8. TRAIL OF DEAD (Interscope) "All St. Day"
9. BOY SETS FIRE (Wind-up) "Last Year's Nest"
10. PLACEBO (Hut/Astralwerks) "English Summer Rain"
11. CURSIVE (Saddle Creek) "Art Is Hard"
12. RISE AGAINST (Fat Wreck Chords) "Like The Angel"
13. BIRDCIRCUIT (Anabel) "Dry Your Eyes"
14. SAHARA HOTNIGHTS (Jetset) "Teenage Kicks"
15. GOB (Arista) "Give Up The Grudge"
16. YO LA TENGO (Matador) "Little Eyes"
17. COLDPLAY (Capitol) "The Scientist"
18. NOFX (Fat Wreck Chords) "Medio-Core"
19. LAGWAGON (Fat Wreck Chords) "E Dagger"
20. 3 DAYS GRACE (Jive) "(I Hate) Everything About You"

Ranked by total number of shows reporting artist.

**Record Of The Week**

ARTIST: Cursive  
 TITLE: *The Ugly Organ*  
 LABEL: Saddle Creek



From roller coasters to movie plots, it's the unexpected twists and turns that make for the best ride. That being the case, Omaha, NE natives Cursive turn in one of this year's wildest musical trips with their fifth full-length, *The Ugly Organ*. Songs stroll within traditional structures for a second before unHINGING into a contorted blend of eclectic orchestration. Everything from sleigh bells to cello makes it into Cursive's strange and beautiful universe. The winding notes and melancholic lyrics of "The Recluse" play like vintage Cure, while "Butcher the Song" lumbers with a menacing stomp. "Some Red Handed Slight of Hand" bounces off the wall a la Mr. Bungle at times, and "A Gentlemen Caller" somehow manages to maintain its dignity while ambling along with distorted bass, off-kilter rhythms, a warped horn section and boisterous vocals. *The Ugly Organ* is a captivating racket that marches to the beat of its own drunken drummer.

— Frank Correia, Rock Specialty Editor

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**Reporters**

*Stations and their adds listed alphabetically by market*

<p><b>WHRL/Albany, NY *</b> OM/PD/AM/D: Lisa Biello 5 MARILYN MANSON "Mobsene" 2 P.O.D. "Awake" 3 DOORS DOWN "Road"</p>	<p><b>WFNX/Boston, MA *</b> PD: Cruze APD/MD: Kevin Mays 2 P.O.D. "Awake" 1 RADIOHEAD "There" MARILYN MANSON "Mobsene"</p>	<p><b>KDGE/Dallas-Ft. Worth, TX *</b> PD: Duane Doherty APD/MD: Alan Ayo 2 TRAIN "Angels" SALIVA "Rest"</p>	<p><b>WMRQ/Hartford, CT *</b> PD: Todd Thomas MD: Chaz Kelly 10 P.O.D. "Awake" 1 ZWAN "Lyric" FEEDER "Around" MARILYN MANSON "Mobsene" SHINEDOWN "Inside"</p>	<p><b>KXTE/Las Vegas, NV *</b> PD: Dave Wellington APD/MD: Chris Ripley 16 MARILYN MANSON "Mobsene" 6 FINGER ELEVEN "Times" 6 VENDETTA RED "Shatterday"</p>	<p><b>WRRV/Newburgh, NY</b> PD/MD: Andrew Boris P.O.D. "Awake" QUEENS OF... "Flow"</p>	<p><b>WCYY/Portland, ME</b> PD: Herb Ivy MD: Brian James MARILYN MANSON "Mobsene" P.O.D. "Awake" RADIOHEAD "There"</p>	<p><b>KPNT/St. Louis, MO *</b> PD: Tommy Mattern MD: Jeff Frisse APD: Jeff "Woody" Fife 13 MARILYN MANSON "Mobsene" 5 P.O.D. "Awake" LESS THAN JAKE "Break"</p>	<p><b>WXSJ/Tallahassee, FL</b> PD: Steve King MD: Meathead 7 USED "Myself" 1 ATARIS "Diary" 1 MARILYN MANSON "Mobsene" 1 P.O.D. "Awake"</p>	
<p><b>KTEG/Albuquerque, NM *</b> PD: Ellen Flaherty MD: Marc Young 11 MARILYN MANSON "Mobsene" 8 P.O.D. "Awake" SEETHER "Under" TAKING BACK SUNDAY "Cute"</p>	<p><b>WEDG/Buffalo, NY *</b> PD: Lenny Diana MD: Ryan Patrick 2 MARILYN MANSON "Mobsene"</p>	<p><b>WXEG/Dayton, OH *</b> PD: Steve Kramer MD: Boomer 2 MARILYN MANSON "Mobsene" P.O.D. "Awake"</p>	<p><b>KUCD/Honolulu, HI *</b> PD: Jamie Hyatt MD: Ryan Sean 17 STAINO "Price" 12 STONES "Crash" CAVE IN "Anchor"</p>	<p><b>KLEC/Little Rock, AR *</b> PD: Marty Oehlhof MD: Adroq LESS THAN JAKE "Break" P.O.D. "Awake" SHINEDOWN "Inside"</p>	<p><b>KKND/New Orleans, LA *</b> OM/PD: Rob Summers APD/MD: Sig 5 P.O.D. "Awake" 1 COLD "Girl" CAVE IN "Anchor"</p>	<p><b>KNRK/Portland, OR *</b> PD: Mark Hamilton APD/MD: Jayn 14 MARILYN MANSON "Mobsene" 11 POWERMAN 5000 "Free" 7 P.O.D. "Awake"</p>	<p><b>KXRX/Salt Lake City, UT *</b> APD/MD: Arlie Fufin AMD: Corey O'Brien 6 ACROMA "Down" 1 P.O.D. "Awake"</p>	<p><b>WSUN/Tampa, FL *</b> OM: Chuck Beck PD: Shark APD: Pat Largo No Adds</p>	
<p><b>KTZO/Albuquerque, NM *</b> PD: Scott Souhrada MD: Don Kelley 4 P.O.D. "Awake" 1 CAVE IN "Anchor"</p>	<p><b>WAVF/Charleston, SC *</b> PD: Greg Patrick APD/MD: Danny Villalobos 2 MARILYN MANSON "Mobsene" SHINEDOWN "Inside"</p>	<p><b>KTCL/Denver-Boulder, CO *</b> PD: Greg Patrick MD: Sabrina Saunders 8 WHITE STRIPES "Seven"</p>	<p><b>KTEZ/Houston-Galveston, TX *</b> PD: Vince Richards APD: Eric Schmidt 4 P.O.D. "Awake" 2 RADIOHEAD "There"</p>	<p><b>KROQ/Los Angeles, CA *</b> VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden 14 P.O.D. "Awake" 3 RADIOHEAD "There"</p>	<p><b>WXRK/New York, NY *</b> PD: Steve Kingston MD: Mike Peer 6 P.O.D. "Awake" 3 TAPROOT "Mine" 1 RADIOHEAD "There"</p>	<p><b>WBRU/Providence, RI *</b> PD: Tim Schiavelli MD: Alicia Mullin 5 P.O.D. "Awake" 1 MARILYN MANSON "Mobsene" RADIOHEAD "There"</p>	<p><b>XTRA/San Diego, CA *</b> PD: Bryan Schock MD: Chris Muckley 1 PETE YORN "Back"</p>	<p><b>KFMA/Tucson, AZ *</b> PD: Libby Carstensen MD: Matt Spry 8 P.O.D. "Awake" REVIS "Rain"</p>	
<p><b>WNNX/Atlanta, GA *</b> PD: Leslie Fram APD: Chris Williams MD: Jay Harren 2 RADIOHEAD "There" 1 P.O.D. "Awake" REVIS "Rain" TAPROOT "Mine" ROOTS "Seed"</p>	<p><b>WEND/Charlotte, NC *</b> PD: Jack Daniel APD/MD: Kristen Honeycutt 1 P.O.D. "Awake" 1 QUEENS OF... "Flow" 1 SALIVA "Rest" COLDPLAY "Scientist" ZWAN "Lyric"</p>	<p><b>CIMX/Detroit, MI *</b> PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin ATARIS "Diary" RADIOHEAD "There" SAM ROBERTS "Brother"</p>	<p><b>WRXZ/Indianapolis, IN *</b> PD: Scott Jameson MD: Michael Young 3 MARILYN MANSON "Mobsene" 1 EVERCLEAR "Blackjack" P.O.D. "Awake"</p>	<p><b>WLRS/Louisville, KY *</b> Dir/Prog.: J.D. Kunes PD: Lance MD: Annrae Fitzgerald CAVE IN "Anchor" P.O.D. "Awake" SMILE EMPTY SOUL "Bottle"</p>	<p><b>WROX/Norfolk, VA *</b> PD: Michele Diamond MD: Mike Powers 3 ALKALINE TRIO "Enough" 2 LESS THAN JAKE "Break" 2 P.O.D. "Awake" 1 MARILYN MANSON "Mobsene" SHINEDOWN "Inside"</p>	<p><b>KRZQ/Reno, NV *</b> OM: Rob Blaze Brooks APD: Jeremy Smith MD: Matt Diabio 1 P.O.D. "Awake" 1 LESS THAN JAKE "Break"</p>	<p><b>KITS/San Francisco, CA *</b> PD: Sean Demery MD: Aaron Axelsen 4 LINKIN PARK "Faint" 2 CAESARS "Jerk" 1 COLDPLAY "Scientist" STAINO "Price"</p>	<p><b>KMYZ/Tulsa, OK *</b> PD: Lynn Barstow MD: Corbin Pierce 12 ALL-AMERICAN REJECTS "Song" 2 MARILYN MANSON "Mobsene"</p>	
<p><b>WJSE/Atlantic City, NJ *</b> OM: Lou Romanini PD: Al Parinello MD: Jason Ulanet MARILYN MANSON "Mobsene" P.O.D. "Awake" SAM ROBERTS "Brother" SWITCHFOOT "Live" VENDETTA RED "Shatterday"</p>	<p><b>WKQX/Chicago, IL *</b> PD: Tim Richards APD/MD: Mary Shurminas AMD: Nicole Chuminatto 3 P.O.D. "Awake" 1 LESS THAN JAKE "Break" LIVE "Heaven" RADIOHEAD "There"</p>	<p><b>KNOE/ Eugene-Springfield, OR</b> PD: Chris Crowley APD/MD: Stu Allen 8 P.O.D. "Awake" SALIVA "Rest" SHINEDOWN "Inside"</p>	<p><b>WPLA/Jacksonville, FL *</b> No Adds</p>	<p><b>WMFS/Memphis, TN *</b> PD: Rob Crossman MD: Mike Killabrew 4 WHITE STRIPES "Seven" 1 MARILYN MANSON "Mobsene" 1 P.O.D. "Awake"</p>	<p><b>KQRX/Odessa-Midland, TX</b> PD: Michael Todd Mobley 7 ALKALINE TRIO "Enough" 7 ELECTRIC SIX "Danger" 7 LESS THAN JAKE "Break" 7 MARILYN MANSON "Mobsene" ALKALINE TRIO "Chainsaw"</p>	<p><b>WDYL/Richmond, VA *</b> PD: Mike Murphy MD: Keith Oakin 3 P.O.D. "Awake" 1 MARILYN MANSON "Mobsene" LESS THAN JAKE "Break" VENDETTA RED "Shatterday"</p>	<p><b>KNDD/Seattle-Tacoma, WA *</b> PD: Phil Manning APD: Jim Keller 10 P.O.D. "Awake"</p>	<p><b>WHFS/Washington, DC *</b> PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise No Adds</p>	
<p><b>KROX/Austin, TX *</b> PD: Melody Lee MD: Toby Ryan 8 THIRD EYE BLIND "Blinded" 12 STONES "Crash" MARILYN MANSON "Mobsene" SOUTH FM "Claudia"</p>	<p><b>WZZM/Chicago, IL *</b> PD: Bill Gamble APD: Steve Levy MD: James Van Ostol 7 LINKIN PARK "Faint" RADIOHEAD "There"</p>	<p><b>WJBX/Ft. Myers, FL *</b> PD: John Rozz APD: Fitz Madrid MD: Jeff Zho 7 P.O.D. "Awake" 1 MARILYN MANSON "Mobsene"</p>	<p><b>WRZK/Johnson City, TN *</b> VP/Prog. Ops.: Mark E. McKinn LIVE "Heaven" P.O.D. "Awake" UNSTABLE "Idiot"</p>	<p><b>WZTA/Miami, FL *</b> PD: Troy Hanson APD/MD: Ryan Castle 4 MARILYN MANSON "Mobsene" 1 COLD "Girl" CAVE IN "Anchor" COLDPLAY "Scientist" P.O.D. "Awake" SMILE EMPTY SOUL "Bottle" SPONGE "Treat"</p>	<p><b>WJRR/Orlando, FL *</b> PD: Pat Lynch MD: Dickerman COLDPLAY "Scientist" MARILYN MANSON "Mobsene" P.O.D. "Awake"</p>	<p><b>KCXX/Riverside, CA *</b> OM/PD: Kelli Cluque APD/MD: Daryl James 8 MARILYN MANSON "Mobsene" 5 CKY "Attached" 1 P.O.D. "Awake" CAVE IN "Anchor"</p>	<p><b>WZZL/Roanoke-Lynchburg, VA *</b> GM/PD: Bob Travis MD: Greg Travis 9 MARILYN MANSON "Mobsene" EXIES "Kickout" LESS THAN JAKE "Break" P.O.D. "Awake" UNSTABLE "Wretch" VENDETTA RED "Shatterday"</p>	<p><b>WPBZ/West Palm Beach, FL *</b> OM/PD: John O'Connell MD: Eric Kristensen 1 MARILYN MANSON "Mobsene" ACROMA "Down" ONNAS "Invited" P.O.D. "Awake"</p>	
<p><b>KNXX/Baton Rouge, LA *</b> PD/MD: Randy Chase APD: Bill Jackson No Adds</p>	<p><b>WAQZ/Cincinnati, OH *</b> PD: John Michael APD/MD: Shaggy 9 USED "Yellow" LESS THAN JAKE "Break" P.O.D. "Awake"</p>	<p><b>KFRF/Fresno, CA *</b> PD: Chris Squires MD: Reverend 2 P.O.D. "Awake" 3 DOORS DOWN "Road" LESS THAN JAKE "Break" MARILYN MANSON "Mobsene"</p>	<p><b>WRFZ/Knoxville, TN *</b> PD: Dan Bozyk APD/MD: Anthony Proffitt AMD: Opie Hines 7 MARILYN MANSON "Mobsene"</p>	<p><b>WLUW/Milwaukee, WI *</b> PD: Tommy Wilde MD: Kenny Neumann 4 P.O.D. "Awake" 2 LESS THAN JAKE "Break" 1 TRAIN "Angels" 12 STONES "Crash"</p>	<p><b>WOCL/Orlando, FL *</b> PD: Alan Amith APD/MD: Bobby Smith 14 MARILYN MANSON "Mobsene" 10 P.O.D. "Awake" REVIS "Rain"</p>	<p><b>WZZL/Roanoke-Lynchburg, VA *</b> GM/PD: Bob Travis MD: Greg Travis 9 MARILYN MANSON "Mobsene" EXIES "Kickout" LESS THAN JAKE "Break" P.O.D. "Awake" UNSTABLE "Wretch" VENDETTA RED "Shatterday"</p>	<p><b>WKRL/Syracuse, NY *</b> OM/PD: Mimi Griswold APD/MD: Abbie Weber 3 P.O.D. "Awake" LESS THAN JAKE "Break" LIVE "Heaven"</p>	<p><b>WSFM/Wilmington, NC</b> PD: Knothead 15 P.O.D. "Awake" 9 FINGER ELEVEN "Times" 8 MARILYN MANSON "Mobsene" 6 LESS THAN JAKE "Break" 4 ZWAN "Lyric"</p>	
<p><b>KQXR/Boise, ID *</b> PD: Jacent Jackson APD/MD: Kallao 1 LINKIN PARK "Faint" 1 MARILYN MANSON "Mobsene" P.O.D. "Awake"</p>	<p><b>WARQ/Columbia, SC *</b> OM/PD: Gina Juliano MD: Dave Farra 8 SWITCHFOOT "Live" COLDPLAY "Scientist" LESS THAN JAKE "Break" MARILYN MANSON "Mobsene" P.O.D. "Awake" ZUG ISLAND "Cry"</p>	<p><b>WGRD/Grand Rapids, MI *</b> PD: Bobby Duncan MD: Michael Grey 5 P.O.D. "Awake" 4 MARILYN MANSON "Mobsene"</p>	<p><b>KFTE/Lafayette, LA *</b> PD: Scott Perrin MD: Chris Olivier 1 P.O.D. "Awake" 1 COLD "Girl"</p>	<p><b>WHTG/Monmouth-Ocean, NJ *</b> PD: Darrin Smith MD: Brian Zanyor 10 TRAIN "Angels" 1 CAVE IN "Anchor"</p>	<p><b>KEDJ/Phoenix, AZ *</b> PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash 2 LESS THAN JAKE "Break" P.O.D. "Awake"</p>	<p><b>WZNE/Rochester, NY *</b> OM/PD: Mike Danger MD: Violet 6 MARILYN MANSON "Mobsene" LESS THAN JAKE "Break" P.O.D. "Awake"</p>	<p><b>WZXX/Pittsburgh, PA *</b> PD: John Moschitta MD: Vinnie No Adds</p>	<p><b>WVWC/Columbus, OH *</b> PD: Andy Davis MD: Jack DeVoss LESS THAN JAKE "Break" SAM ROBERTS "Brother"</p>	<p><b>WEEO/Hagerstown, MD</b> APD: Dave Roberts 5 LIVE "Heaven" 1 COLDPLAY "Scientist" 1 MARILYN MANSON "Mobsene" 1 STAINO "Price"</p>
<p><b>WBCN/Boston, MA *</b> OM: Tony Berardini VP/Programming: Oedipus APD/MD: Steven Strick 7 SALIVA "Rest" 3 HOT HOT HEAT "Bandages" 1 LESS THAN JAKE "Break" MARILYN MANSON "Mobsene" RADIOHEAD "There"</p>	<p><b>WXNR/Greenville, NC *</b> PD: Jeff Sanders APD: Turner Watson P.O.D. "Awake" QUEENS OF... "Flow"</p>	<p><b>WDXJ/Lansing, MI *</b> PD: John Boyle MD: Kelly Bradley 3 P.O.D. "Awake" BREAKING BENJAMIN "Skin" COLD "Girl" HOT HOT HEAT "Bandages"</p>	<p><b>KMBY/Monterey-Salinas, CA *</b> PD: Kenny Allen APD/MD: Opie Taylor LESS THAN JAKE "Break" P.O.D. "Awake"</p>	<p><b>WBUZ/Nashville, TN *</b> OM: Jim Patrick PD/MD: Russ Schenck No Adds</p>	<p><b>KZON/Phoenix, AZ *</b> OM/PD: Tim Maramville APD/MD: Kevin Mannion No Adds</p>	<p><b>KWOD/Sacramento, CA *</b> PD: Ron Bunce APD: Boomer 7 P.O.D. "Awake" 1 MARILYN MANSON "Mobsene" 1 SPECIAL GOODNESS "Life" VENDETTA RED "Shatterday" LESS THAN JAKE "Break"</p>	<p><b>* Monitored Reporters</b></p>	<p><b>87 Total Reporters</b></p>	

**New & Active**

- TAKING BACK SUNDAY** Cute Without The E (Cut...) (Victory)  
Total Plays: 238, Total Stations: 17, Adds: 1
- SHINEDOWN** Fly From The Inside (Atlantic)  
Total Plays: 217, Total Stations: 21, Adds: 4
- EMINEM** Sing For The Moment (Shady/Aftermath/Interscope)  
Total Plays: 217, Total Stations: 9, Adds: 1
- SOUTH FM** Dear Claudia (MCA)  
Total Plays: 211, Total Stations: 14, Adds: 1
- DATSUNS** In Love (V2)  
Total Plays: 203, Total Stations: 15, Adds: 0

- MARILYN MANSON** Mobsene (Nothing/Interscope)  
Total Plays: 185, Total Stations: 36, Adds: 36
- P.O.D.** Sleeping Awake (Maverick/Reprise)  
Total Plays: 184, Total Stations: 55, Adds: 55
- GOB** Give Up The Grudge (Arista)  
Total Plays: 180, Total Stations: 19, Adds: 2
- ROOTS** Seed 2.0 (MCA)  
Total Plays: 173, Total Stations: 11, Adds: 1
- STREETS** Let's Push Things Forward (Atlantic)  
Total Plays: 163, Total Stations: 12, Adds: 0

Songs ranked by total plays

**Please Send Your Photos**

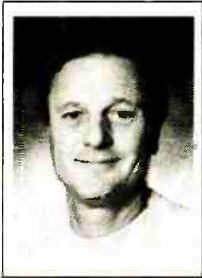
R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:  
**R&R, c/o Mike Davis: 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, CA 90067**  
Email: mdavis@radioandrecords.com

**Indicator**

**Most Added\***

- P.O.D.** Sleeping Awake (Maverick/Reprise)
- MARILYN MANSON** Mobsene (Nothing/Interscope)
- LESS THAN JAKE** She's Gonna Break Soon (Sire/WB)
- ATARIS** In This Diary (Columbia)
- QUEENS OF THE STONE AGE** Go With The Flow (Interscope)
- STAINO** Price To Play (Flip/Elektra/EEG)
- USED** Buried Myself Alive (Reprise)
- LIVE** Heaven (Radioactive/MCA)
- SALIVA** Rest In Pieces (Island/IDJMG)
- COLDPLAY** The Scientist (Capitol)
- SHINEDOWN** Fly From The Inside (Atlantic)
- ZWAN** Lyric (Reprise)
- CKY** Attached At The Hip (Island/IDJMG)
- ALKALINE TRIO** Mr. Chainsaw (Vagrant/TVT)
- ALKALINE TRIO** We've Had Enough (Vagrant/TVT)
- DEFTONES** Minerva (Maverick)
- ELECTRIC SIX** Danger High Voltage (XL/Beggars Banquet)
- FINGER ELEVEN** Good Times (Wind-up)
- LAGWAGON** E Dagger (Fat Wreck Chords)
- RADIOHEAD** There There (Capitol)





**JOHN SCHOENBERGER**  
jschoenberger@radioandrecords.com

# The Softer Side Of Triple A

## Spotlight on the weekly syndicated show *Acoustic Café*

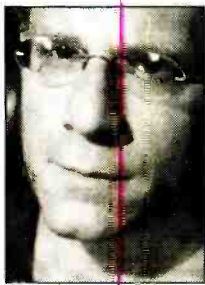
**D**uring my conversation with *Acoustic Café* originator-host Rob Reinhart, it became clear rather quickly that he loves what he does for a living. He thrives on the opportunity to discover and expose exciting new singer-songwriters, as well as supporting the many artists he's gotten to know over the years. He is also thrilled with the fact that he's been doing the show for almost 10 years and has over 70 affiliates.

Reinhart has been in Michigan for all of his radio career. He first worked in college radio at the University of Michigan in Ann Arbor and then went on to a Hot AC-type commercial station in Jackson, MI.

Reinhart later returned to Ann Arbor to work at WIBQ, which was a Rock station at the time, and he was morning drive host at the station for 12 years, as well as production director. In 1994 he quit that job to start *Acoustic Café*.

"The initial idea for the show was really to focus on the people involved in the great folk scene of the '90s — Shawn Colvin, Ani DiFranco, John Gorka, David Wilcox and those kind of artists," Reinhart says.

"I met the folks at Fleming Tamulevich & Associates — a talent agency based in Ann Arbor — who were booking DiFranco and several other singer-songwriters, as well as managing many of them. They're still pretty heavily involved in that



**Rob Reinhart**

community to this day."

During discussions with the people at Fleming Tamulevich, Reinhart proposed the idea of a nationally syndicated radio show about songwriters. The agency was instrumental in helping him get many of the acts he had on the show in the early days, until the program gained momentum of its own.

Reinhart had two partners at the time. They had already established an independent production company, so the new endeavor had studios and the right equipment in place. Syndication and marketing started out as grass roots efforts and remain that way today: The entire show is cleared, sold, booked, produced, edited, duplicated and mailed in-house.

As my conversation with Reinhart began, he was quick to point out that he and his partners take a certain amount of pride in the fact that they are a fully independent operation in a world that is thoroughly consolidat-

ed these days. They run it as a small business, and they make a real profit.

**R&R:** Has the basic premise of the two-hour show changed much since you first started?

**RR:** *Acoustic Café* is a singer-songwriter program at heart, but it doesn't really have any particular genre attached to it. We're still covering a lot of people who came up through that new-folk thing in the '90s, as well as older heritage artists, but we are always looking for new talent who are just emerging.

We run two versions each week, one for commercial radio and one for noncomm. For the commercial version, we sell the national spots and give the local station five minutes per hour. For the noncomms, we convert it to underwriting and fill the local avails with music bridges. The show is a mix of music, and every week we have at least one live guest in the studio. Right now we are working on show No. 430.

There's a lot of beautiful music being made out there and a lot of really nice songs, but I am always looking for something that's lyrically or musically edgy. That's how we sort of got involved in the alt country thing, which led to the other show we do.

**R&R:** Right, you also produce the weekly *No Depression* Alt-Country Radio Show.

**RR:** Yes, it is basically the same format as *Acoustic Café*, and, of course, it takes all the same energy and time to do it. But since it targets mainstream Country radio, it has a very different delivery.

Fortunately, I am able to use quite a few of the artists we tape on both shows. The big difference is that this show is done as a team effort with the folks at *No Depression* magazine, and they have input and even final say in how it comes out. Plus, outside people sell and clear the show. We're coming up on one year for that one.

**R&R:** Tell us a little about the production elements and the musical choices for *Acoustic Café*.

**RR:** We have an instrumental theme called "Million Dollar Intro" that is performed by Ani DiFranco. She was an artist we got behind early on, and she has certainly gone out of her way over the years to support us. Production-wise, that's basically it. We take a very warm, personable and intimate approach to the show.

## Acoustic Café Sample Show

Below are the songs played on two-hour show No. 430, which aired the week of 4/7-4/13.

### Hour One

- ANI DIFRANCO** Million Dollar Intro
- TOM PETTY & THE HEARTBREAKERS** King's Highway
- TRACY CHAPMAN** In The Dark
- JOSH KELLEY** Faces
- KRISTIN HERSH** Snake Oil
- ERIC ANDERSON** Shape Of A Broken Heart (live)
- ROSANNE CASH** Western Wall
- Interview with and music by **ELLIS PAUL**
- STEVEN DUOPOLOUS** Me Died Blue
- CAT STEVENS** Changes IV
- 10,000 MANIACS** Peace Train
- BE GOOD TANYAS** It's Not Happening

### Hour Two

- SCAT SPRINGS** Ballad Of Eddie Klepp
- CHUCK BRODSKY** Dock Ellis No No
- SAM BUSH** The Wizard Of Oz
- JOHN MCCUTCHEON** World Series '57
- BOB DYLAN** Cattish
- ROBYN HITCHCOCK** It's All Over Now Baby Blue
- RAY WYLIE HUBBARD** Preacher
- GRAND DRIVE** Firefly
- BEN HARPER** Everything
- Interview with and music by **ELLIS PAUL**

Part of the magic is spotlighting artists an affiliate's audience might not otherwise hear, but we also try to make an effort to align the show with what our affiliates sound like. In that light, we will program many artists they may already be playing, but we will often choose an alternative track to air.

We're looking for something that stands out from the everyday mix. Our particular song choices may not necessarily be quieter songs, but it's more important that the songs we play show another side of the artist and the project. Sometimes we will build the show around the outside writers and guest players who may have been involved with a certain record to add some dimension.



But, having said that, I come from mainstream radio, and I am well aware that we need to make sure there is some familiarity in each 15-minute segment. If we deliver too adventurous a show to our clients, they will not want to continue to carry it.

**R&R:** What's the music mix like each week?

**RR:** The show is pretty much based on current releases, and a successful album for us will have a shelf life of about three months — although some can last much longer than that if they have depth. We will reach back to older albums to show lineage or maybe influences and, obviously, as a retrospective on an artist's work.

But, frankly, we play much less library stuff now than we used to. Much of it has faded into a classic rock category, in my opinion. Plus, there is much more to choose from these days, so we now put together exciting and diverse shows with mostly current music.

We also have a monthly feature we do now called "One to Watch," which is all about purely independent artists who are doing it all themselves. Additionally, every week we have a "Spotlight" feature, which can be anything from revisiting magical in-studio moments from the past that still work today to focusing on all the big summer festivals that include our kind of artists to addressing all the appropriate award shows.

**R&R:** What's the centerpiece of each show?

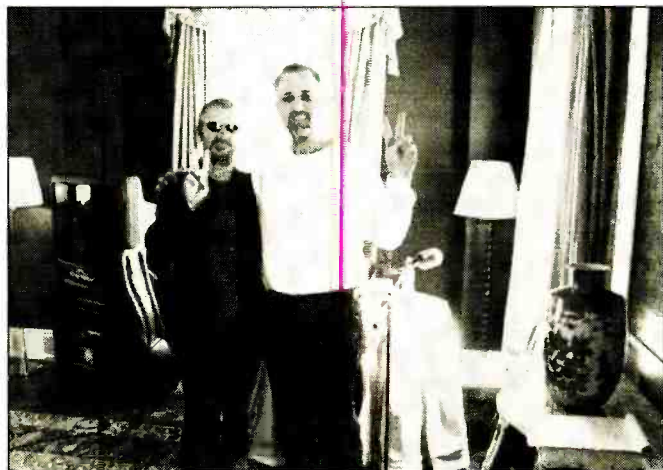
**RR:** The live in-studio segment is the hook of the show, for sure, and it's the selling point that makes it special for an affiliate to carry it. Generally, we have one guest artist per show, but we may have two if there's some sort of connection that can be established between the two.

We air the first part of the interview and a live performance about 25 minutes into the first hour of the show, and then we play the second part at the end of the second hour. Over the years we have had some amazing visits, but at this point it's getting a bit difficult for me.

Almost every week there's at least one person we have supported and whom we have a history with who's putting out a record. Lately we are being forced to make some hard decisions. Certain artists we may have been behind in the past may no longer apply to what we are doing today. There just isn't enough time and space to keep running updates on everyone we have played or have had in the studio in the past.

The good side to that dilemma is that today we are on everyone's radar, and I'd say we are pretty much in sync with the artists and releases in the time frame we should be. It's a real thrill to be in the "circuit" now — we worked hard to get there.

You can reach Rob Reinhart at 734-761-2043 or rob@acafe.com. For more information, log onto www.acafe.com.



**PEACE & LOVE** KGSR/Austin PD (and ultimate Beatles fan) Jody Denberg recently flew to New York to interview Ringo Starr for a forthcoming promotional interview disc called *The Ringo Rama Radio Hour*. Pictured during a break in the taping are (l-r) Starr and Denberg.



\* April 18, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
4	<b>1</b>	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	490	+36	32283	11	23/0
1	2	COLDPLAY Clocks (Capitol)	477	-54	32624	20	25/1
2	3	JOHN MAYER Why Georgia (Aware/Columbia)	460	-10	23914	11	24/1
3	4	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	422	-32	34930	14	21/0
7	<b>5</b>	FLEETWOOD MAC Peacekeeper (Reprise)	406	+34	29552	6	22/0
5	6	WALLFLOWERS How Good It Can Get (Interscope)	401	-21	20272	15	23/0
6	<b>7</b>	JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	382	+3	23666	7	25/0
10	<b>8</b>	BEN HARPER With My Own Two Hands (Virgin)	338	+25	20855	6	24/1
12	<b>9</b>	JAYHAWKS Save It For A Rainy Day (American/Lost Highway/IDJMG)	310	+15	17560	8	20/1
8	10	DAVID GRAY Be Mine (ATO/RCA)	309	-40	22208	12	22/1
11	<b>11</b>	LUCINDA WILLIAMS Righteously (Lost Highway)	307	+9	14689	7	18/0
9	12	DAVE MATTHEWS BAND Grey Street (RCA)	301	-34	15170	16	13/0
15	<b>13</b>	ZIGGY MARLEY True To Myself (Private Music/AAL)	279	+19	15432	3	20/1
13	14	RHETT MILLER Come Around (Elektra/EEG)	278	-11	18579	16	20/1
18	<b>15</b>	TRAIN Calling All Angels (Columbia)	270	+23	21919	2	19/11
16	<b>16</b>	PETE YORN Come Back Home (Columbia)	264	+7	18777	4	21/0
19	<b>17</b>	JOHNNY MARR Down On The Corner (iMusic)	255	+12	14373	7	18/1
20	18	TORI AMOS Taxi Ride (Epic)	221	-1	8774	7	16/1
23	<b>19</b>	ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	213	+12	13116	5	16/2
17	20	PAUL SIMON Father And Daughter (Nick/Jive)	207	-44	16765	17	16/0
21	21	KATHLEEN EDWARDS Six O'Clock News (Zoe/Rounder)	195	-11	11808	9	18/1
26	<b>22</b>	FEEL Got Your Name On It (Curb)	193	+17	5307	5	12/0
22	23	BECK Lost Cause (Geffen/Interscope)	190	-13	9382	20	17/0
27	<b>24</b>	MATCHBOX TWENTY Unwell (Melisma/Atlantic)	180	+9	14168	9	9/1
<b>Debut</b>	<b>25</b>	JOHN HIATT My Baby Blue (New West)	176	+34	12291	1	16/2
24	26	SOUNDTRACK OF OUR LIVES Sister Surround (Republic/Universal)	169	-22	8788	14	12/0
28	<b>27</b>	MAROON 5 Harder To Breathe (Octone/J)	166	0	5182	15	9/0
<b>Debut</b>	<b>28</b>	JOHN EDDIE Let Me Down Hard (Thrill Show/Lost Highway)	155	+18	6679	1	17/1
29	29	DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)	152	-2	5513	7	14/0
<b>Debut</b>	<b>30</b>	COLDPLAY The Scientist (Capitol)	150	+73	7870	1	13/1

25 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 4/6-4/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**THORNS** I Can't Remember (Aware/Columbia)  
Total Plays: 140, Total Stations: 18, Adds: 3

**THIRD EYE BLIND** Blinded (When I See You) (Elektra/EEG)  
Total Plays: 119, Total Stations: 6, Adds: 1

**WILL HDGE** Be The One (Atlantic)  
Total Plays: 116, Total Stations: 12, Adds: 0

**EDWIN MCCAIN** I Want It All (ATC/Red Ink)  
Total Plays: 114, Total Stations: 11, Adds: 0

**3 DOORS DOWN** When I'm Gone (Republic/Universal)  
Total Plays: 106, Total Stations: 4, Adds: 0

**RED HOT CHILI PEPPERS** Can't Stop (Warner Bros.)  
Total Plays: 97, Total Stations: 6, Adds: 0

**JOSH KELLEY** Amazing (Hollywood)  
Total Plays: 96, Total Stations: 9, Adds: 0

**BETH ORTON** Thinking About Tomorrow (Astralwerks/Heavenly/Capitol)  
Total Plays: 96, Total Stations: 8, Adds: 0

**LIVE** Heaven (Radioactive/MCA)  
Total Plays: 92, Total Stations: 7, Adds: 1

**FRANKY PEREZ** Something Crazy (Lava)  
Total Plays: 86, Total Stations: 8, Adds: 0

Songs ranked by total plays

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
TRAIN Calling All Angels (Columbia)	11
BLUE MAN GROUP F/DAVE MATTHEWS Sing Along (Lava)	6
WIDESPREAD PANIC Don't Wanna Lose You (Widespread/SRG)	5
THORNS I Can't Remember (Aware/Columbia)	3
RICHARD THOMPSON I'll Tag Along (Cooking Vinyl/SpinArt)	3
ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	2
JOHN HIATT My Baby Blue (New West)	2
DANIEL LANOIS Falling At Your Feet (Anti)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLDPLAY The Scientist (Capitol)	+73
LIVE Heaven (Radioactive/MCA)	+40
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	+36
ERIC CLAPTON Higher Ground (Motown/Universal)	+35
FLEETWOOD MAC Peacekeeper (Reprise)	+34
JOHN HIATT My Baby Blue (New West)	+34
THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)	+33
WIDESPREAD PANIC Don't Wanna Lose You (Widespread/SRG)	+28
RICHARD THOMPSON I'll Tag Along (Cooking Vinyl/SpinArt)	+27
BEN HARPER With My Own Two Hands (Virgin)	+25
TRAIN Calling All Angels (Columbia)	+23
BLUE MAN GROUP F/DAVE MATTHEWS Sing Along (Lava)	+23

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
NORAH JONES Come Away With Me (Blue Note/Virgin)	250
JACK JOHNSON Flake (Enjoy/Universal)	200
DAVE MATTHEWS BAND Grace Is Gone (RCA)	168
SUSAN TEDESCHI Alone (Tone-Cool/Artemis)	164
TORI AMOS A Sorta Fairytale (Epic)	162
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	147
DAVE MATTHEWS BAND Where Are You Going (RCA)	146
NORAH JONES Don't Know Why (Blue Note/Virgin)	135
TRACY CHAPMAN You're The One (Elektra/EEG)	126
MATCHBOX TWENTY Disease (Atlantic)	125
JACK JOHNSON Bubble Toes (Enjoy/Universal)	123
COLDPLAY In My Place (Capitol)	117
RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	115
JOHN MAYER No Such Thing (Aware/Columbia)	113
JIMMY EAT WORLD The Middle (DreamWorks)	99
U2 Beautiful Day (Interscope)	91
GOO GOO DOLLS Here Is Gone (Warner Bros.)	88
LUCE Good Day (Nettwerk)	85

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

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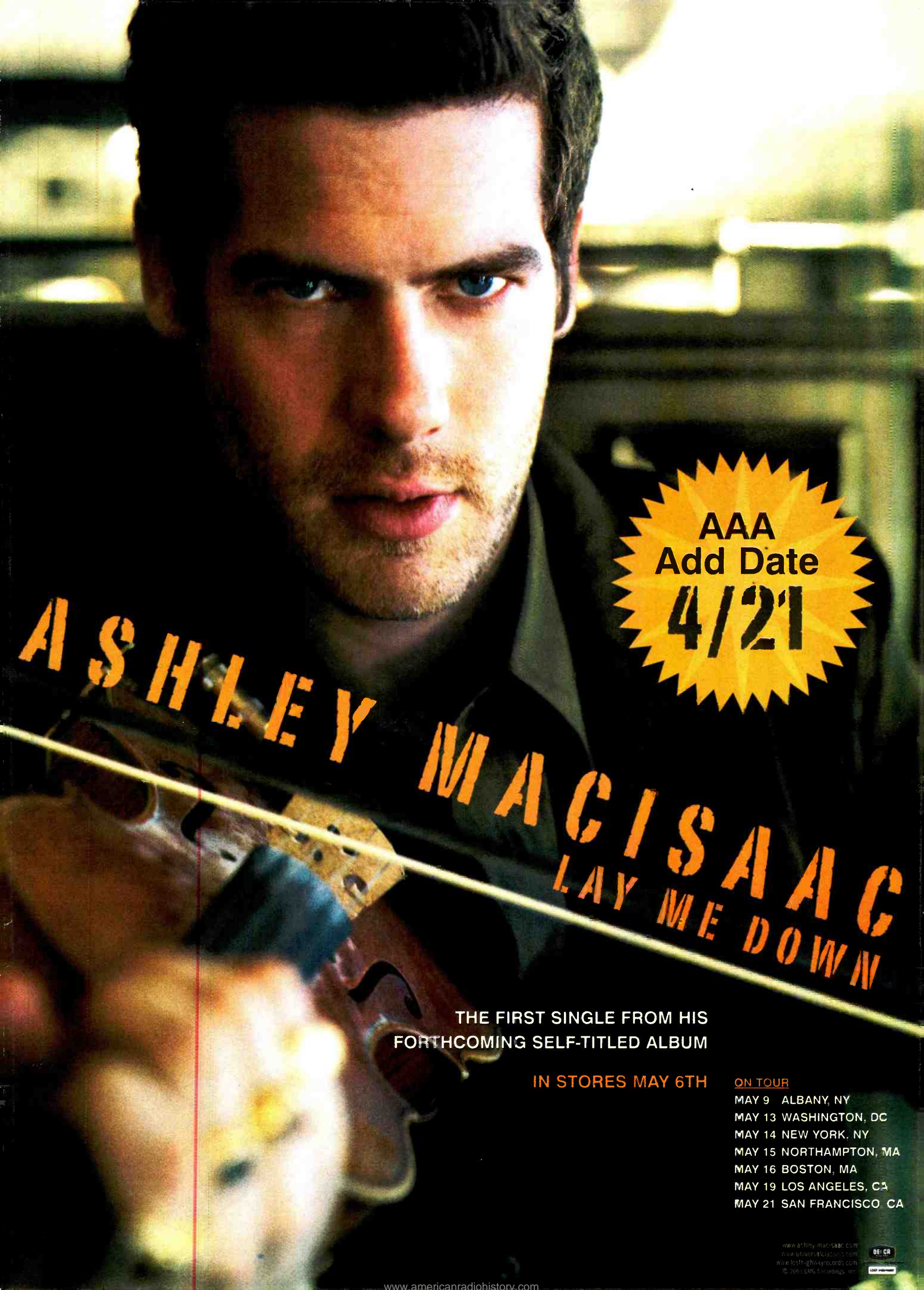
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April 18, 2003

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	LUCINDA WILLIAMS Righteously (Lost Highway)	334	+31	11307	7	20/0
3	2	BEN HARPER With My Own Two Hands (Virgin)	274	+9	8181	6	20/0
5	3	JACK JOHNSON The Horizon... (Moonshine Conspiracy/Universal)	266	+15	6679	5	19/0
2	4	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	256	-18	6647	11	17/0
7	5	JAYHAWKS Save It For A Rainy Day (American/Lost Highway/IDJMG)	254	+7	7824	8	19/0
4	6	JOHNNY MARR Down On The Corner (iMusic)	250	-4	6043	13	19/0
11	7	ZIGGY MARLEY True To Myself (Private Music/AAL)	247	+29	6649	4	19/0
6	8	DAVID GRAY Be Mine (ATO/RCA)	231	-17	5064	13	15/0
10	9	KATHLEEN EDWARDS Six O'Clock News (Zoe/Rounder)	219	-3	5617	13	18/0
12	10	FLEETWOOD MAC Peacekeeper (Reprise)	214	0	4724	5	15/0
8	11	DAR WILLIAMS I Saw A Bird Fly Away (Razor & Tie)	213	-27	6603	12	19/0
13	12	JOHN MAYER Why Georgia (Aware/Columbia)	209	+4	2965	11	11/0
9	13	WALLFLOWERS How Good It Can Get (Interscope)	203	-26	3103	15	14/0
22	14	JOHN HIATT My Baby Blue (New West)	197	+59	5648	2	19/0
14	15	JOE JACKSON Awkward Age (Rykodisc)	172	-27	6447	8	16/0
16	16	BETH ORTON Thinking About Tomorrow (Astralwerks/Heavenly/Capitol)	169	+5	5192	5	18/0
15	17	THORNS I Can't Remember (Aware/Columbia)	169	0	4682	5	16/0
20	18	PETE YORN Come Back Home (Columbia)	161	+21	4454	4	14/0
Debut	19	COLDPLAY The Scientist (Capitol)	155	+109	4057	1	17/1
17	20	TORI AMOS Taxi Ride (Epic)	154	0	2312	8	12/0
19	21	ALLMAN BROTHERS Firing Line (Sanctuary/SRG)	153	+6	4505	5	16/0
29	22	JOHN EDDIE Let Me Down Hard (Thrill Show/Lost Highway)	142	+39	3876	2	16/1
18	23	ROSANNE CASH Rules Of Travel (Capitol)	132	-19	6021	9	15/0
Debut	24	WIDESPREAD PANIC Don't Wanna Lose You (Widespread/SRG)	125	+46	3145	1	15/1
23	25	PATTY LARKIN Different World (Vanguard)	121	-12	4864	10	13/0
30	26	JOAN ARMATRADING Lover's Speak (Denon)	110	+9	3655	2	13/0
Debut	27	JOSEPH ARTHUR Honey & The Moon (Enjoy/Universal)	109	+16	3845	1	11/0
25	28	SONNY LANDRETH Hell At Home (Sugar Hill/Vanguard)	107	-12	3645	10	12/0
26	29	FEEL Got Your Name On It (Curb)	105	-8	1746	3	11/0
28	30	1 GIANT LEAP F.J.M. STIPE... The Way You Dream (Palm Pictures/Reprise)	96	-14	2259	8	14/0

20 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 4/6-Saturday 4/12.  
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## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
RICHARD THOMPSON I'll Tag Along (Cooking Vinyl/SpinArt)	9
TRAIN Calling All Angels (Columbia)	9
BLUE MAN GROUP F/DAVE MATTHEWS Sing Along (Lava)	6
SEAN WATKINS On Ice (Sugar Hill)	4
PHIL ROY Undeniably Human (Dr)	2
LIVE Heaven (Radioactive/MCA)	2
RUSSELL CROWE/30 ODD FOOT... Never Be Alone Again (Artemis)	2
AMY RIGBY Til The Wheels Fall Off (Signature Sound)	2
CAITLIN CARY Cello Girl (Yep Roc)	2
EVAN DANDO It Looks Like You (Bar/None)	2
ALISON KRAUSS Can't Find My Way Home (Rounder)	2
LAURA LOVE I Want You Gone (DMZ/Columbia)	2
WAIFS Lighthouse (Compass)	2
COLDPLAY The Scientist (Capitol)	1
JOHN EDDIE Let Me Down Hard (Thrill Show/Lost Highway)	1
WIDESPREAD PANIC Don't Wanna Lose You (Widespread/SRG)	1
DANIEL LANOIS Falling At Your Feet (Anti)	1
ETTA JAMES Somebody To Love (Private Music/AAL)	1
PALOALTO Breathe In (American/IDJMG)	1
MARTY LLOYD Justified (Razor & Tie)	1

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLDPLAY The Scientist (Capitol)	+109
JOHN HIATT My Baby Blue (New West)	+59
TRAIN Calling All Angels (Columbia)	+49
WIDESPREAD PANIC Don't Wanna Lose You (Widespread/SRG)	+46
JOHN EDDIE Let Me Down Hard (Thrill Show/Lost Highway)	+39
RICHARD THOMPSON I'll Tag Along (Cooking Vinyl/SpinArt)	+32
LUCINDA WILLIAMS Righteously (Lost Highway)	+31
ZIGGY MARLEY True To Myself (Private Music/AAL)	+29
PHIL ROY Undeniably Human (Dr)	+28
ETTA JAMES Somebody To Love (Private Music/AAL)	+28
BLUE MAN GROUP F/DAVE MATTHEWS Sing Along (Lava)	+25
DANIEL LANOIS Falling At Your Feet (Anti)	+23
PETE YORN Come Back Home (Columbia)	+21

## Reporters

WAPS/Akron, OH  
PD/MD: Bill Gruber  
1 BLUE MAN/MATTHEWS "Sing"  
1 EVAN DANDO "Looks"  
1 LIVE "Heaven"  
1 SEAN WATKINS "Ice"  
1 TRAIN "Angels"

KGSR/Austin, TX \*  
DM: Jeff Carroll  
PD: Judy Denberg  
APD: Jyl Hershman-Ross  
MD: Susan Castle  
4 JOHNNY MARR/REALIZERS "Corner"  
4 DERALERS "Horn"  
4 RICHARD THOMPSON "Tag"

WRRN/Baltimore, MD  
DM: Jon Peterson  
PD: Alex Cortright  
MD: Damian Einstein  
1 JOE JACKSON "Man"  
1 PSEUDOPOD "Over"  
1 RICHARD THOMPSON "Tag"

KRVB/Boise, ID \*  
DM/PD: Dan McColly  
JOHN HIATT "Blue"

WBOS/Boston, MA \*  
PD: Chris Herrmann  
APD/MD: Michele Williams  
No Adds

WXRV/Boston, MA \*  
PD: Joanne Doody  
MD: Dana Marshall  
1 TRAIN "Angels"  
1 ALLMAN BROTHERS "Firing"  
1 BLUE MAN/MATTHEWS "Sing"

WNCS/Burlington, VT  
PD/MD: Mark Abuzzahab  
TRAIN "Angels"

WMVY/Cape Cod, MA  
PD/MD: Barbara Dacey  
1 JOHN EDDIE "Down"  
1 RICHARD THOMPSON "Tag"  
1 EVAN DANDO "Looks"

WOOD/Chattanooga, TN \*  
DM/PD/MD: Danny Howard  
1 BLUE MAN/MATTHEWS "Sing"  
1 PSEUDOPOD "Over"  
1 SEETHER "Fire"

WXRT/Chicago, IL \*  
PD: Norm Winer  
APD/MD: John Farneda  
12 WIDESPREAD PANIC "Warma"  
9 COLDPLAY "Scientist"  
2 DANIEL LANOIS "Feet"  
2 RICHARD THOMPSON "Tag"  
1 PETE YORN "Village"

KBXR/Columbia, MO  
PD/MD: Lana Trezise  
4 TRAIN "Angels"

KBCO/Denver-Boulder, CO \*  
PD: Scott Arrough  
MD: Keifer  
8 TRAIN "Angels"

WDET/Detroit, MI  
PD: Judy Adams  
MD: Martin Bendyke  
AM/D: Chuck Horn  
3 RICHARD THOMPSON "Tag"

WVOD/Elizabeth City, NC  
PD: Matt Cooper  
MD: Tad Abbey  
EELS "Morning"

WNCW/Greenville, SC  
PD: Mark Keate  
APD/MD: Kim Clark  
CROWE/30 ODD FOOT "Alone"  
CAITLIN CARY "Cello"  
LAURA LOVE "Gone"  
PALOALTO "Breathe"  
RICHARD THOMPSON "Tag"  
SEAN WATKINS "Ice"

WTTS/Indianapolis, IN \*  
PD: Brad Holtz  
MD: Todd Berryman  
2 TRAIN "Angels"

WOKI/Knoxville, TN \*  
PD: Shane Cox  
MD: Shane McClure  
TRAIN "Angels"

KMTN/Jackson, WY  
PD/MD: Mark Fishman  
7 BLUE MAN/MATTHEWS "Sing"  
1 ETTA JAMES "Somebody"  
1 LIVE "Heaven"  
1 CROWE/30 ODD FOOT "Alone"

WFPK/Louisville, KY  
PD: Dan Reed  
APD: Stacy Dwen  
ALEXI MURDOCH "Fire"  
CAITLIN CARY "Cello"  
RICHARD THOMPSON "Tag"  
STEPHEN MALXUS "Vanessa"

KTBG/Kansas City, MO  
PD: Jon Hart  
MD: Byron Johnson  
11 BLUE MAN/MATTHEWS "Sing"  
10 RICHARD THOMPSON "Tag"  
10 TRAIN "Angels"  
1 PHIL ROY "Human"  
1 SEAN WATKINS "Ice"

WMMM/Madison, WI \*  
PD: Tom Teuber  
MD: Gabby Parsons  
13 TRAIN "Angels"  
8 RICHARD THOMPSON "Tag"

WMPS/Memphis, TN \*  
PD: Steve Richards  
MD: Alexandra Izner  
3 WIDESPREAD PANIC "Warma"

KTCZ/Minneapolis, MN \*  
PD: Lauren MacLeash  
APD/MD: Mike Wolf  
18 TRAIN "Angels"  
1 KATHLEEN EDWARDS "News"

WGTX/Minneapolis, MN \*  
DM: Dave Hamilton  
PD: Jeff Collins  
13 FOODFIGHTERS "Times"  
13 LIVE "Heaven"  
13 THIRD EYE BLIND "Blinded"

WZEW/Mobile, AL \*  
PD: Brian Hart  
MD: Lee Ann Konik  
6 TRAIN "Angels"  
WIDESPREAD PANIC "Warma"

KPIG/Monterey, CA  
PD/MD: Laura Ellen Hopper  
8 ALISON KRAUSS "Home"  
8 ERIC CLAPTON "Higher"  
5 RICHARD THOMPSON "Tag"  
5 WAIFS "Lighthouse"  
4 GEORGE THOROGOOD "Bossman"  
3 RAY WYLIE "HURDARD" "Sip"  
2 LAURA LOVE "Gone"  
CAITLIN CARY "Heart"  
GUY CLARK "Woman"

WRLL/Nashville, TN \*  
DM/PD: David Hall  
APD/MD: Keith Coes  
15 TRAIN "Angels"  
1 WIDESPREAD PANIC "Warma"  
1 BLUE MAN/MATTHEWS "Sing"  
NORAH JONES "Wurlitzer"  
PALOALTO "Breathe"  
THORNS "Remember"

WFUV/New York, NY  
PD: Chuck Singleton  
MD: Rita Houston  
AM/D: Russ Borris  
4 COLDPLAY "Scientist"  
ALISON KRAUSS "Home"  
AMY RIGBY "Tag"  
BLUE MAN/MATTHEWS "Sing"  
WHITE STRIPES "Seven"

WKOC/Norfolk, VA \*  
PD: Paul Shugrue  
MD: Kristen Croot  
22 TRAIN "Angels"  
3 BLUE MAN/MATTHEWS "Sing"  
1 CROWE/30 ODD FOOT "Alone"

KCTY/Omaha, NE \*  
PD: Brian Burns  
MD: Ryan Morton  
26 TRAIN "Angels"  
BLUE MAN/MATTHEWS "Sing"

WXPN/Philadelphia, PA  
PD: Bruce Warren  
APD/MD: Helen Leicht  
9 TRAIN "Angels"  
6 RICHARD THOMPSON "Tag"  
3 MARY LEE'S CORVETTE "Miles"  
LIZZ WRIGHT "Blue"  
SEAN WATKINS "Ice"  
BOB HOLROYD "Games"

WYEP/Pittsburgh, PA  
PD: Rosemary Weisch  
Interim MD: Kyle Smith  
3 FRANK PEREZ "Something"  
3 RICHARD THOMPSON "Tag"  
2 KATHLEEN EDWARDS "Radio"  
2 GEMMA HAYES "Hand"  
1 IGUANAS "Home"  
1 WAIFS "Lighthouse"

WCLZ/Portland, ME  
PD: Herb Ivy  
MD: Brian James  
10 TRAIN "Angels"  
BLUE MAN/MATTHEWS "Sing"  
WIDESPREAD PANIC "Warma"

KINK/Portland, OR \*  
PD: Dennis Constantine  
MD: Kevin Welch  
16 MATCHBOX TWENTY "Unwell"  
16 JOHN MAYER "Georgia"  
9 BRUCE SPRINGSTEEN "Sunny"  
8 DAVID GRAY "Mine"  
8 NO DOUBT F/LADY SAW "Underneath"  
7 ZIGGY MARLEY "Myself"  
7 COLDPLAY "Circles"  
7 UNCLE KRACKER "Dirt"  
7 RHETT MILLER "Come"  
5 BEN HARPER "Homes"  
5 PEARL JAM "Thumbing"  
5 TORI AMOS "Ride"  
5 1 GIANT LEAP "Dream"  
5 BART FERGIUSON "Tomorrow"  
4 JAYHAWKS "Save"  
4 JOHN EDDIE "Down"  
4 TELEPOP/MUSIK "Breathe"  
3 JOHN HIATT "Blue"  
3 JAMES TAYLOR "Bitter"

WDSJ/Poughkeepsie, NY  
PD: Greg Gattine  
APD: Christine Martinez  
MD: Roger Menell  
4 TRAIN "Angels"  
PHIL ROY "Human"

KTHX/Reno, NV \*  
PD: Harry Reynolds  
MD: Dave Herold  
BLUE MAN/MATTHEWS "Sing"  
MARTY LLOYD "Justified"  
WIDESPREAD PANIC "Warma"

KENZ/Salt Lake City, UT \*  
OM/PD: Bruce Jones  
MD: Kari Bushman  
SLIGHTLY STOOPID "Honey"

\*Monitored Reporters  
45 Total Reporters  
25 Total Monitored  
20 Total Indicator



## National Programming

Added This Week



Ali Castellini 215-898-6677

EVAN DANDO It Looks Like You  
THE WAIFS Lighthouse  
THE WHITE STRIPES Seven Nation Army



Rob Reinhart 734-761-2043

LISON KRAUSS Can't Find My Way Home  
NORAH JONES Wurlitzer Prize  
RICHARD THOMPSON One Door Opens  
SEAN WATKINS Locking Doors  
THE THORNS I Can't Remember

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**ON THE RECORD**

With  
**Russ Borris**  
Asst. MD, WFUV/New York



I've been a fan of Joseph Arthur's music for a few years now, so when an advance copy of his new album, *Redemption's Son*, arrived at WFUV/New York, I was excited to hear it. But even though I knew he was a talented songwriter and musician, I wasn't fully prepared for how complete the new record is. It was one of those rare cases when you first hear an album that is so good, you can't wait to hear

the next song! • WFUV listeners are very familiar with Joseph Arthur and have really taken to older songs like "In the Sun" and "Mercedes." The same is true of new tracks "Dear Lord," "Evidence" and the instantly likable "Honey and the Moon." Arthur is an amazing live performer, as well. He's no ordinary guy with a guitar; he layers the music underneath his voice, adding unique sounds and background vocals with a sampler. He's truly a sight to see, as he proved at a recent WFUV members' concert. • Arthur is an artist so true, you can't help but be drawn to him. The songs on *Redemption's Son* are filled with images of faith and love and backed by his intricate arrangements. Each track will grab you with great pop hooks. If there were any justice in this world, Arthur would be headlining arenas around the globe. Play this, and maybe we can help create a little justice of our own — one bit of redemption at a time.

**O**n the monitored chart, we have a new No. 1 song, folks! After a 14-week run, **Coldplay** are knocked down to No. 2 by **Jason Mraz** ... **Fleetwood Mac** are top five, **Jack Johnson** and **Ben Harper** are 7\* and 8\*, respectively, and **The Jayhawks** are now top 10 at 9\* ... **Lucinda Williams** is knockin' on the door at 11\*, **Ziggy Marley** jumps up to 13\*, **Train** are already 15\*, **Pete Yorn** is at 16\*, **Johnny Marr + The Healers** move up to 17\*, and **The Allman Brothers** are now top 20 at 19\* ... **John Hiatt**, **John Eddie** and the new **Coldplay** debut ... On the Indicator chart it's bullets galore with **Lucinda Williams** holding at 1\*, **Harper** at 2\*, **Johnson** at 3\*, **The Jayhawks** advancing to 5\*, **Marley** at 7\*, and **The Mac** in at 10\* ... Other big movers this week include **Hiatt** (22\*-14\*), **Eddie** (29\*-22\*) and **Joan Armatrading** (30\*-26\*) ... **Coldplay**, **Widespread Panic** and **Joseph Arthur** debut ... In the Most Added category, **Train** grab 20 news adds — in addition to the nine stations already on them (No. 1 on both panels). **Richard Thompson** pulls in 13 total adds (No. 1 Indicator, No. 4 monitored), and **The Blue Man Group** drum up 12 first-week adds (No. 2 on both panels) ... **Sean Watkins**, **Evan Dando**, **Laura Love** and **Amy Rigby** also had good first weeks ... **Widespread Panic**, **The Thorns**, **Daniel Lanois**, **Kathleen Edwards** and **Phil Roy** close some important holes ... Keep an eye on **Beth Orton**, **Franky Perez**, **Will Hoge** and **Third Eye Blind**.



— John Schoenberger, Triple A Editor

**AAA ARTIST**  
OF THE WEEK

ARTIST: **Pete Yorn**

LABEL: **Columbia**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



**B**orn in New Jersey, but now a resident of L.A., **Pete Yorn** has quickly established himself as an important new singer-songwriter on the scene. After playing drums for a variety of bands in his early 20s, Yorn decided to step out from behind the kit and go for it. His first success was in writing songs for film and television, and his compositions showed up on such diverse projects as the soundtrack to the Farrelly Brothers' *Me, Myself & Irene*, starring Jim Carrey, and the compilation album *Songs From Dawson's Creek, Vol. 2*. At the age of 26 he was signed to Columbia, and a year later his debut album, *musicforthemorningafter*, was released.

The album took a while to gain steam at Triple A, but, ultimately, "Life on a Chain" and "Strange Condition" became very successful at the format and remained important recurrent tracks right up to the recent release of Yorn's followup.

Called *Day I Forgot*, the album was a creative collaboration between Yorn and producer-engineers R. Walt Vincent and Scott Litt. Yorn wrote all the songs and played most of the instruments during the sessions. Although this outing may be a tad more rockin' than the first, it nevertheless preserves Yorn's attention to lyrical imagery and his utmost respect for the melody and mood of a song.

"I was trying to make a record that I would be proud to listen to 10 years from now," he says. "There are realist painters and abstract artists. I think I fall somewhere in between as a musician. I like to leave things open-ended and try to make my songs seem universal, even if they're not."

The sessions ended up going so well that Yorn had to trim certain selections from

the final version of the record — many of which he felt very passionate about. He decided it was important that the songs on the new album flow together easily, and he wanted to be sure that he and his band — **Dirty Bird** — could perform them well live. Furthermore, he wanted to ensure that he was exploring and expressing a fresh set of emotions on the new album.

The amazing song-for-song quality of *Day I Forgot* makes you wonder what we're missing. The first single, "Come Back Home" (a song about being grounded), is already off to a great start. There are several others worthy of your attention, including "Crystal Village," which is about the early stages of a relationship; "Long Way Down," which deals with avoiding jealousy; and "Man in Uniform," which is about remembering your passion.

"This record is about remembering," says Yorn. "*Day I Forgot* is the opposite of what it actually states: If I try to forget something, that's when I end up remembering it. It's all about simplicity. People can get too caught up in the drama of their day-to-day lives and lose their perspective, their focus. I just wanted to remember the state of mind I was in before I put the first album out — how it was pure and about the music."



**MARCIA BALL** *So Many Rivers*

*"Quite simply, So Many Rivers is Marcia Ball's best CD ever—and that's saying a lot. What a treat!"*  
—Jody Denberg, KGSR Program Director

Early Add:  
**KGSR**

Early Spins:  
**WXRT**

**FEATURING:**  
FORECLOSE ON THE HOUSE OF LOVE (AAA TRACK)  
AND HONEYPIE (AMERICANA TRACK)

**ADD DATE: APRIL 21ST**

CONTACT: TIM KOLLETH @ ALLIGATOR RECORDS 800.348.7214 X23





LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+/- PLAYS	CUMULATIVE PLAYS
4	1	LUCINDA WILLIAMS World Without Tears (Lost Highway)	621	+62	2916
1	2	BE GOOD TANYAS Chinatown (Netwerk America)	619	-9	4258
7	3	RAY WYLIE HUBBARD Growl (Philo)	595	+158	1624
3	4	ROSANNE CASH Rules Of Travel (Capitol)	580	+9	3664
8	5	DERAILERS Genuine (Lucky Dog)	554	+125	1483
2	6	KATHLEEN EDWARDS Failer (Rounder)	517	-55	5970
10	7	JAYHAWKS Rainy Day Music (American/Lost Highway/IDJMG)	479	+57	2426
11	8	DAVID OLNEY The Wheel (Loud House)	449	+37	2636
5	9	JEANNIE KENDALL Jeannie Kendall (Rounder)	421	-23	2953
13	10	JEFF BLACK B Sides And Confessions Volume One (Dualtone)	407	+12	2305
6	11	JOHN HAMMOND Ready For Love (Back Porch/Virgin)	386	-52	3489
12	12	J. CASH The Man... (American/Lost Highway/IDJMG)	367	-37	11131
9	13	BILLY JOE SHAVER Freedoms Child (Compadre)	350	-74	11527
14	14	SONNY LANDRETH The Road Were On (Sugar Hill)	349	-44	4656
15	15	HOUSTON MARCHMAN... Desperate Man (Independent)	325	-29	3016
18	16	MARTY RAYBON Full Circle (Doobie Shea)	323	+17	1670
Debut	17	TOM RUSSELL Modern Art (Hightone)	312	+133	593
23	18	GIBSON BROTHERS Bona Fide (Sugar Hill)	304	+51	1054
17	19	ROCKHOUSE RAMBLERS Torch... (Haydens Ferry Rustic)	301	-18	3258
16	20	DELBERT MCCLINTON Room to Breathe (New West)	290	-51	14849
Debut	21	VARIOUS ARTISTS Lonesome Onry and Mean (Dualtone)	281	+199	399
19	22	ALISON KRAUSS & UNION STATION Live (Rounder)	266	-19	8297
21	23	PINERS Nashville Pine (Brick House)	262	-11	2406
20	24	TIM EASTON Break Your Mothers Heart (New West)	250	-32	4430
26	25	RICKY SKAGGS... Live at the Charleston... (Skaggs Family)	223	-7	674
30	26	WILLIE NELSON Crazy-Demo Sessions (Sugar Hill)	223	+34	2314
22	27	STEPHEN FEARING Thats How I Walk (Philo)	219	-34	2553
24	28	RONNIE BOWMAN Starting Over (Sugar Hill)	212	-37	5685
Debut	29	JOHN HIATT... Beneath This Gruff Exterior (New West)	205	+46	461
25	30	NITTY GRITTY DIRT BAND Will The Circle III (Capitol)	203	-42	10765

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts. For more information please visit [www.americanamusic.org](http://www.americanamusic.org). © 2003 Americana Music Association.

### Americana Spotlight

by John Schoenberger

Artist: Ray Wylie Hubbard

Label: Philo



Ray Wylie Hubbard was one of the legendary outlaw cowboys of the progressive country movement of the '70s, and, over the course of the next 15 years or so, he released the albums, played the gigs and lived the lifestyle to prove it. But, as with many of us who are getting on in years, sooner or later it all catches up with you. Some stay on the path of self-destruction, while others find a new lease on life. Hubbard chose the latter.

The new and improved Hubbard re-emerged about 10 years ago with the classic album *Loco Gringo's Lament*, followed the next year by the equally amazing *Lost Train of Thought*. Hubbard was back and sounding better than ever. In 1997 his association with Philo Records began. He released three albums via the tastemaker label, including the wildly successful *Eternal & Lowdown*.

Now Hubbard returns with *Growl*, which was produced by Gurf Morlix — who produced his last album — and features a nice mix of guest players, including Buddy Miller, Mary Gauthier, John Dee Graham and Malcom Welbourne. A little bluesy, a little gritty and a whole lot street poetic, Hubbard will mesmerize you with numbers like "The Knives of Spain," "No Lie" and "Purgatory Road."

### Americana News

KFWR/Weatherford, TX would like to begin receiving Americana releases. Within the next 90 days, the station is increasing power and tower height, and is moving to downtown Ft. Worth. KFWR plans to increase the mix of Americana in its music programming. Mail your releases to OM Dave Marcum, KFWR, 1320 Santa Fe Dr., Suite 100, Weatherford, TX, 76086. You can call Dave at 817-594-0959 ... A stellar lineup of artists will perform at the Keswick Theater in Philadelphia on May 12 to honor the 40th anniversary of folk radio host Gene Shay. Those already confirmed to play include Arlo Guthrie, Tom Rush, Tom Paxton, Chris Smither and Eric Anderson, plus many more. Proceeds for the event will benefit the Philadelphia FolkSong Society ... Rodney Crowell, Vince Gill, Amy Grant and Emmylou Harris will share the stage at Nashville's Ryman Auditorium on May 25. Billed as Old Friends II, the show will benefit the Nashville-based Interfaith Dental Clinic ... On April 9 Crowell and J.D. Souther headlined the second Music for Peace concert at the Belcourt Theater in Nashville. Others who performed were event organizer Tim O'Brien, the Fairfield Four and Beth Nielsen Chapman ... And speaking of Crowell, he has just signed with T Bone Burnett and the Coen Brothers' DMZ/Sony label.

Note: If you have Americana news, please forward it to [jschoenberger@radioandrecords.com](mailto:jschoenberger@radioandrecords.com).

### Most Added

ARTIST TITLE LABEL(S)	ADDS
Various Artists Lonesome Onry and Mean (Dualtone)	27
Caitlin Cary Im Staying Out (Yep Roc)	9
Tom Russell Modern Art (Hightone)	9
Townes Van Zandt In The Beginning (Compadre)	8
Various Artists Crossing Jordan (DMZ/Columbia)	7
Laura Love Welcome to Pagan Place (Koch)	7
Amy Rigby Till The Wheels Fall Off (Signature Sounds)	6

Talk with your kids about ECSTASY.

Use this to get started.

It's Danielle Heird's Death Certificate. She was 21. The only drug in her system was Ecstasy. For more information, visit [drugfreeamerica.org](http://drugfreeamerica.org) or call 1-866-XTC FACTS.

Drug-Free Southern California  
California Department of Alcohol & Drug Programs  
Member of the Partnership for a Drug-Free America®

STATE OF NEVADA — DEPARTMENT OF HUMAN RESOURCES  
DIVISION OF HEALTH — SECTION OF VITAL STATISTICS  
CERTIFICATE OF DEATH

NAME OF DECEASED: Danielle Christina HEIRD  
DATE OF BIRTH: July 20, 2000  
PLACE OF BIRTH: Clark  
MARRIAGE: Single

DECEASED'S SEX: Female  
RACE: White  
MARRIAGE: Single

RESIDENCE STATE: Nevada  
CITY: Henderson  
COUNTY: Clark

DECEASED'S FATHER: James N. Heird  
DECEASED'S MOTHER: Elia

DECEASED'S SEX: Female  
RACE: White  
MARRIAGE: Single

DECEASED'S OCCUPATION: Restaurant

DECEASED'S CAUSE OF DEATH: acute drug intoxication (NEMA)

DECEASED'S PLACE OF DEATH: Henderson Nevada

DECEASED'S TIME OF DEATH: 11:55 A.M.

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# The CCM Update

Christian Retail, Radio & Records Newsweekly

## The CCM Update

Executive Editor  
Rick Edwards

Editor

Lizza Connor

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### DOVE AWARDS 2003

## Nordeman Takes Top Honors, Smith Not Far Behind

Other-to-be Nichole Nordeman scored seven statuettes at this year's Dove Awards, including trophies for Female Vocalist of the Year; Song of the Year, with co-writer Mark Hammond, for "Holy"; and Songwriter of the Year. At the awards presentation, held April 10 at Nashville's Gaylord Entertainment Center, Nordeman's *Woven & Spun* also garnered the prestigious Pop/Contemporary Album of the Year award.

Also making multiple trips to the podium at the event, hosted by CeCe Winans and Steven Curtis Chapman, was perennial favorite Michael W. Smith. A recipient of 34 Doves before this year's show, Smith secured the title of Male Vocalist of the Year in a bit of a surprise win, beating out Bebo Norman, Mark Schultz, Steven Curtis Chapman and last year's winner, Mac Powell. Smith also held on to his Artist of the Year title for the second consecutive year, over Chapman, MerceyMe, Third Day and TobyMac, and he got the nod for Praise & Worship Album of the Year for *Worship Again*, which he produced.

The New Artist of the Year nominees enjoyed their fair share of face time on this year's program. Though they lost the New Artist nod to an elated Paul Colman Trio ("I've got goosies!" Colman exclaimed), Daily Planet took the award for the most creative costumes: The band took the stage in powder-blue retro tuxedos, and frontman Jesse Butterworth was the center of attention in hot pink, a velvet bow tie, a ruffled button-down and a top hat.

Fellow New Artist nominee Joy Williams gave a rockin' performance of the title track from her sophomore album. *By Surprise*, with special guests Ashley Cleveland and Kenny Greenberg sitting in with her band.

As expected, Third Day were named Group of the Year for the third consecutive time. From the podium, Mac Powell promised to top last year's celebration at Shoney's with a more upscale offer: "I'm stepping it up to take you to Chili's or Applebee's this year!" he told the audience. Third Day also scored the award for Rock Record-



Nicole Nordeman

ed Song of the Year for "40 Days."

Other notable award winners included Producer of the Year Brown Bannister, who produced or co-produced four 2003 Album of the Year nominees: Audio Adrenaline's *Lift in Rock: The Crabb Family's A Crabb Collection* in Southern Gospel; The Blind Boys Of Alabama's *Higher Ground* in Traditional Gospel; and Kirk Franklin's *The Rebirth of Kirk Franklin* in Contemporary Gospel.

Standout performances, which will be rebroadcast on PAX-TV on April 19 and on TBN at times to be announced, included Nordeman's piano-and-strings rendition of "Holy" and The Crabb Family's patriotic rendering of "Through the Fire Again." Winans, Donnie McClurkin and Yolanda Adams also gave brilliant performances to standing ovations from the audience. A moving group performance of "Friends" by Amy Grant and Tait, among others, marked Smith's 20th anniversary in music.

In addition to the awards presentation, voted on by the Gospel Music Association's 4,500 members, Amy Grant, Pat Boone and The Blind Boys Of Alabama were inducted into the Gospel Music Hall of Fame during the evening.

— Lizza Connor

## CCM UPDATE GALLERY



**NEW WINNERS MEET LEGEND** Stepping off the stage with their first Dove Award, New Artist of the Year winners The Paul Colman Trio stop for a quick pic with 2003 Gospel Music Hall of Fame inductee Pat Boone. Pictured (l-r) are Paul Colman, Pat Boone and bandmembers Grant Norsworthy and Phil Gaudion.



**BUTTERFLY TAKES FLIGHT** As announced at a press conference during Gospel Music Week, Diamante-Butterfly Distribution has been officially renamed Butterfly International Distribution. In addition to representing the Butterfly Group family of labels and the company's other distribution clients with a restructured national sales team, Butterfly International's new international team will forge agreements with a network of overseas distributors and retailers. Pictured are (l-r) Butterfly Group Managing Partners Michael Rinaldi and Bob Carlisle, Butterfly International VP/Major Accounts Dan Huisinga and VP/Independent Accounts Jim Clark, Butterfly Group Managing Partner George King and Butterfly International President Bill Conine.

## Dove Award Winners

Continued from Page 78

- Inspirational Recorded Song of the Year**  
Tim Hughes "Here I Am to Worship" (Come Together)
- Southern Gospel Recorded Song of the Year**  
Crabb Family "Don't You Wanna Go?" (Family Music)
- Country Recorded Song of the Year**  
Amy Grant "The River's Gonna Keep On Rolling" (Word/Curb/WB)
- Urban Recorded Song of the Year**  
Out Of Eden "Meditate" (Gotee)
- Traditional Gospel Recorded Song of the Year**  
Mississippi Mass Choir "Holding On" (Malaco)
- Contemporary Gospel Recorded Song of the Year**  
Mary Mary "In the Morning" (Integrity/Columbia)
- Rap/Hip-Hop/Dance Album of the Year**  
Grits *The Art of Translation* (Gotee)
- Modern/Alternative Album of the Year**  
Jars Of Clay *The Eleventh Hour* (Essential)
- Hard Music Album of the Year**  
Pillar *Fireproof* (Flicker)
- Rock Album of the Year**  
Audio Adrenaline *Lift* (ForeFront)
- Pop/Contemporary Album of the Year**  
Nichole Nordeman *Woven & Spun* (Sparrow)
- Inspirational Album of the Year**  
Amy Grant *Legacy ... Hymns & Faith* (Word/Curb/WB)

- Southern Gospel Album of the Year**  
Crabb Family *A Crabb Collection* (Family Music)
- Country Album of the Year**  
Randy Travis *Rise and Shine* (Word/Curb/WB)
- Urban Album of the Year (tie)**  
Souljahz *The Fault Is History* (Squint/Curb/WB)
- Out Of Eden** *This Is Your Life* (Gotee)
- Traditional Gospel Album of the Year**  
Blind Boys Of Alabama *Holding On* (Real World/EMI Gospel)
- Contemporary Gospel Album of the Year**  
Kirk Franklin *The Rebirth of Kirk Franklin* (GospoCentric)
- Instrumental Album of the Year**  
Phil Keaggy *Hymnsongs* (Word/Curb/WB)
- Praise & Worship Album of the Year**  
Michael W. Smith *Worship Again* (Reunion)
- Spanish-Language Album of the Year**  
Jaci Velasquez *Navidad* (Word)
- Special Event Album of the Year**  
Various Artists *City on a Hill — Sing Alleluia* (Essential)
- Recorded Music Packaging of the Year**  
Rock 'N' Roll Worship Circus *Welcome to the Rock 'n' Roll Worship Circus* (Vertical)
- Short Form Music Video of the Year**  
tobyMac "Irene" (ForeFront)
- Long Form Music Video of the Year**  
Michael W. Smith *Worship* (Reunion)





# Gospel Music Week Roundup

2003 convention shows vitality for the future

This year's Gospel Music Week, which had a 15% jump in attendance over last year, was energetic and full of impressive workshops, seminars and panel discussions. The nightly showcases highlighted new talent that will be making an impact at radio in the very near future. GMA festivities in Nashville included the annual Sunday-evening worship service, genre-specific activities — including Super Tuesday tracks for each subformat — and the Dove Awards. Enjoy the photos!



**FORE ON THE FLOOR** ForeFront Records held its radio breakfast at Rocketown, a unique youth club in downtown Nashville, during GMA week. Pictured here (l-r) are PAX217's Bobby Duran; WBFJ/Greensboro, NC Station Manager Beverly Hayes; and tobyMac.

## Dove Award Winners

The Gospel Music Association gave out Dove Awards in the following categories at last week's 34th annual awards presentation, at the Gaylord Entertainment Center in Nashville. The show airs Saturday on PAX and next week on TBN. Check local listings for times.

**Song of the Year**

Nichole Nordeman "Holy" (Sparrow)

**Songwriter of the Year**

Nichole Nordeman

**Male Vocalist of the Year**

Michael W. Smith

**Female Vocalist of the Year**

Nichole Nordeman

**Group of the Year**

Third Day

**Artist of the Year**

Michael W. Smith

**New Artist of the Year**

Paul Colman Trio

**Producer of the Year**

Brown Bannister

**Rap/Hip-Hop/Dance Recorded Song of the Year**

Souljahz "All Around the World" (Squint/Curb/WB)

**Modern Rock/Alternative Recorded Song of the Year**

Sixpence None The Richer "Breathe Your Name" (Squint/Reprise)

**Hard Music Recorded Song of the Year**

P.O.D. "Boom" (Atlantic)

**Rock Recorded Song of the Year**

Third Day "40 Days" (Essential)

**Pop/Contemporary Recorded Song of the Year**

Nichole Nordeman "Holy" (Sparrow)

Continued on Page 77



**THE TRIO AND THAT OTHER GUY** Dove Award Artist of the Year winners Paul Colman Trio celebrate their shiny statuette with past Dove Award recipient Steven Curtis Chapman (second from l) after the show.



**THREE AMIGOS** Keeping things fun backstage on Sunday night were the many artists who made up the all-star choir that performed to a huge crowd at Ryman Auditorium. Here, three friends pause for the camera. Pictured (l-r) are Jeff Deyo, Rebecca St. James and Joy Williams.



**A NEW HERO** Hero — The Rock Opera debuted at GMA as the brainchild of EMI Christian Music Publishing President Eddie DeGarmo. The launch of the tour, novel trilogy, comic-book series and DVD took place in Nashville last week. Pictured are cast members (l-r) Rebecca St. James, Michael Tait and Mark Stuart, lead vocalist for Audio Adrenaline.



**SMITH CELEBRATES 20 YEARS** Michael W. Smith celebrated 20 years in the music business with label and industry friends after Sunday evening's worship service. Posing for the camera are (l-r) Provident Music Distribution Sr. VP Don Noes, Reunion Records Sr. VP/GM Dean Diehl, Compassion International President Wes Stafford, Smith and Provident Music Group President/CEO Terry Hemmings and Group COO Mike Craft.



**HUG-O-RAMA** WCTL/Erie, PA PD Adam Frase takes a moment to hug a great lady. ForeFront Sr. Manager/National Promotions Kat Davis.

**EVERY SUNDAY**

**HANGING ON:**  
going for immediate adds to AC/CHR

"EVERYDAY SUNDAY BLOWS ME AWAY! 'HANGING ON' IS A GREAT FOLLOW-UP TO THEIR SMASH HIT 'STAND UP'. GREAT LYRICS, A CATCHY HOOK, AND A PERFECT SONG OUR WORLD NEEDS TO HEAR RIGHT NOW...HOPE IS ONLY FOUND IN CHRIST." - Jonathan Unthank WYLV

radio promotions: AJ Keatts 615.771.7179 [aj@nickerrecords.com](mailto:aj@nickerrecords.com)

**ALREADY SPINNING:**  
WCVO  
WGRC  
KNMI  
KOKY  
WAYK  
WHMX  
WORQ  
WYLV



**NORDEMAN STEALS THE SHOW** Nichole Nordeman took top honors at the Dove Awards on April 10 as she claimed seven awards. Pictured at the show are (l-r) Sparrow Records President Peter York, Nordeman, EMI Christian Music Publishing President Eddie DeGarmo and EMI CMG President/CEO Bill Hearn.



**WHO SAID CHRISTIANS CAN'T ROCK?** New Ardent Records artist Todd Agnew belts out a tune during Monday's new artist luncheon. His project debuts July 22.



CONGRATULATIONS  
*Nichole Nordeman*

ON YOUR **7** DOVE AWARDS!

SONG OF THE YEAR (WRITER AND PERFORMER) - "HOLY"  
SONGWRITER OF THE YEAR  
FEMALE VOCALIST OF THE YEAR  
POP/CONTEMPORARY RECORDED SONG OF THE YEAR - "HOLY"  
POP/CONTEMPORARY ALBUM OF THE YEAR - *WOVEN & SPUN*  
SPECIAL EVENT ALBUM OF THE YEAR - *CITY ON A HILL - SING ALLELUIA*

THE CURRENT SINGLE

*"Legacy"*

IMPACTING RADIO NOW!

R&R AC **14**




AVAILABLE NOW!

IN STORES 5.20.03  
LIVE ACOUSTIC INTERPRETATIONS FROM 2003'S  
FEMALE VOCALIST AND SONGWRITER OF THE YEAR  
INCLUDES 2003 SONG OF THE YEAR "HOLY"  
"LEGACY" • "I AM" • "TO KNOW YOU" AND MORE!






**April 18, 2003**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	<b>NEWSBOYS</b> He Reigns ( <i>Sparrow</i> )	1929	-31	13	58/0
2	2	<b>JACI VELASQUEZ</b> You're My God ( <i>Word/Curb/Warner Bros.</i> )	1850	-18	11	59/0
3	3	<b>FFH</b> You Found Me ( <i>Essential</i> )	1744	+28	10	57/0
7	4	<b>PHILLIPS, CRAIG &amp; DEAN</b> My Praise ( <i>Sparrow</i> )	1513	+7	14	51/0
8	5	<b>AVALON</b> Everything To Me ( <i>Sparrow</i> )	1477	+8	10	55/0
4	6	<b>STEVEN CURTIS CHAPMAN</b> All About Love ( <i>Sparrow</i> )	1460	-135	15	50/0
6	7	<b>NATALIE GRANT</b> I Will Be ( <i>Curb</i> )	1419	-94	16	50/0
5	8	<b>CAEDMON'S CALL</b> Only Hope ( <i>Essential</i> )	1415	-118	15	51/0
10	9	<b>AUDIO ADRENALINE</b> Pierced ( <i>ForeFront</i> )	1137	+15	12	45/1
12	10	<b>THIRD DAY</b> You Are So Good To Me ( <i>Essential</i> )	1128	+128	6	49/5
11	11	<b>REBECCA ST. JAMES</b> I Thank You ( <i>ForeFront</i> )	1077	+60	7	41/1
9	12	<b>JARS OF CLAY</b> The Valley Song ( <i>Essential</i> )	1072	-98	15	39/0
13	13	<b>RACHAEL LAMPA</b> Brand New Life ( <i>Word/Curb/Warner Bros.</i> )	977	+3	12	34/0
14	14	<b>NICHOLE NORDEMAN</b> Legacy ( <i>Sparrow</i> )	957	+135	5	44/3
15	15	<b>SONICFLOOD</b> Famous One ( <i>INO</i> )	782	-1	7	35/0
19	16	<b>JEREMY CAMP</b> I Still Believe ( <i>BEC</i> )	665	+62	4	30/3
16	17	<b>MERCY ME</b> Spoken For ( <i>INO</i> )	658	-63	29	22/0
17	18	<b>STACIE ORRICO</b> Strong Enough ( <i>ForeFront</i> )	640	+5	6	27/1
30	19	<b>POINT OF GRACE</b> Day By Day ( <i>Word/Curb/Warner Bros.</i> )	553	+197	2	30/11
26	20	<b>JOY WILLIAMS</b> Every Moment ( <i>Reunion</i> )	539	+98	2	27/4
20	21	<b>BEBO NORMAN</b> Falling Down ( <i>Essential</i> )	531	+4	4	24/0
24	22	<b>SCOTT KRIPPAYNE</b> Long Before The Sun ( <i>Spring Hill</i> )	518	+38	3	26/1
22	23	<b>SARA GROVES</b> Less Like Scars ( <i>INO</i> )	502	+19	5	23/0
25	24	<b>DEREK WEBB</b> She Must And Shall Go Free ( <i>INO</i> )	495	+50	4	22/1
21	25	<b>JOEL HANSON</b> Broken ( <i>Shiver</i> )	485	-24	7	19/1
18	26	<b>CHRIS RICE</b> The Other Side Of The Radio ( <i>Rocketown</i> )	478	-131	22	18/0
23	27	<b>BIG DADDY WEAVE</b> Audience Of One ( <i>Fervent</i> )	439	-43	19	16/0
29	28	<b>THIRD DAY</b> Nothing Compares ( <i>Essential</i> )	374	-14	27	13/0
<b>Debut</b>	29	<b>PHIL JOEL</b> The Man You Want Me To Be ( <i>Inpop</i> )	366	+62	1	18/1
<b>Debut</b>	30	<b>KRISTY STARLING</b> Water ( <i>Word/Curb/Warner Bros.</i> )	343	+53	1	17/3

60 AC reporters. Songs ranked by total plays for the airplay week of Sunday 4/6-Saturday 4/12.  
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## New & Active

### PLUMB Sink-n-Swim (*Curb*)

Total Plays: 326, Total Stations: 13, Adds: 1

### TRUE VIBE Pray (*Essential*)

Total Plays: 321, Total Stations: 13, Adds: 0

### SOULJAHZ True Love Waits (*Squint/Curb/Warner Bros.*)

Total Plays: 307, Total Stations: 13, Adds: 0

### ALLEN ASBURY Somebody's Praying Me Through (*Doxology*)

Total Plays: 247, Total Stations: 12, Adds: 3

### 4HIM Walk On (*Word/Curb/Warner Bros.*)

Total Plays: 217, Total Stations: 8, Adds: 0

### SHANE BARNARD & SHANE EVERETT Be Near (*Inpop*)

Total Plays: 198, Total Stations: 7, Adds: 1

### RELIENT K Getting Into You (*Gotee*)

Total Plays: 196, Total Stations: 9, Adds: 0

### RUSS LEE Love Is A Cross (*Christian*)

Total Plays: 194, Total Stations: 9, Adds: 0

### LINCOLN BREWSTER Let The Praises Ring (*Vertical*)

Total Plays: 177, Total Stations: 9, Adds: 0

### TWILA PARIS We Bow Down (*Sparrow*)

Total Plays: 173, Total Stations: 8, Adds: 0

Songs ranked by total plays

## Most Added®

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

ARTIST TITLE LABEL(S)	ADDS
<b>POINT OF GRACE</b> Day By Day ( <i>Word/Curb/Warner Bros.</i> )	11
<b>THIRD DAY</b> You Are So Good To Me ( <i>Essential</i> )	5
<b>JOY WILLIAMS</b> Every Moment ( <i>Reunion</i> )	4
<b>NICHOLE NORDEMAN</b> Legacy ( <i>Sparrow</i> )	3
<b>JEREMY CAMP</b> I Still Believe ( <i>BEC</i> )	3
<b>KRISTY STARLING</b> Water ( <i>Word/Curb/Warner Bros.</i> )	3
<b>ALLEN ASBURY</b> Somebody's Praying Me Through ( <i>Doxology</i> )	3
<b>JOHN DEGRAZIO</b> Until You Answer ( <i>Independent</i> )	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>POINT OF GRACE</b> Day By Day ( <i>Word/Curb/Warner Bros.</i> )	+197
<b>NICHOLE NORDEMAN</b> Legacy ( <i>Sparrow</i> )	+135
<b>THIRD DAY</b> You Are So Good To Me ( <i>Essential</i> )	+128
<b>JOY WILLIAMS</b> Every Moment ( <i>Reunion</i> )	+98
<b>JEREMY CAMP</b> I Still Believe ( <i>BEC</i> )	+62
<b>PHIL JOEL</b> The Man You Want Me To Be ( <i>Inpop</i> )	+62
<b>REBECCA ST. JAMES</b> I Thank You ( <i>ForeFront</i> )	+60
<b>KRISTY STARLING</b> Water ( <i>Word/Curb/Warner Bros.</i> )	+53
<b>DEREK WEBB</b> She Must And Shall Go Free ( <i>INO</i> )	+50
<b>JOHN DEGRAZIO</b> Until You Answer ( <i>Independent</i> )	+40

## Christian Activity


by Rick Welke

### Calm Before The Storm

Not a lot of movement on the chart this time since most programmers and promoters have been in Nashville for GM Week. **Newsboys** hold on to No. 1, while **Jaci Velasquez** lays back at No. 2, just waiting for the 'Boys to fall. Within a few weeks, **FFH** and **Avalon** will have a say in who takes the top spot.

Making notable progress are **Jeremy Camp**, who leapfrogs over **Stacie Orrico** into the No. 16 spot, and **Point Of Grace**, who bolt from 30-19 with "Day by Day." Other solid movers and future top 10s include **Joy Williams** (26-20, +98), **Scott Krippayne** (24-22, +38) and **Derek Webb** (25-24, +50).


Look for massive moves next week as everybody settles back into their normal routines. Wait — did I say *normal*?



**sixpence**  
*none the richer*

The follow-up single to the 2003 Dove Award winning song "Breathe Your Name"

"Waiting on the Sun"  
Adding AC Today!

**squint**  For more information, contact [dustpan@sqint.com](http://dustpan@sqint.com)  
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# CONGRATS!

## 2003 DOVE AWARD WINNERS

AUDIO ADRENALINE - ROCK ALBUM OF THE YEAR, *LIFT*  
TOBYMAC - SHORT FORM VIDEO OF THE YEAR, "IRENE"



DUDE, THAT WAS SWEET.



FOREFRONT RECORDS.COM



## CHR TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SWITCHFOOT More Than Fine (Sparrow)	1069	+42	14	26/0
2	2	NEWSBOYS He Reigns (Sparrow)	973	-17	13	24/0
3	3	PLUMB Sink-n-Swim (Curb)	851	-33	13	23/0
4	4	KUTLESS Run (BEC)	711	-105	16	16/0
6	5	STACIE ORRICO Security (ForeFront)	710	+24	9	22/0
7	6	THIRD DAY You Are So Good To Me (Essential)	707	+52	5	24/1
5	7	SHAUN GROVES Should I Tell Them? (Rocketown)	690	-49	14	17/1
9	8	JENNIFER KNAPP By And By (Gotee)	633	+61	6	21/0
8	9	STEVEN CURTIS CHAPMAN All About Love (Sparrow)	632	-6	12	18/0
11	10	LARUE Tonight (Reunion)	538	-3	8	19/0
12	11	MERCY ME Spoken For (INVO)	507	-33	23	13/0
15	12	AUDIO ADRENALINE Dirty (ForeFront)	503	+11	10	17/0
17	13	SIXPENCE NONE... Don't Dream... (Squint/Curb/Reprise)	502	+81	3	20/2
16	14	SARAH SADLER Running Into You (Essential)	479	-2	7	14/0
10	15	JEREMY CAMP Understand (BEC)	470	-77	25	14/0
13	16	SWIFT Under The Sun (Flicker)	467	-52	14	15/0
18	17	SOULJAHZ True Love Waits (Squint/Curb/Warner Bros.)	433	+16	5	14/0
14	18	JARS OF CLAY Revolution (Essential)	432	-68	17	14/0
19	19	RELIENT K Getting Into You (Gotee)	417	+4	5	12/0
20	20	NATALIE GRANT I Will Be (Curb)	415	+54	6	12/1
22	21	BEBO NORMAN Falling Down (Essential)	346	+16	3	13/0
24	22	REBECCA ST. JAMES I Thank You (ForeFront)	337	+45	3	15/2
26	23	SUPERCHICK Hero (Inpop)	319	+34	2	11/1
28	24	J. VELASQUEZ You're My God (Word/Curb/Warner Bros.)	314	+44	2	11/1
21	25	R. LAMPA Brand New Life (Word/Curb/Warner Bros.)	298	-62	7	11/0
23	26	DELIRIOUS? Touch (Furious?)	293	-24	19	10/0
27	27	SEVENTH DAY SLUMBER I Know (Crowne)	290	+6	2	9/0
29	28	CHRIS RICE The Other Side Of The Radio (Rocketown)	285	+19	14	10/0
25	29	DAILY PLANET Everything Revolves (Reunion)	284	-8	15	10/0
30	30	SARA GROVES All Right Here (INVO)	271	+8	2	11/1

28 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 4/6-Saturday 4/12.  
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## ROCK TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SEVENTH DAY SLUMBER I Know (Crowne)	370	-1	9	36/0
3	2	12 STONES Crash (Wind-up)	365	+20	9	34/1
2	3	SWITCHFOOT Meant To Live (Sparrow)	358	+1	10	36/0
5	4	SUPERCHICK Hero (Inpop)	355	+23	7	35/1
4	5	PILLAR A Shame (Flicker)	332	-6	8	36/0
6	6	RELIENT K I Am Understood? (Gotee)	329	+3	9	35/1
7	7	38TH PARALLEL Hear... (Squint/Curb/Warner Bros.)	313	-13	13	31/1
8	8	EVANESCENCE Bring Me To Life (Wind-up)	256	-42	10	22/0
13	9	COOL HAND LUKE Heroes Will Be Heroes (Floodgate)	246	+34	6	24/1
10	10	HOLLAND I'm Not Backing Down (Tooth & Nail)	230	-2	10	31/1
12	11	AUDIO ADRENALINE Church Punks (ForeFront)	225	+13	5	29/2
15	12	EVERYDAY SUNDAY Wait (Flicker)	214	+15	8	27/2
11	13	DOGWOOD Faith (BEC)	214	-8	7	17/1
16	14	SLINGSHOT57 Better Idea (Independent)	202	+4	6	18/1
20	15	BIG DISMAL Remember (Wind-up)	193	+19	3	23/3
9	16	KUTLESS Run (BEC)	189	-43	22	18/0
14	17	PIVITPLEX You Know (Sonic Fish)	185	-19	12	24/0
19	18	DENISON MARRS Send Me An Angel (Floodgate)	175	-2	8	17/0
21	19	DISCIPLE Back Again (Slain)	172	+6	5	20/1
30	20	CADET Nobody (BEC)	164	+60	2	20/5
23	21	PEACE OF MIND I Am (BEC)	162	+12	4	18/2
17	22	TOO BAD EUGENE Soli Deo Gloria (Tooth & Nail)	158	-34	11	12/0
22	23	TREE63 It's All About To Change (Inpop)	157	+2	6	25/2
26	24	BLEACH Baseline (BEC)	156	+29	3	22/3
29	25	JUSTIFIDE Pointing Fingers (Ardent)	155	+38	2	20/4
18	26	MONDAY MORNING Blind (Independent)	149	-32	6	16/1
25	27	EAST WEST Blame (Floodgate)	145	+17	5	13/1
24	28	JUSTIN FOX BAND Can't Bring Me Down (Independent)	137	+1	3	12/0
28	29	ANBERLIN Change The World (Tooth & Nail)	131	+13	3	17/2
	30	JONAH33 All For You (Ardent)	119	+40	1	14/4

*Debut*

43 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 4/6-Saturday 4/12.  
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## New &amp; Active

**GINNY OWENS** Something More (Rocketown)  
Total Plays: 239, Total Stations: 9, Adds: 0

**12 STONES** The Way I Feel (Wind-up)  
Total Plays: 231, Total Stations: 9, Adds: 0

**FFH** You Found Me (Essential)  
Total Plays: 215, Total Stations: 8, Adds: 1

**SANCTUS REAL** Hey Wait (Sparrow)  
Total Plays: 199, Total Stations: 7, Adds: 0

**ELMS** Burn And Shine (Sparrow)  
Total Plays: 198, Total Stations: 10, Adds: 0

**ACQUIRE THE FIRE** Lift (Inpop)  
Total Plays: 176, Total Stations: 6, Adds: 0

**JOY WILLIAMS** Every Moment (Reunion)  
Total Plays: 173, Total Stations: 9, Adds: 2

**LIFEHOUSE** Take Me Away (DreamWorks)  
Total Plays: 137, Total Stations: 6, Adds: 1

**DEREK WEBB** She Must And Shall Go Free (INVO)  
Total Plays: 123, Total Stations: 6, Adds: 1

**HOLLAND** I'm Not Backing Down (Tooth & Nail)  
Total Plays: 117, Total Stations: 3, Adds: 0

## New &amp; Active

**RADIAL ANGEL** She (Squint/Curb/Warner Bros.)  
Total Plays: 117, Total Stations: 10, Adds: 0

**CURBSQUIRRELS** Beautiful (DUG)  
Total Plays: 110, Total Stations: 10, Adds: 1

**SANCTUS REAL** Audience Of One (Sparrow)  
Total Plays: 103, Total Stations: 7, Adds: 2

**GRAND PRIZE** Reveal Your Love (Independent)  
Total Plays: 101, Total Stations: 10, Adds: 1

**OC SUPERTONES** Welcome Home (Tooth & Nail)  
Total Plays: 88, Total Stations: 13, Adds: 1

**MAE** Embers & Envelopes (Tooth & Nail)  
Total Plays: 84, Total Stations: 8, Adds: 1

**BLINDSIDE** Sleepwalking (Elektra/EEG)  
Total Plays: 81, Total Stations: 5, Adds: 0

**AARON SPIRO** Thrill (Sparrow)  
Total Plays: 66, Total Stations: 5, Adds: 1

**FURTHER SEEMS FOREVER** The Sound (Tooth & Nail)  
Total Plays: 61, Total Stations: 5, Adds: 2

**ELMS** All The While Having Fun (Sparrow)  
Total Plays: 60, Total Stations: 7, Adds: 1

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**INSPO TOP 20**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	AVALON Everything To Me (Sparrow)	332	0	9	19/0
4	2	SCOTT KRIPPAYNE Live To Worship (Spring Hill)	315	+15	8	19/0
1	3	PHILLIPS, CRAIG & DEAN My Praise (Sparrow)	307	-36	13	17/0
3	4	TWILA PARIS We Bow Down (Sparrow)	299	-8	11	16/0
6	5	GREG LONG I Cannot Hide From You (Discovery House)	267	+46	6	18/3
5	6	SHANNON WEXELBERG From The Rising (Doxology)	267	-29	13	15/0
8	7	J. VELASQUEZ You're My God (Word/Curb/Warner Bros.)	225	+15	6	16/1
7	8	CAEDMON'S CALL Only Hope (Essential)	224	+3	9	15/0
10	9	MICHAEL CARD I Left Everything To Follow You (M2.0)	212	+37	7	16/0
12	10	PARACHUTE BAND All... (Here To Him/Worship Extreme)	170	+20	3	16/1
11	11	SALVADOR Worthy (Word/Curb/Warner Bros.)	160	+5	6	10/0
15	12	SARA GROVES Remember Surrender (INO)	159	+36	3	13/1
16	13	4HIM Walk On (Word/Curb/Warner Bros.)	154	+35	3	13/0
9	14	GO FISH Savior (Inpop)	141	-46	15	8/0
18	15	DENISE DAVIS I Refuse To Be Afraid (Apsalm)	130	+17	2	12/0
Debut	16	COREY EMERSON Calvary Calls (Discovery House)	125	+21	1	12/0
17	17	NATALIE GRANT I Will Be (Curb)	112	-7	4	9/0
20	18	BEST OF FRIENDS Ever Greater (Independent)	109	+4	2	11/0
Debut	19	VARIOUS ARTISTS Friends 2003 (Reunion)	108	+17	1	8/0
Debut	20	A. ASBURY Somebody's Praying Me Through (Doxology)	106	+29	1	10/3

20 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 4/6-Saturday 4/12.  
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**Rhythmic Specialty Programming**

RANK	ARTIST TITLE LABEL(S)
1	JOHN REUBEN Doin' (Gotee)
2	PLAYDOUGH Seeds Of Abraham (Uprok)
3	T-BONE Blazing Microphones (Flicker)
4	KJ-52 Sunshine (Uprok)
5	PEACE 586 Love's Still There (Uprok)
6	SEV STATIK M.I.C. (Uprok)
7	DJ MAJ Street Credibility (Gotee)
8	ROYAL RUCKUS A Wink And A Nudge (Flicker)
9	TRIN-I-TEE 5:7 Dance Like Sunday (B-Rite/Jive)
10	RIGHTEOUS RIDERS Me & You (Tiscot)

**CHR Most Added**

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
EVERYDAY SUNDAY Hanging On (Flicker)	2
SIXPENCE NONE THE RICHER Don't Dream It's Over (Squint/Curb/Reprise)	2
REBECCA ST. JAMES I Thank You (ForeFront)	2
JOY WILLIAMS Every Moment (Reunion)	2
BIG DADDY WEAVE Neighborhoods (Fervent)	2

**Rock Most Added**

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
CADET Nobody (BEC)	5
JUSTIFIDE Pointing Fingers (Ardent)	4
JONAH33 All For You (Ardent)	4
BIG DISMAL Remember (Wind-up)	3
BLEACH Baseline (BEC)	3
PHIL JOEL No Longer (Inpop)	3
AUDIO ADRENALINE Church Punks (ForeFront)	2
EVERYDAY SUNDAY Wait (Flicker)	2
PEACE OF MIND I Am (BEC)	2
TREE63 It's All About To Change (Inpop)	2
ANBERLIN Change The World (Tooth & Nail)	2
SANCTUS REAL Audience Of One (Sparrow)	2
FURTHER SEEMS FOREVER The Sound (Tooth & Nail)	2
BRAVE SAINT SATURN The Sun Also Rises (Tooth & Nail)	2
SEVEN PLACES Everything (Independent)	2

**Inspo Most Added**

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
GREG LONG I Cannot Hide From You (Discovery House)	3
ALLEN ASBURY Somebody's Praying Me Through (Doxology)	3
RIVER I Will Go (Ingrace)	3
NICHOLE NORDEMAN Legacy (Sparrow)	2
FFH You Found Me (Essential)	2
GINNY OWENS This Road (Rocketown)	2
POINT OF GRACE Day By Day (Word/Curb/Warner Bros.)	2
GO FISH The Hand Song (Inpop)	2
NEWSONG You Are My King (Benson)	2

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# Programmers Pontificate

Three Latin-format programmers discuss their pasts and paths to success

By Tony Campos

**H**ello, radio industry! I've been Program Manager at HBC's WAMR-FM (Amor 107.5)/Miami for almost a decade now, and it is an honor for me to sit in this week as Latin Formats Editor for this prestigious publication.

I want to take this opportunity to tell all of you out there a little bit about the world of Spanish radio and, especially, to inspire those of you who are looking for a chance to start a career in broadcasting. I'll use my previous achievements and those of two radio professionals I admire to give you an idea of what it takes to make it in this business.

## A Sense Of Security

My career in radio encompasses a period of more than two decades. Like all of us in the business, I started at the bottom and learned a lot to make my way to the top, assuming all sorts of responsibilities on and off the air. As a young disc jockey, I worked as a sound editor for political and community events. As a young programmer, I had the opportunity to lead an FM station in New York while participating in local charity races in the Big Apple.

Now, as PD of Amor 107.5, I encourage my staff to do their best every day. Being successful at my job means I do everything from giving my part-time employees the tools they need to improve and gain experience to letting big personalities like Javier Romero have all the creative freedom he needs to maintain the No. 1 morning show in Miami while keeping tabs on the station's needs.

Amor 107.5 has pretty much the same on-air talent today as it did when it was created in 1995. The key to keeping talent, I believe, is to continuously train all the staff so they can improve and maintain their jobs. This gives them a real sense of security and, at the same time, solidifies the station's image. You can always count on hearing your favorite radio personalities on Amor 107.5.

So that talent does not become complacent, I propose demanding but satisfying projects for the station to execute, like the Concierto



Tony Campos

Amor a la Música series, events like El Mes del Amor and specialty shows like *El Hit Parade de América* and *Lo Mejor del Desayuno Musical*. This gets the talent involved in producing and stage-managing roles that they would not otherwise experience.

## Community Is Key

But Amor would not be as successful as it is if not for our community involvement. I try to serve as an example by contributing to different charities. Aside from monetary contributions, I've dedicated my time to community events, such as serving as emcee for United Way events.

I've worked on the St. Jude radio marathons, both as talent and coordinator of the on-air event and as a strong leader in getting record labels to cooperate with this cause by bringing stars to the charity dinner. I was also one of the March of Dimes' Radio Awards emcees in 1999.

The trick is to involve the whole staff. For example, we all love to do toy drives. The idea is to work in unison, calling people and giving listeners addresses of places to go to help, finding kids who want their wishes granted, etc. On the day of the actual toy giveaway I am with the staff, helping the volunteers and taping promos by the kids thanking the Amor 107.5 audience for their help.

For almost a decade Amor 107.5 has been No. 1 in the Miami radio market, and a big reason for that is the teamwork that exists here. I believe that good radio depends on one simple concept: giving the audience what they want. I'm always pushing to give the audience the good programming they want — songs, contests, etc. — and the personalities who give their community what they want, such as food and shelter.

Incredible achievements in my career were when Amor 107.5 be-

came HBC's Station of the Year in 1996 and when I received HBC's Program Director of the Year Award in 2001. Now, this great opportunity to inform and inspire others is another great milestone. To those who want to start in the world of broadcasting, keep searching and keep knocking on doors. I hope to read about you in these pages in the future.

What I've done in Miami is just an example of what other great Spanish broadcasters are doing all over the country. That is why I asked two people whom I admire to take the time to give their thoughts, especially to those who are looking to get into the business.

## Yolanda Navarro

PD, KLOQ/Merced, CA

Talking about how I started and have developed my career in radio brings back a lot of memories, but it's also very satisfying to realize how far I've come. I've been working in radio for about 13 years, and believe me when I say it feels as if I've just opened and closed my eyes.

**"Be flexible, and remember that radio doesn't sleep, so you have to get used to working nights and weekends."**

Tito Galarza

Maybe it seems that way because I'm one of those few people who really enjoys what they do. I can't — nor do I want to — imagine doing anything else but radio. This is my true calling. I've known it since childhood, when I would look for any opportunity to be close to a radio station.

I've had the privilege to work in several markets, some more important than others. I began my

career in 1990 in Livingston, CA, a town about 70 miles north of Fresno. I began, as most people do, working as a DJ on the weekends and looking to be offered a full-time job.

I finally got my break when I found out about an opening at KOQO (La Super Q)/Fresno, but that thrill was short-lived, because the station was sold soon afterward. However, that didn't stop me from striving to reach my goal. After Livingston and Fresno, I looked for new adventures in Oxnard, CA, where I had the opportunity to get to know and work with people like Juan Carlos Hidalgo, Elio Gómez and Alberto Vera (also known as "Brown Bear"). My experiences there gave me knowledge and discipline.

Due to personal circumstances, I returned to my hometown of Los Baños, CA, where I had spent my childhood, teenage years and part of my adult life. In 1995 I was asked to work at KOFY-AM/San Francisco as morning co-host.

## Prepare For Everything

San Francisco was the market that opened many doors for me.

Soon after I arrived I was invited to be part of the programming team and had the opportunity to be present at music meetings. I later managed the promotions department and was asked to program a station. Eduardo León called me to offer me the PD position

at KLOQ (Radio Lobo), which has been my home for the past six years. This is where I've applied my experience, knowledge and persistence.

I've had to work to get here, and I've worked very hard to maintain it. Merced is a small market, but it has a lot of growth potential. In the next few months California's next university will be built here, and that will be very important for the market. I've managed to keep KLOQ the No. 1 Spanish-language station and No. 2 in the market. That's difficult but not impossible. The biggest challenge has been getting people to believe in me. That's why I thank Eduardo every time I can for his vision.

It's difficult to start a career in radio. If I could give a recommendation to those who want to start in broadcasting, the first thing I would say is to prepare yourselves in every way possible. It is important that you know how to speak English, because that's the only way you can communicate with management.

It's also important that you have computer skills so you won't go through what I did when Eduardo told me I had to learn how to program a computer and I had the scare of my life. Those were hard times, but now I can even replace a hard drive.

Another important recommendation is to read a lot and to have at least basic knowledge of everything affecting us today. Much more important than the knowledge we have is being able to recognize the opportunities that we are handed and not throw them away, because, believe me, they come once in a lifetime.

## Tito Galarza

Former PD, WONQ/Orlando

I began my radio career in the late '70s at WIAC-FM (Sistema 102) in San Juan, Puerto Rico. While studying communications in college I visited several radio stations because I to get to know the people who worked there and to learn the industry.

During my college years I chose to spend my free time learning and visiting these stations instead of partying with my friends. This decision was fundamental to my reaching my goals in the radio and TV industries.

I had the opportunity to intern at WZBS and WZAR in Ponce, Puerto Rico as an operator. I was able



Yolanda Navarro

to learn the industry, the equipment and the different aspects of programming. These internships were key when I was looking for a job, because they counted as experience. Later, WIAC-FM changed to a ballad format, and Rafi Ortiz and I designed the format.

My recommendations for those starting a career in radio are as follows:

1. Get a college degree. Without it, you can't compete.
2. Read constantly (newspapers, magazines, etc.), and stay on top of world events in every area (entertainment, news, etc.).
3. Network with the media (radio stations), its directors and other staff.
4. Volunteer your services. It will allow you the opportunity to learn how to use the equipment, and you'll work in several areas. Doing this is as important as going to college, and it's something you should do even before beginning your first year of college and full-time during the summer and other vacation time. Even though you may not get paid, you will acquire valuable skills.
5. Be flexible, and remember that radio doesn't sleep, so you have to get used to working nights and weekends.
6. Use the Internet to listen to and read about the industry worldwide. Every book and all the information are at your fingertips.
7. Always remember that you will have to knock on a lot of doors before one opens, so persevere, and never give up. Remember that success is when your dreams come true. Never stop dreaming.



# RADIO MÚSICA®

## This Week In Latin-Formatted Music

### News



A.B. Quintanilla

• The 23rd annual Tejano Music Awards, which honor the best artists in Tejano music, were handed out on April 5 at the SBC Complex/Freeman Coliseum in San Antonio.

The 2003 winners are: Male Vocalist of the Year, Jay Pérez; Female Vocalist of the Year, Jennifer Peña; Male Entertainer of the Year, A.B. Quintanilla; Female Entertainer of the Year, Jennifer Peña; Song of the Year, "Yo Te Voy A Amar" by Jimmy González Y Grupo Mazz;

Regional Mexican Song of the Year, "En La Misma Cama" by Liberación; Album of the Year — Conjunto Traditional, *A Mi La Cula*, Hometown Boys; Album of the Year — Tejano Norteño, *Sueños*, Intocable; Album of the Year — Conjunto Progressive,



Intocable

*Estamos Unidos*, David Lee Garza y Los Musicales; Album of the Year — Group, *Si Me Faltas Tú*, Jimmy González Y Grupo Mazz; Crossover Song of the Year, "Ahora Que Hago Sin Ti" by Jimmy González Y Grupo Mazz; Show Band of the Year, Kumbia Kings; Vocal Duo, Shelly Lares & Elida Reyna, "Amiga"; Most Promising Band of the Year, Chris Pérez Band.



Jennifer Peña

• It will be a rare opportunity to see **Armando Manzanero** in concert April 26 at the James L. Knight Center in Miami. Best known for the love songs he has written that have been hits for megastars like Luis Miguel, Julio Iglesias and Marco Antonio



Armando Manzanero

Muñiz, Manzanero is Mexico's most loved singer-songwriter. "Somos Novios," "No Sé Tú," "Por Debajo De La Mesa," "Adoro" and "Esta Tarde Vi Llover" are a few of the more than 400 songs "El Maestro" has written.

Several surprise guest artists will join Manzanero onstage to pay tribute to him. He will also be honored by the General Consul of Mexico and the Cultural Institute of Mexico for his long and successful career and many contributions to music.

• Mexican rock band **Panteón Rococó** have contributed two songs to the movie *Sin Ton Ni Sonia*, directed by Carlos Sama "Hari." The first song is a remake of "Sunny," now called "Sonia." The second is "La Rubia y El Demonio," the video for which is currently being shot and directed by Hari.



Jimmy González



**UNIVERSAL APPEAL** Banda El Recodo made history at the Universal Amphitheatre in Los Angeles on April 4. Not only was the venue sold out, but it was also the first time a banda act performed solo on this stage. The "Mother of All Bands," as they are known, performed hits like "Acábame De Matar," "Por Una Mujer Bonita," "Y Llegaste Tú" and "Las Vías Del Amor," and the crowd didn't stop screaming throughout their performance.

## Radio News

### Mando San Román PD, KNVO/McAllen

We're going strong with KKPS and the new station, KNVO (Oye). We're really building up a good-sized listenership. There was a void in the market. There have been stations that have tried formats similar to Oye's, but they are across the river in Mexico.



Mando San Román

I think we will be able to market this stations along with our Univision affiliate, which is also an Entravision property, and take it to the outer limits. The station is a combination of the Súper Estrella and Radio Romántica formats. We have the Romántica sound, which is mellower, and then the more upbeat Súper Estrella songs, but we decided to merge both and come out with our own mix.



This station will also make an impact across the border. We're already receiving calls from listeners in both the U.S. and Mexico. So far, so good. The station has had a positive response; people love it.

## See Them Live

MAY

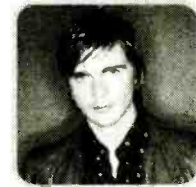
- 1 **Panteón Rococó**, Dallas
- 1 **Lila Downs**, George Washington University, Washington, DC
- 2 **Panteón Rococó**, Houston
- 2 **Lila Downs**, One World Theater, Austin
- 3 **Lila Downs**, Riverstage Amphitheater, San Angelo, TX
- 4 **Panteón Rococó**, Denver
- 4 **Lila Downs**, Houston International Festival, Houston
- 7 **Juanes**, Jackie Gleason Theater, Miami
- 10 **Juanes**, Congress Theater, Chicago
- 11 **Juanes**, First Avenue, Minneapolis
- 15 **Juanes**, Theater of Living Arts, Philadelphia
- 16 **Juanes**, Foxwoods Resort, Ledyard, CT
- 18 **Juanes**, Avalon Ballroom, Boston
- 21 **Juanes**, The Filene Center (Wolftrap), Vienna, VA
- 22 **Juanes**, La Villa Real, McAllen
- 23 **Juanes**, Planeta Bar Río, San Antonio
- 24 **Juanes**, Verizon Wireless Theater, Houston
- 26 **Juanes**, Laredo Entertainment Center, Laredo, TX
- 27 **Juanes**, Bass Performance Hall, Ft. Worth, TX
- 28 **Juanes**, Gothic Theater, Englewood, CO
- 30 **Juanes**, Dodge Theater, Phoenix
- 31 **Juanes**, Pima County Fairgrounds, Tucson



Panteón Rococó



Lila Downs



Juanes

## Please Send Your Photos

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:

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## CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>RICKY MARTIN</b> Tal Vez ( <i>Sony Discos</i> )	162
2	<b>MILLIE CORRETJER</b> En Cuerpo Y Alma ( <i>BMG</i> )	155
3	<b>ALEXANDRE PIRES</b> Amame ( <i>BMG</i> )	149
4	<b>TIZIANO FERRO</b> Alucinado ( <i>EMI Latin</i> )	137
5	<b>SHAKIRA</b> Que Me Quedes Tú ( <i>Sony Discos</i> )	134
6	<b>JUANES</b> Mala Gente ( <i>Universal</i> )	130
7	<b>THALIA</b> A Quién Le Importa ( <i>EMI Latin</i> )	123
8	<b>RICARDO ARJONA</b> Dame ( <i>Sony Discos</i> )	120
9	<b>DAVID BISBAL</b> Dígale ( <i>Universal</i> )	116
10	<b>MANA</b> Mariposa Traicionera ( <i>Warner M.L.</i> )	108
11	<b>ENRIQUE IGLESIAS</b> Para Qué La Vida ( <i>Universal</i> )	95
12	<b>OLGA TAÑÓN</b> Así Es La Vida ( <i>Warner M.L.</i> )	91
13	<b>NOELIA</b> Clávame Tu Amor ( <i>Fonovisa</i> )	78
14	<b>INDIA</b> Sedúceme ( <i>Sony Discos</i> )	73
15	<b>RICARDO ARJONA</b> El Problema ( <i>Sony Discos</i> )	71
16	<b>SIN BANDERA</b> Kilómetro ( <i>Sony Discos</i> )	56
17	<b>BACILOS</b> Mi Primer Millón ( <i>Warner M.L.</i> )	56
18	<b>JERRY RIVERA</b> Herida Mortal ( <i>BMG</i> )	56
19	<b>THALIA</b> No Me Enseñaste ( <i>EMI Latin</i> )	54
20	<b>KUMBIA KINGS f/JUAN GABRIEL &amp; EL GRAN SILENCIO</b> No Tengo Dinero ( <i>EMI Latin</i> )	53
21	<b>SIN BANDERA</b> Sirena ( <i>Sony Discos</i> )	51
22	<b>JACI VELASQUEZ</b> No Hace Falta Un Hombre ( <i>Sony Discos</i> )	47
23	<b>JENNIFER PEÑA</b> Entre El Delirio Y La Locura ( <i>Univision</i> )	47
24	<b>JENNIFER LOPEZ F/LL COOL J</b> All I Have ( <i>Epic</i> )	43
25	<b>JUANES</b> A Dios Le Pido ( <i>Universal</i> )	42

Data is compiled from the airplay week of April 6-12, and based on a point system.  
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### Going For Adds

**JULIO** Los Demás (*Warner M.L.*)  
**NICOLE** Vida (*Maverick Música*)  
**OLGA TAÑÓN** No Podrás (*Warner M.L.*)  
**ALEX BAHIA** Beso En La Boca (*Balboa*)  
**BENNY** Cielo (*Warner M.L.*)  
**CASI** Soraya (*EMI Latin*)  
**GUILLERMO PLATA** Contigo Y Sin Ti (*Balboa*)  
**JORGE MORENO** Despertaré (*Maverick Música*)  
**ALONDRA** Un Amor De Cartón (*Freddie*)  
**CAROLINA** La Herida De Un Adiós (*Warner M.L.*)

## TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>GILBERTO S. ROSA</b> Si Te Dijeron ( <i>Sony Discos</i> )	172
2	<b>VICTOR MANUELLE</b> El Tonto Que No Te Olvidó ( <i>Sony Discos</i> )	138
3	<b>JERRY RIVERA</b> Herida Mortal ( <i>BMG</i> )	114
4	<b>INDIA</b> Sedúceme ( <i>Sony Discos</i> )	110
5	<b>ALEXANDRE PIRES</b> Amame ( <i>BMG</i> )	107
6	<b>LIMI-T 21</b> Perdóname ( <i>EMI Latin</i> )	103
7	<b>MARC ANTHONY</b> Barco A La Deriva ( <i>Sony Discos</i> )	96
8	<b>JOSEPH FONSECA</b> Que Levante La Mano ( <i>Karen</i> )	93
9	<b>NOELIA</b> Clávame Tu Amor ( <i>Fonovisa</i> )	87
10	<b>GRUPO MANIA</b> Niña ( <i>Universal</i> )	81
11	<b>TITO ROJAS</b> Después De Dios, Las Mujeres ( <i>MP</i> )	80
12	<b>DANIEL RENE</b> No Me Tortures ( <i>Univision</i> )	76
13	<b>OLGA TAÑÓN</b> Así Es La Vida ( <i>Warner M.L.</i> )	76
14	<b>FRANKIE NEGRON</b> Mi Mulata ( <i>Warner M.L.</i> )	68
15	<b>THALIA</b> A Quién Le Importa ( <i>EMI Latin</i> )	63
16	<b>JUANES</b> Mala Gente ( <i>Universal</i> )	62
17	<b>OSCAR D'LEON</b> Cómo Olvidarte ( <i>Universal</i> )	54
18	<b>MANA</b> Mariposa Traicionera ( <i>Warner M.L.</i> )	51
19	<b>EL GRAN COMBO</b> Se Nos Perdió El Amor ( <i>Combo</i> )	50
20	<b>MONCHY &amp; ALEXANDRA</b> Polo Opuesto ( <i>J&amp;N</i> )	46
21	<b>BACILOS</b> Mi Primer Millón ( <i>Warner M.L.</i> )	43
22	<b>KUMBIA KINGS f/JUAN GABRIEL &amp; EL GRAN SILENCIO</b> No Tengo Dinero ( <i>EMI Latin</i> )	41
23	<b>EL GRINGO DE LA BACHATA</b> A Esos Hombres ( <i>Sony Discos</i> )	39
24	<b>ENRIQUE IGLESIAS</b> Para Qué La Vida ( <i>Universal</i> )	39
25	<b>NUEVA ERA</b> Amor Eterno ( <i>J&amp;N</i> )	38

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### Going For Adds

**JORGE MIER** Candelita (*Maverick Música*)  
**FRANKIE NEGRON** Hasta Que Te Enamores (*Warner M.L.*)  
**TOÑO ROSARIO** Yerba Mala (*Warner M.L.*)

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**REGIONAL MEXICAN TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>TIGRES DEL NORTE</b> Mi Soldado (Fonovisa)	392
2	<b>CONJUNTO PRIMAVERA</b> Una Vez Más (Fonovisa)	380
3	<b>KUMBIA KINGS f/JUAN GABRIEL &amp; EL GRAN SILENCIO</b> No Tengo Dinero (EMI Latin)	348
4	<b>PALOMO</b> De Uno Y De Todos Los Modos (Disa)	333
5	<b>LIMITE</b> Papacito (Universal)	323
6	<b>INTOCABLE</b> Muy A Tu Manera (EMI Latin)	239
7	<b>TEMERARIOS</b> No Sé Vivir Sin Ti (Fonovisa)	194
8	<b>JOAN SEBASTIAN</b> Afortunado (Balboa)	190
9	<b>INTOCABLE</b> Sueña (EMI Latin)	171
10	<b>COYOTE Y SU BANDA TIERRA SANTA</b> Te Vas Amor (EMI Latin)	166
11	<b>TEMERARIOS</b> Comer A Besos (Fonovisa)	127
12	<b>CUISILLOS</b> No Voy A Llorar (Balboa)	122
13	<b>TRINI Y LA LEYENDA</b> El Amor De Mi Vida (Universal)	120
14	<b>JOAN SEBASTIAN</b> El General (Balboa)	119
15	<b>JOEL HIGUERA</b> El Baile De La Toallita (Disa)	115
16	<b>PESADO</b> No Valgo Nada (Warner M.L.)	114
17	<b>FABIAN GOMEZ Y</b> Como Quieres Que Te Quiera (Sony Discos)	111
18	<b>BANDA EL RECODO</b> Yo Quiero Ser (Fonovisa)	106
19	<b>LUPILLO RIVERA</b> Sin Fortuna (Sony Discos)	105
20	<b>PEPE AGUILAR</b> Me Falta Valor (Univision)	95
21	<b>BANDA MACHOS</b> La Suegra (Warner M.L.)	92
22	<b>GERMAN LIZARRAGA</b> Donde Vayas (Disa)	90
23	<b>JORGE LUIS CABRERA</b> Quédate Callada (Disa)	88
24	<b>JENNIFER PEÑA</b> Entre El Delirio Y La Locura (Univision)	81
25	<b>TUCANES DE TIJUANA</b> Quiero Que Seamos Novios (Universal)	79

Data is compiled from the airplay week of April 6-12, and based on a point system.  
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**Going For Adds**

- ADAN CUEN Las Mulas De Moreno (Balboa)
- RAMON AYALA Las Mielles Del Olvido (Freddie)
- PAQUITA LA DEL BARRIO Ya Remodelé La Casa (Balboa)
- IVAN DIAZ Un Año Más Sin Ti (EMI Latin)
- PRESIZZO Entre Tu Corazón Y El Mío (Warner M.L.)
- RAMON AYALA Tropa De Valientes (Freddie)
- CALIFORNIA SHOW Sirveme Un Tequila (Balboa)
- ZULY Regresa (EMI Latin)
- TRUENO A Dios Le Pido (Seven Rivers Music)
- CABALLO NEGRO Eres Lo Que Más Quiero (Balboa)

**TEJANO TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>KUMBIA KINGS f/JUAN GABRIEL &amp; EL GRAN SILENCIO</b> No Tengo Dinero (EMI Latin)	178
2	<b>INTOCABLE</b> Muy A Tu Manera (EMI Latin)	165
3	<b>JIMMY GONZALEZ &amp; GRUPO MAZZ</b> Dame Un Minuto (Freddie)	146
4	<b>JENNIFER PEÑA</b> Entre El Delirio Y La Locura (Univision)	125
5	<b>IMAN</b> Qué Mala Onda (Univision)	116
6	<b>LIMITE</b> Papacito (Universal)	109
7	<b>PALOMINOS</b> Tócame (Fonovisa)	87
8	<b>PALOMO</b> De Uno Y De Todos Los Modos (Disa)	81
9	<b>MARCOS OROZCO</b> El Parrandero (Catalina)	71
10	<b>SIGGNO</b> Es Que Te Quiero (Crown)	63
11	<b>DUELO</b> Qué Hubiera Sido (Univision)	55
12	<b>BOBBY PULIDO</b> Se Me Olvidó Otra Vez (EMI Latin)	44
13	<b>ZULY</b> No Te Voy A Olvidar (EMI Latin)	40
14	<b>VARONIL</b> Sonidero Nacional (Univision)	37
15	<b>CONTROL</b> Pequeña Y Frágil (EMI Latin)	37
16	<b>DINORA Y LA JUVENTUD</b> Quién Eres Tú (Fonovisa)	33
17	<b>LA CONTRA</b> Ya Tengo Mi Vida (Univision)	31
18	<b>COSTUMBRE</b> Cómo Olvidarte (Warner M.L.)	31
19	<b>PESADO</b> No Valgo Nada (Warner M.L.)	30
20	<b>INTOCABLE</b> Sueña (EMI Latin)	29
21	<b>GARY HOBBS</b> Ella Se Fue (AMMX)	28
22	<b>ALAZZAN</b> Contigo O Sin Ti (Freddie)	28
23	<b>PRISCILA Y SUS BALAS DE PLATA</b> Herida De Amor (Univision)	24
24	<b>ZERENO</b> Te Vas Con El (Discos MM)	24
25	<b>BIG CIRCO</b> La Maquinita (EMI Latin)	23

Data is compiled from the airplay week of April 6-12, and based on a point system.  
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**Going For Adds**

- RAMON AYALA Las Mielles Del Olvido (Freddie)
- TRUENO A Dios Le Pido (Seven Rivers Music)
- ATRAPADO La Ladrona (Freddie)
- CLAUDIA LOPEZ Abrázame (MP)
- RAMON AYALA La Puñalada Al Corazón (Freddie)
- ATRAPADO La Ladrona (Freddie)
- LOS CHAMACOS Rubén Vela Special (Freddie)
- SOLIDO Hasta La Cima Del Cielo (Freddie)

**Rock/Alternative**

TW	ARTIST Title Label(s)
1	<b>MOLOTOV</b> Frijolero (Universal)
2	<b>CAFE TACUBA</b> Déjate Caer (MCA)
3	<b>INSPECTOR</b> Amargo Adiós (Universal)
4	<b>EL GRAN SILENCIO</b> Super Riddim Internacional (EMI Latin)
5	<b>ATERCIOPELADOS</b> Mi Vida Brilla (BMG)
6	<b>RESCORTE</b> Alcohol (Warner M.L.)
7	<b>VOLUMEN CERO</b> Tortugas Y Sumos (Warner M.L.)
8	<b>GUSTAVO CERATI</b> Cosas Imposibles (BMG)
9	<b>ENANITOS VERDES</b> Amores Lejanos (Universal)
10	<b>JAGUARES</b> Te Lo Pido Por Favor (BMG)
11	<b>JARABE DE PALO</b> Bonito (EMI Latin)
12	<b>JAGUARES</b> No Dejes Que (BMG)
13	<b>JULIO</b> Los Demás (Warner M.L.)
14	<b>RABANES</b> Acetona (Crescent Moon)
15	<b>LOS PERICOS</b> Complicado Y Aturdido (Universal)

Songs ranked by total number of points. 21 Rock/Alternative reporters.

**Record Pool**

TW	ARTIST Title Label(s)
1	<b>VICTOR MANUELLE</b> El Tonto Que No Te Olvidó (Sony Discos)
2	<b>TITO ROJAS</b> Después De Dios, Las Mujeres (MP)
3	<b>GILBERTO S. ROSA</b> Si Te Dijeron (Sony Discos)
4	<b>TITANES</b> Dejaría Todo (Fuentes)
5	<b>KUMBIA KINGS f/JUAN GABRIEL &amp; EL GRAN SILENCIO</b> No Tengo Dinero (EMI Latin)
6	<b>TIZIANO FERRO</b> Alucinado (EMI Latin)
7	<b>SON DE CALI</b> Tan Buena (Univision)
8	<b>CHARLIE VALENS</b> Disco Malo (MP)
9	<b>MONCHY &amp; ALEXANDRA</b> Polo Opuesto (J&N)
10	<b>DANIEL RENE</b> No Me Tortures (Univision)
11	<b>RUBEN DEL RIO</b> La Loca (J&N)
12	<b>JENNIFER PEÑA</b> Entre El Delirio Y La Locura (Univision)
13	<b>TAINO</b> Festival (MP)
14	<b>ANTHONY CRUZ</b> Qué Bombón (MP)
15	<b>NUEVOS SABROSOS</b> Me Voy De Party (Más Music)

Songs ranked by total number of points. 23 Record Pool reporters.



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 in the pages of  
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Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

**Deadline**

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727 Only free positions sought ads are accepted by e-mail to [llinares@radioandrecords.com](mailto:llinares@radioandrecords.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

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 +PERSONALITY PLUS #PP-181, KHKS/Kidd Kraddick, KRTH/Gary Bryan, WRQX/Jack Diamond, WBBO/Mason Dixon & Bill Connolly, \$10  
 +PERSONALITY PLUS #PP-180, Z100/Elvis Duran & Zoo, WXKS/Matt Siegel, WNKS/Ace & T.J., KNBR/John London, \$10 cassette, \$13 CD.  
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 +PROFILE #S-480, CHARLOTTE! CHR AC UC AOR Gold Ctry \$10.00.  
 +PROFILE #S-481, DALLAS! CHR AC UC AOR Gold Ctry \$10.00.  
 +PROMO VAULT #PR-52, promo samples - all formats, all market sizes. Cassette \$12.50.  
 +SWEEPER VAULT #SV-38, Sweeper & Legal ID samples, all formats. Cassette \$12.50.  
 +CHN-32 (CHR NIGHTS), +MR-10 (ALTERNATIVE), +F-28 (ALL FEMALE), +Q-24 (ALL OLDIES) +JO-1 (RHY. OLDIES), +T-9 (TALK), at \$10.00 each.  
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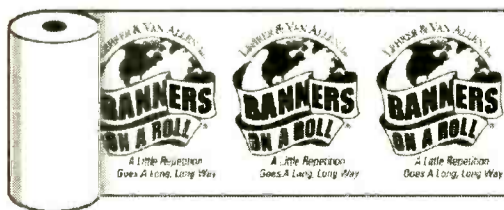
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## CHR/POP

LW	TW	
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)
2	2	3 DOORS DOWN When I'm Gone (Republic/Universal)
4	3	R. KELLY Ignition (Jive)
6	4	JUSTIN TIMBERLAKE Rock Your Body (Jive)
3	5	AMANDA PEREZ Angel (Powerhouse/Virgin)
5	6	JENNIFER LOPEZ FILL COOL J All I Have (Epic)
13	7	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)
10	8	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
8	9	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
7	10	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)
12	11	AALIYAH Miss You (BlackGround/Universal)
15	12	CHRISTINA AGUILERA Fighter (RCA)
9	13	AVRIL LAVIGNE I'm With You (Arista)
27	14	EVANESCENCE Bring Me To Life (Wind-up)
11	15	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)
16	16	GOOD CHARLOTTE The Anthem (Epic)
14	17	B2K AND P. DIDDY Bump, Bump, Bump (Epic)
17	18	BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)
20	19	STACIE ORRICO Stuck (Forefront/Virgin)
24	20	GINUWINE Hell Yeah (Epic)
25	21	MATCHBOX TWENTY Unwell (Melisma/Atlantic)
30	22	SEAN PAUL Get Busy (40/40/VP/Atlantic)
29	23	AVRIL LAVIGNE Losing Grip (Arista)
22	24	T.A.T.U. All The Things She Said (Interscope)
26	25	JUSTIN TIMBERLAKE Cry Me A River (Jive)
23	26	EMINEM Superman (Shady/Aftermath/Interscope)
31	27	MADONNA American Life (Maverick/WB)
32	28	FIELD MOB Sick Of Being Lonely (MCA)
21	29	TLC Damaged (Arista)
34	30	COLDPLAY Clocks (Capitol)

### #1 MOST ADDED

KELLY CLARKSON Miss Independent (RCA)

### #1 MOST INCREASED PLAYS

EVANESCENCE Bring Me To Life (Wind-up)

### TOP 5 NEW & ACTIVE

LINKIN PARK Somewhere I Belong (Warner Bros.)  
 JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)  
 JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)  
 LILLIX It's About Time (Maverick/Reprise)  
 JOHN MAYER Why Georgia (Aware/Columbia)

CHR/POP begins on Page 23.

## AC

LW	TW	
1	1	CHRISTINA AGUILERA Beautiful (RCA)
2	2	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)
3	3	PHIL COLLINS Can't Stop Loving You (Atlantic)
5	4	FAITH HILL Cry (Warner Bros.)
4	5	VANESSA CARLTON A Thousand Miles (A&M/Interscope)
6	6	NORAH JONES Don't Know Why (Blue Note/Virgin)
7	7	CELINE DION I Drove All Night (Epic)
8	8	DARYL HALL & JOHN OATES Forever For You (U-Watch)
9	9	SHERYL CROW Soak Up The Sun (A&M/Interscope)
12	10	KELLY CLARKSON A Moment Like This (RCA)
10	11	WHITNEY HOUSTON Try It On My Own (Arista)
11	12	JOSH GROBAN You're Still You (143/Reprise)
14	13	FLEETWOOD MAC Peacekeeper (Reprise)
13	14	SIXPENCE NONE THE RICHER Don't Dream... (Squint/Curb/Reprise)
15	15	PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)
17	16	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)
20	17	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)
18	18	DANA GLOVER Thinking Over (DreamWorks)
21	19	AVRIL LAVIGNE I'm With You (Arista)
19	20	REGIE HAMM Babies (Refugee/Universal South)
22	21	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
28	22	FAITH HILL One (Warner Bros.)
24	23	JAMES TAYLOR September Grass (Columbia)
23	24	HOOTIE & THE BLOWFISH Innocence (Atlantic)
25	25	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
16	26	ROD STEWART These Foolish Things (J)
26	27	NATALIE GRANT No Sign Of It (Curb)
29	28	BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)
27	29	BONNIE RAITT Time Of Our Lives (Capitol)
30	30	CHRIS EMERSON Broken Heart (Monomy)

### #1 MOST ADDED

CELINE DION Have You Ever Been In Love? (Epic)

### #1 MOST INCREASED PLAYS

FAITH HILL One (Warner Bros.)

### TOP NEW & ACTIVE

ROD STEWART They Can't Take That Away... (J)  
 MERCY ME I Can Only Imagine (INO/Curb)  
 RIC SANDLER I'll Let Ya Know (Rich ID)  
 SUZY K Teaching (Vellum)  
 LAURA PAUSINI If That's Love (Atlantic)

AC begins on Page 49.

## CHR/RHYTHMIC

LW	TW	
1	1	50 CENT In Da Club (Shady/Aftermath/Interscope)
2	2	R. KELLY Ignition (Jive)
3	3	SEAN PAUL Get Busy (40/40/VP/Atlantic)
4	4	FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)
5	5	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)
7	6	50 CENT 21 Questions (Shady/Aftermath/Interscope)
6	7	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)
8	8	NAS I Can (Columbia)
12	9	GINUWINE Hell Yeah (Epic)
10	10	LIL' KIM The Jump Off (Queen Bee/Atlantic)
11	11	TYRESE How You Gonna Act Like That (J)
13	12	AALIYAH Miss You (BlackGround/Universal)
9	13	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)
14	14	B2K Girlfriend (Epic)
19	15	FRANKIE J. Don't Wanna Try (Columbia)
15	16	JENNIFER LOPEZ FILL COOL J All I Have (Epic)
17	17	JA RULE F/ASHANTI Mesmerize (Murder Inc./IDJMG)
23	18	EMINEM Sing For The Moment (Shady/Aftermath/Interscope)
20	19	NELLY Pimp Juice (Fo' Reel/Universal)
16	20	50 CENT Wanksta (Shady/Interscope)
26	21	JUSTIN TIMBERLAKE Rock Your Body (Jive)
25	22	STAGGA LEE Roll Wit M.V.P. (ARTISTdirect)
18	23	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)
22	24	DMX X Gon Give It To Ya (Ruff Ryders/IDJMG)
21	25	2PAC FT/FRICK DADDY Still Ballin' (Amaru/Death Row/Interscope)
29	26	WAYNE WONDER No Letting Go (VP/Atlantic)
24	27	EMINEM Superman (Shady/Aftermath/Interscope)
35	28	DA BRAT In Love Wit Chu (So So Def/Arista)
28	29	LIL' MO FFABOLOUS 4 Ever (Elektra/EEG)
31	30	TALIB KWELI Get By (Rawkus/MCA)

### #1 MOST ADDED

FAT JOE F/HUEY DUNBAR Chasing Papi (Sony Discos)

### #1 MOST INCREASED PLAYS

50 CENT 21 Questions (Shady/Aftermath/Interscope)

### TOP 5 NEW & ACTIVE

JAHEIM Put That Woman First (Divine Mill/WB)  
 RATED R In Here Ta Nite (2-4-1/Universal)  
 LIL' JON & THE EASTSIDE BOYZ I Don't Give A @#\$\$% (TVT)  
 DA ENTOURAGE Bunny Hop (Universal)  
 FLOETRY Say Yes (DreamWorks)

CHR/RHYTHMIC begins on Page 31.

## HOT AC

LW	TW	
1	1	AVRIL LAVIGNE I'm With You (Arista)
3	2	MATCHBOX TWENTY Unwell (Melisma/Atlantic)
5	3	UNCLE KRACKER Drift Away (Top Dog/Lava/Atlantic)
2	4	KID ROCK W/SHERYL CROW Picture (Lava/Atlantic)
4	5	3 DOORS DOWN When I'm Gone (Republic/Universal)
6	6	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
9	7	COLDPLAY Clocks (Capitol)
7	8	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)
8	9	SANTANA F/MICHELLE BRANCH The Game Of Love (Arista)
11	10	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
12	11	JOHN MAYER Why Georgia (Aware/Columbia)
16	12	GOO GOO DOLLS Sympathy (Warner Bros.)
10	13	NORAH JONES Don't Know Why (Blue Note/Virgin)
13	14	NO DOUBT F/LADY SAW Underneath It All (Interscope)
14	15	CHRISTINA AGUILERA Beautiful (RCA)
15	16	BON JOVI Misunderstood (Island/IDJMG)
19	17	EVANESCENCE Bring Me To Life (Wind-up)
26	18	TRAIN Calling All Angels (Columbia)
18	19	FLEETWOOD MAC Peacekeeper (Reprise)
17	20	SIXPENCE NONE THE RICHER Don't Dream... (Squint/Curb/Reprise)
20	21	NO DOUBT Running (Interscope)
21	22	LISA MARIE PRESLEY Lights Out (Capitol)
22	23	MAROON 5 Harder To Breathe (Octone/J)
23	24	CHANTAL KREVIAZUK In This Life (Columbia)
25	25	NORAH JONES Come Away With Me (Blue Note/Virgin)
-	26	JEWEL Intuition (Atlantic)
24	27	HOOTIE & THE BLOWFISH Innocence (Atlantic)
27	28	SISTER HAZEL Your Mistake (Sixth Man)
30	29	FEEL Got Your Name On It (Curb)
29	30	ROBBIE WILLIAMS Feel (Virgin)

### #1 MOST ADDED

TRAIN Calling All Angels (Columbia)

### #1 MOST INCREASED PLAYS

TRAIN Calling All Angels (Columbia)

### TOP 5 NEW & ACTIVE

THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)  
 BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)  
 RACHEL FARRIS I'm Not The Girl (Big3)  
 ALL-AMERICAN REJECTS Swing Swing (DreamWorks)  
 PLUMB Real (Curb)

AC begins on Page 49.

## URBAN

LW	TW	
3	1	SNOOP DOGG Beautiful (Doggy Style/Priority/Capitol)
1	2	JAY-Z Excuse Me Miss (Roc-A-Fella/IDJMG)
4	3	SEAN PAUL Get Busy (40/40/VP/Atlantic)
2	4	50 CENT In Da Club (Shady/Aftermath/Interscope)
7	5	BUSTA RHYMES & MARIAH CAREY I Know What You Want (J)
6	6	LIL' KIM The Jump Off (Queen Bee/Atlantic)
11	7	50 CENT 21 Questions (Shady/Aftermath/Interscope)
5	8	R. KELLY Ignition (Jive)
9	9	NAS I Can (Columbia)
8	10	TYRESE How You Gonna Act Like That (J)
12	11	FABOLOUS F/LIL' MO Can't Let You Go (Elektra/EEG)
10	12	AALIYAH Miss You (BlackGround/Universal)
15	13	FLOETRY Say Yes (DreamWorks)
16	14	JAHEIM Put That Woman First (Divine Mill/WB)
13	15	WAYNE WONDER No Letting Go (VP/Atlantic)
14	16	B2K Girlfriend (Epic)
20	17	RON ISLEY F/R. KELLY What Would You Do? (DreamWorks)
17	18	GINUWINE Hell Yeah (Epic)
31	19	MONICA So Gone (J)
24	20	BONECRUSHER Never Scared (Arista)
19	21	JENNIFER LOPEZ FILL COOL J All I Have (Epic)
25	22	LIL' MO FFABOLOUS 4 Ever (Elektra/EEG)
21	23	VIVIAN GREEN Emotional Rollercoaster (Columbia)
18	24	MISSY ELLIOTT Gossip Folks (Gold Mind/Elektra/EEG)
28	25	NELLY Pimp Juice (Fo' Reel/Universal)
22	26	BABY F/CLIPSE What Happened To That Boy? (Cash Money/Universal)
32	27	MISSY ELLIOTT Pussycat (Elektra/EEG)
23	28	JUSTIN TIMBERLAKE Cry Me A River (Jive)
36	29	JOE BUDDEN Pump It Up (Def Jam/IDJMG)
35	30	HEATHER HEADLEY I Wish I Wasn't (J)

### #1 MOST ADDED

FIELD MOB All I Know (MCA)

### #1 MOST INCREASED PLAYS

50 CENT 21 Questions (Shady/Aftermath/Interscope)

### TOP 5 NEW & ACTIVE

BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown)  
 JUSTIN TIMBERLAKE Rock Your Body (Jive)  
 LIL' JON & THE EASTSIDE BOYZ Play No Games (TVT)  
 NOVEL Peach (Rawkus)  
 LSG F/LOON Just Friends (Elektra/EEG)

URBAN begins on Page 36.

## ROCK

LW	TW	
1	1	AUDIOSLAVE Like A Stone (Interscope/Epic)
2	2	3 DOORS DOWN When I'm Gone (Republic/Universal)
4	3	GODSMACK Straight Out Of Line (Republic/Universal)
3	4	FOO FIGHTERS Times Like These (Roswell/RCA)
5	5	LINKIN PARK Somewhere I Belong (Warner Bros.)
10	6	TRAPT Headstrong (Warner Bros.)
6	7	THEORY OF A DEADMAN Make Up Your Mind (Roadrunner/IDJMG)
7	8	SALIVA Always (Island/IDJMG)
8	9	SEETHER Fine Again (Wind-up)
9	10	QUEENS OF THE STONE AGE No One Knows (Interscope)
-	11	STAINED Price To Play (Flip/Elektra/EEG)
11	12	DISTURBED Remember (Reprise)
14	13	3 DOORS DOWN The Road I'm On (Republic/Universal)
12	14	CHEVELLE Send The Pain Below (Epic)
13	15	CREED Weathered (Wind-up)
18	16	SALIVA Rest In Pieces (Island/IDJMG)
15	17	SOCIALBURN Down (Elektra/EEG)
21	18	BLACK LABEL SOCIETY Stillborn (Spitfire)
16	19	RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)
17	20	REVIS Caught In The Rain (Epic)
30	21	LYNYRD SKYNYRD Red, White & Blue (Sanctuary/SRG)
23	22	POWERMAN 5000 Free (DreamWorks)
19	23	ALLMAN BROTHERS Firing Line (Sanctuary/SRG)
20	24	SEETHER Driven Under (Wind-up)
22	25	MUDVAYNE Not Falling (Epic)
24	26	STONE SOUR Inhale (Roadrunner/IDJMG)
25	27	DOUBLEDRIE Imprint (Roadrunner/IDJMG)
27	28	EVANESCENCE Bring Me To Life (Wind-up)
28	29	FORTY FOOT ECHO Save Me (Hollywood)
-	30	TAPROOT Mine (Velvet Hammer/Atlantic)

### #1 MOST ADDED

P.O.D. Sleeping Awake (Maverick/Reprise)

### #1 MOST INCREASED PLAYS

STAINED Price To Play (Flip/Elektra/EEG)

### TOP 5 NEW & ACTIVE

UNLOCO Failure (Maverick/Reprise)  
 COLO Stupid Girl (Flip/Geffen/Interscope)  
 LIVE Heaven (Radioactive/MCA)  
 (HED) PLANET EARTH Blackout (Volcano/Jive)  
 BREAKING BENJAMIN Skin (Hollywood)

ROCK begins on Page 59.



**URBAN AC**

LW	TW	ARTIST	SON	Label
2	1	TYRESE	How You Gonna Act Like That (J)	
1	2	SYLEENA JOHNSON	Guess What (Jive)	
3	3	VIVIAN GREEN	Emotional Rollercoaster (Columbia)	
4	4	RON ISLEY F/R. KELLY	What Would You Do? (DreamWorks)	
5	5	FLOETRY	Say Yes (DreamWorks)	
7	6	BRIAN MCKNIGHT	Shoulda, Woulda, Coulda (Motown)	
8	7	MUSIQ	Dontchange (Def Soul/IDJMG)	
6	8	JAHEIM	Fabulous (Divine Mill/WB)	
9	9	GERALD LEVERT	Closure (Elektra/EEG)	
10	10	ERYKAH BADU F/COMMON	Love Of My Life (Magic Johnson/MCA)	
12	11	JAHEIM	Put That Woman First (Divine Mill/WB)	
11	12	HEATHER HEADLEY	I Wish I Wasn't (J)	
13	13	KEM	Love Calls (Motown/Universal)	
15	14	WHITNEY HOUSTON	One Of Those Days (Arista)	
16	15	KINFED THE FAMILY SOUL	Far Away (Hidden Beach/Epic)	
17	16	AALIYAH	Miss You (BlackGround/Universal)	
20	17	KELLY PRICE	He Proposed (Def Soul/IDJMG)	
21	18	CHICO DEBARGE	Not Together (In The Paint/Koch)	
24	19	INDIA ARIE	The Truth (Motown)	
19	20	R. KELLY	Ignition (Jive)	
22	21	JOE F/MR. CHEEKS	That Girl (Motown/Universal)	
23	22	TONY TERRY	In My Heart (Golden Boy)	
—	23	GEORGE DUKE	Guess You're Not The One (BPM)	
18	24	K-CI & JOJO	This Very Moment (MCA)	
25	25	JEFF MAJORS	Somebody Bigger (Music One)	
26	26	KENNY LATTIMORE/CHANTE' MOORE	You Don't Have To Cry (Arista)	
30	27	DAVE HOLLISTER	Tell Me Why (Motown/Universal)	
28	28	R. KELLY	Step In The Name Of Love (Jive)	
29	29	SMOKIE NORFUL	I Need You Now (Priority)	
—	30	WILLIE CLAYTON	I Love Me Some You (Clatown)	

**#1 MOST ADDED**

EARTH, WIND & FIRE All In The Way (Reprise)

**#1 MOST INCREASED PLAYS**

JAHEIM Put That Woman First (Divine Mill/WB)

**TOP 5 NEW & ACTIVE**

TOM SCOTT FIANN NESBY You Are My Everything (Higher Octave)

LSG FLOOD Just Friends (Elektra/EEG)

EARTH, WIND & FIRE All In The Way (Reprise)

KIM WATERS You Know That I Love You (Shanachie)

WHITNEY HOUSTON Try It On My Own (Arista)

URBAN begins on Page 36.

**ACTIVE ROCK**

LW	TW	ARTIST	SON	Label
1	1	LINKIN PARK	Somewhere I Belong (Warner Bros.)	
3	2	TRAPT	Headstrong (Warner Bros.)	
2	3	GODSMACK	Straight Out Of Line (Republic/Universal)	
4	4	AUDIOSLAVE	Like A Stone (Interscope/Epic)	
5	5	DISTURBED	Remember (Reprise)	
28	6	STAIN'D	Price To Play (Flip/Elektra/EEG)	
6	7	SEETHER	Fine Again (Wind-up)	
7	8	FOO FIGHTERS	Times Like These (Roswell/RCA)	
10	9	CHEVELLE	Send The Pain Below (Epic)	
8	10	MUDVAYNE	Not Falling (Epic)	
9	11	SOCIALBURN	Down (Elektra/EEG)	
11	12	3 DOORS DOWN	When I'm Gone (Republic/Universal)	
12	13	CHEVELLE	The Red (Epic)	
14	14	SALIVA	Rest In Pieces (Island/IDJMG)	
17	15	EVANESCENCE	Bring Me To Life (Wind-up)	
13	16	SALIVA	Always (Island/IDJMG)	
19	17	3 DOORS DOWN	The Road I'm On (Republic/Universal)	
18	18	REVIS	Caught In The Rain (Epic)	
21	19	COLD	Stupid Girl (Flip/Geffen/Interscope)	
15	20	DISTURBED	Prayer (Reprise)	
18	21	(HED) PLANET EARTH	Blackout (Volcano/Jive)	
25	22	POWERMAN 5000	Free (DreamWorks)	
24	23	SEETHER	Driven Under (Wind-up)	
22	24	STONE SOUR	Inhale (Roadrunner/IDJMG)	
26	25	BREAKING BENJAMIN	Skin (Hollywood)	
27	26	TAPROOT	Mine (Velvet Hammer/Atlantic)	
32	27	BLACK LABEL SOCIETY	Stillborn (Spitfire)	
30	28	UNLOCO	Failure (Maverick/Reprise)	
31	29	FINCH	What It Is To Burn (Drive-Thru/MCA)	
23	30	THEORY OF A DEADMAN	Make Up Your Mind (Roadrunner/IDJMG)	

**#1 MOST ADDED**

MARILYN MANSON Mobscene (Nothing/Interscope)

**#1 MOST INCREASED PLAYS**

STAIN'D Price To Play (Flip/Elektra/EEG)

**TOP 5 NEW & ACTIVE**

CLOSURE Look Out Below (TV-T)

FORTY FOOT ECHO Save Me (Hollywood)

MEMENTO Nothing Sacred (Columbia)

ACROMA Sun Rises Down (Republic/Universal)

P.O.D. Sleeping Awake (Maverick/Reprise)

ROCK begins on Page 59.

**COUNTRY**

LW	TW	ARTIST	SON	Label
1	1	DARRYL WORLEY	Have You Forgotten (DreamWorks)	
3	2	KENNY CHESNEY	Big Star (BNA)	
2	3	ALAN JACKSON	That'd Be Alright (Arista)	
5	4	TIM MCGRAW	She's My Kind Of Rain (Curb)	
6	5	MARTINA MCBRIDE	Concrete Angel (RCA)	
7	6	KEITH URBAN	Raining On Sunday (Capitol)	
8	7	DIAMOND RIO	I Believe (Arista)	
9	8	CHRIS CAGLE	What A Beautiful Day (Capitol)	
10	9	RANDY TRAVIS	Three Wooden Crosses (Word/Curb/Warner Christian)	
11	10	RASCAL FLATTS	Love You Out Loud (Lyric Street)	
12	11	LONESTAR	My Front Porch Looking In (BNA)	
15	12	JIMMY WAYNE	Stay Gone (DreamWorks)	
13	13	JEFF BATES	The Love Song (RCA)	
17	14	JESSICA ANDREWS	There's More To Me Than You (DreamWorks)	
18	15	MONTGOMERY GENTRY	Speed (Columbia)	
19	16	CRAIG MORGAN	Almost Home (Broken Bow)	
20	17	JO DEE MESSINA	Was That My Life (Curb)	
16	18	PHIL VASSAR	This Is God (Arista)	
25	19	TOBY KEITH	Beer For My Horses (DreamWorks)	
21	20	TRACY BYRD	The Truth About Men (RCA)	
23	21	KID ROCK W/SHERYL CROW	Picture (Lava/Atlantic)	
14	22	DEANA CARTER	There's No Limit (Arista)	
22	23	TRAVIS TRITT	Country Ain't Country (Columbia)	
24	24	GARTH BROOKS	Why Ain't I Running (Capitol)	
26	25	BRIAN MCCOMAS	99.9% Sure (Never...) (Lyric Street)	
36	26	GEORGE STRAIT	Tell Me Something Bad About... (MCA)	
29	27	BRAD PAISLEY	Celebrity (Arista)	
28	28	SARA EVANS	Backseat Of A Greyhound Bus (RCA)	
27	29	WARREN BROTHERS	Hey, Mr. President (BNA)	
32	30	TRACE ADKINS	Then They Do (Capitol)	

**#1 MOST ADDED**

BROOKS & DUNN Red Dirt Road (Arista)

**#1 MOST INCREASED PLAYS**

GEORGE STRAIT Tell Me Something Bad About Tulsa (MCA)

**TOP 5 NEW & ACTIVE**

AARON LINES Love Changes Everything (RCA)

JENNIFER HANSON This Far Gone (Capitol)

BLAKE SHELTON Heavy Liftin' (Warner Bros.)

BRAD MARTIN One Of Those Days (Epic)

CHARLIE ROBISDN Walter (Columbia)

COUNTRY begins on Page 42.

**ALTERNATIVE**

LW	TW	ARTIST	SON	Label
1	1	LINKIN PARK	Somewhere I Belong (Warner Bros.)	
2	2	EVANESCENCE	Bring Me To Life (Wind-up)	
3	3	AUDIOSLAVE	Like A Stone (Interscope/Epic)	
5	4	TRAPT	Headstrong (Warner Bros.)	
4	5	RED HOT CHILI PEPPERS	Can't Stop (Warner Bros.)	
6	6	FOO FIGHTERS	Times Like These (Roswell/RCA)	
7	7	AFI	Girl's Not Grey (DreamWorks)	
8	8	WHITE STRIPES	Seven Nation Army (Third Man/V2)	
9	9	CHEVELLE	Send The Pain Below (Epic)	
35	10	STAIN'D	Price To Play (Flip/Elektra/EEG)	
10	11	GODSMACK	Straight Out Of Line (Republic/Universal)	
11	12	QUEENS OF THE STONE AGE	No One Knows (Interscope)	
13	13	USED	Buried Myself Alive (Reprise)	
12	14	GOOD CHARLOTTE	The Anthem (Epic)	
16	15	ATARIS	In This Diary (Columbia)	
20	16	FINCH	What It Is To Burn (Drive-Thru/MCA)	
14	17	3 DOORS DOWN	When I'm Gone (Republic/Universal)	
15	18	SEETHER	Fine Again (Wind-up)	
21	19	SUM 41	The Hell Song (Island/IDJMG)	
17	20	FOO FIGHTERS	All My Life (Roswell/RCA)	
24	21	COLD	Stupid Girl (Flip/Geffen/Interscope)	
18	22	ALL-AMERICAN REJECTS	Swing Swing (DreamWorks)	
23	23	SALIVA	Rest In Pieces (Island/IDJMG)	
25	24	BLUR	Crazy Beat (Virgin)	
28	25	QUEENS OF THE STONE AGE	Go With The Flow (Interscope)	
27	26	SEETHER	Driven Under (Wind-up)	
29	27	REVIS	Caught In The Rain (Epic)	
26	28	DISTURBED	Remember (Reprise)	
31	29	(HED) PLANET EARTH	Blackout (Volcano/Jive)	
32	30	TAPROOT	Mine (Velvet Hammer/Atlantic)	

**#1 MOST ADDED**

P.O.D. Sleeping Awake (Maverick/Reprise)

**#1 MOST INCREASED PLAYS**

STAIN'D Price To Play (Flip/Elektra/EEG)

**TOP 5 NEW & ACTIVE**

TAKING BACK SUNDAY Cute Without The E (Cut...) (Victory)

SHINEDOWN Fly From The Inside (Atlantic)

EMINEM Sing For The Moment (Shady/Aftermath/Interscope)

SOUTH FM Dear Claudia (MCA)

DATSUNS In Love (V2)

ALTERNATIVE begins on Page 66.

**SMOOTH JAZZ**

LW	TW	ARTIST	SON	Label
1	1	MINDI ABAIR	Lucy's (GRP/VMG)	
2	2	DAVE KOZ & JEFF KOZ	Blackbird (Rendezvous/WB)	
6	3	KIM WATERS	Waterfall (Shanachie)	
3	4	KENNY G	Paradise (Arista)	
7	5	MICHAEL LINGTON	Still Thinking Of You (3 Keys)	
4	6	BOB BALDWIN	The Way She Looked At Me (Narada)	
5	7	BONEY JAMES	Grand Central (Warner Bros.)	
10	8	SPYRO GYRA	Getaway (Heads Up)	
9	9	JOAN OSBORNE	I'll Be Around (Compendia)	
11	10	EUGE GROOVE	Rewind (Warner Bros.)	
8	11	STEVE COLE	Off Broadway (Warner Bros.)	
15	12	CHIELI MINUCCI	Kickin' It Hard (Shanachie)	
12	13	CRUSADERS	Viva De Funk (Verve/VMG)	
13	14	GREG ADAMS	'Sup With That (Ripa/Blue Note)	
14	15	NORAH JONES	Come Away With Me (Blue Note/Virgin)	
16	16	NATALIE COLE F/DIANA KRALL	Better Than Anything (GRP/VMG)	
18	17	JEFF LORBER	Gigabyte (Narada)	
17	18	PIECES OF A DREAM	Loves Silhouette (Heads Up)	
21	19	J. THOMPSON	Tell Me The Truth (AMH)	
19	20	NESTOR TORRES	Watermelon Man (Shanachie)	
20	21	GREGG KARUKAS	Your Sweet Smile (N-Coded)	
22	22	FOURPLAY	Ju-Ju (Bluebird/AAL)	
25	23	RICK DERRINGER	Hot And Cool (Big3)	
24	24	PAUL HARCASTELE	Desire (Trippin' n Rhythm)	
27	25	NELSON RANGELL	Look Again (A440 Music Group)	
23	26	JONATHAN BUTLER	Pata Pata (Warner Bros.)	
29	27	BRIAN MCKNIGHT	Shoulda, Woulda, Coulda (Motown)	
30	28	RICHARD ELLIOT	Corner Pocket (GRP/VMG)	
26	29	DAVID LANZ	Romantica (Decca)	
—	30	BRIAN CULBERTSON	Say What? (Warner Bros.)	

**#1 MOST ADDED**

BRIAN CULBERTSON Say What? (Warner Bros.)

**#1 MOST INCREASED PLAYS**

BRIAN CULBERTSON Say What? (Warner Bros.)

**TOP 5 NEW & ACTIVE**

WALTER BEASLEY Precious Moments (N-Coded)

PHIL COLLINS Come With Me (Lullaby) (Face Value/Atlantic)

LARRY CARLTON Put It Where You Want It (Warner Bros.)

MICHAEL MANSON Keys To My Heart (A440 Music Group)

NORMAN BROWN The Feeling I Get (Warner Bros.)

Smooth Jazz begins on Page 56.

**TRIPLE A**

LW	TW	ARTIST	SON	Label
4	1	JASON MRAZ	The Remedy (I Won't Worry) (Elektra/EEG)	
1	2	COLDPLAY	Clocks (Capitol)	
2	3	JOHN MAYER	Why Georgia (Aware/Columbia)	
3	4	COUNTING CROWS	Big Yellow Taxi (Geffen/Interscope)	
7	5	FLEETWOOD MAC	Peacekeeper (Reprise)	
5	6	WALLFLOWERS	How Good It Can Get (Interscope)	
6	7	JACK JOHNSON	The Horizon... (Moonshine Conspiracy/Universal)	
10	8	BEN HARPER	With My Own Two Hands (Virgin)	
12	9	JAYHAWKS	Save It For A Rainy Day (American/Lost Highway/IDJMG)	
8	10	DAVID GRAY	Be Mine (ATO/RCA)	
11	11	LUCINDA WILLIAMS	Righteously (Lost Highway)	
9	12	DAVE MATTHEWS BAND	Grey Street (RCA)	
15	13	ZIGGY MARLEY	True To Myself (Private Music/AAL)	
13	14	RHETT MILLER	Come Around (Elektra/EEG)	
18	15	TRAIN	Calling All Angels (Columbia)	
16	16	PETE YORN	Come Back Home (Columbia)	
19	17	JOHNNY MARR	Down On The Corner (iMusic)	
20	18	TORI AMOS	Taxi Ride (Epic)	
23	19	ALLMAN BROTHERS	Firing Line (Sanctuary/SRG)	
17	20	PAUL SIMON	Father And Daughter (Nick/Jive)	
21	21	KATHLEEN EDWARDS	Six O'Clock News (Zoe/Rounder)	
26	22	FEEL	Got Your Name On It (Curb)	
22	23	BECK	Lost Cause (Geffen/Interscope)	
27	24	MATCHBOX TWENTY	Unwell (Merisima/Atlantic)	
—	25	JOHN HIATT	My Baby Blue (New West)	
24	26	SOUNDTRACK OF OUR LIVES	Sister Surround (Republic/Universal)	
28	27	MAROON 5	Harder To Breathe (Octone/J)	
—	28	JOHN EDDIE	Let Me Down Hard (Thrill Show/Lost Highway)	
29	29	DAR WILLIAMS	I Saw A Bird Fly Away (Razor & Tie)	
—	30	COLDPLAY	The Scientist (Capitol)	

**#1 MOST ADDED**

TRAIN Calling All Angels (Columbia)

**#1 MOST INCREASED PLAYS**

COLDPLAY The Scientist (Capitol)

**TOP 5 NEW & ACTIVE**

THORN♯ I Can't Remember (Aware/Columbia)

THIRD EYE BLIND Blinded (When I See You) (Elektra/EEG)

WILL HOGE Be The One (Atlantic)

EDWIN MCCAIN I Want It All (ATC/Red Ink)

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

TRIPLE A begins on Page 71.



# Publisher's Profile

By Erica Farber



## MIKE KIRTNER

President, Kindred Communications

**V**eteran broadcaster Mike Kirtner and his partner, Huntington, WV entrepreneur Tom Wolf, are as different as night and day, but these kindred spirits just celebrated their 10th year of operating Kindred Communications, a very different broadcast model located in market No. 151.

As President of the company, Kirtner leads what he refers to as an entertainment company. It includes four radio stations, West Virginia's largest nightclub, a weekly publication dedicated to Marshall University's sports teams and a couple of local restaurants. The company is also one of the largest concert promoters in the state. Kindred is a locally owned company, and Kirtner views his commitment to the community as a true partnership. His method of spreading resources around the company and utilizing self-promotion has worked very well for this small-market broadcaster.

**Getting into the business:** "My grandfather owned a cable TV system, and I always loved radio. I used to make radio tapes when I was in the fifth grade. It's all I ever wanted to do. I grew up in Huntington and went to Marshall University. I left here, went to Pennsylvania, then Louisville, then came back here as an owner."

**Moving into ownership:** "When deregulation came in, I saw that it was a good time to own radio stations but didn't think it was a particularly good time to be an employee of a station. That's when I decided I wanted to get into ownership. With deregulation comes downsizing. I didn't want to be a 50-year-old working for a 30-year-old. I've learned that the closer you are to the bank, the more control you have."

"When I was in Louisville, Capital Broadcasting was going through changes. I put together an investors group to buy the Capital property in Louisville. It didn't happen, because Ken Johnson wanted to sell the whole group. I started looking at other deals that I knew had been made in other places. One I had marked down was a station that Tom Wolf had bought. I called him two years to the day after he bought it. I figured it would take a while for him to decide if he wanted to be in the business. He didn't call me back. I knew an employee at the station and asked him to have Tom call me."

"When Tom finally did call, he said he didn't want to sell. I suggested that we meet so that, in the event he ever changed his mind, at least he would know me. That's how we started our relationship. I jokingly said to Tom that I should move back to Huntington, run for mayor and run the radio station. He called me the next day and said, 'Do you really want to run for mayor?' I said, 'Not really — my mother reads the paper.' He suggested that I think about coming back anyway. Financially, it didn't make any sense for me. He said to let him worry about the financial part. We put together the deal for me to move back to Huntington."

**Founding Kindred:** "Tom had an AM and FM here. I

went into partnership with him. Since I have been here we have changed the name to Kindred Communications and gotten into other areas of business. We also bought additional radio stations."

**Mission of the company:** "We're an entertainment company. With complete deregulation, the decision had to be made: Do you want to put millions of dollars into something that's going to give you cash flow, not return on investment, or do you want to place your money more strategically and use the radio station as the hub of the wheel? Everything we do can be related back to the station. For example, we have the Wild Dog Saloon. That idea came from what I saw in Nashville, with Gaylord owning the Wild Horse Saloon. The only difference was, we named it after our Country radio station, The Dog WDDG/Ashland, KY. We have restaurants — Fiesta Bravo and Buddy's Barbeque. That doesn't directly relate, although we do promotions. If someone needs food or a catered event, we can take care of that. If we have an advertiser that wants to promote, we can bring the whole package."

"We recently bought a weekly newspaper called *The Herd Insider*. That was a Marshall University newspaper. We're the flagship station, for Marshall sports, so this was a natural. Marshall University picked it up and made it the official newspaper of its fundraising organization. That was something we didn't anticipate. We have a circulation base of over 10,000 people. The Marshall pre-game shows became *The Marshall Herd Insider* on our radio station, and at the same time the newspaper promotes the fact that our radio station is the flagship of Marshall sports."

"Everything cross-promotes. If we're doing bumper stickers or handouts, we use our retail facilities to promote the radio station, and, in turn, the station promotes the other businesses. We have four stations, all locally programmed, with the exception of one AM that carries ESPN."

**Long-range plans:** "We will buy additional radio properties. We're looking regionally, within 150 to 200 miles of where we are. Ten years ago, when we first started, we had a celebration if we kept the stations on the air for one week in a row without any kind of downtime for technical difficulties. From that base we've been able to grow as a company. We're in a position to buy additional properties. We have management in place to buy additional properties. They will be part of a farm system to develop talent, if people want to move up."

**Biggest challenge:** "Recruitment of talent, both in sales and programming. We're doing a very poor job of getting young people into our business. I hung around a radio station for two years before I ever had a job. Now the consultants are 50 years old. This used to be a young man's business. I thought we would continue to see younger people come into it, but they're not, and that's dangerous."

"I don't think we're giving them the opportunity. First, we're trying to eliminate so many costs. It's cheaper to put on a satellite service than it is to put in a \$6-\$10 an hour person. We're doing it because of the bottom line, disregarding what's going to happen down the road in developing talent. As we get more syndicated and have one city feeding multiple stations, we're playing right into the hands of satellite radio. When satellite sounds as good as terrestrial, what difference does it make?"

**State of the industry:** "From an ownership standpoint, it's better. From an employee's standpoint, it's worse. There are fewer jobs. That's one of the things that was very important to me, to get into a situation where the people who worked here could be loyal to the company, and we could be loyal back. When people come to visit us, they say it's a throwback to what radio was 15 or 20 years ago. It's still fun. That's what drew everyone into it, and that's what's been taken away from it."

**His business:** "Our first-quarter sales were well ahead of last year's, and this is radio only. We're 12% ahead of last year, which shocks me. West Virginia is far removed from the tension of New York or Los Angeles. That's one of the good things about living here. I have a neighbor with two little girls. They were running up a field one day, and I thought, 'That looks like *Little House on the Prairie*.' Kids here are still raised as children. They don't have to grow up real quick. There is a sense of safety here that I don't think everybody is feeling."

**Something about his company that might surprise our readers:** "It's very profitable. Money is money, and radio is radio. Whether it's Huntington, Detroit or Louisville, it's all about selling advertising, providing an entertaining product for people and getting your audience to identify with you. Frankly, the biggest surprise is that doing radio here is harder than it is in a larger market. There's less margin of error. You've got to make sure you get it. If you mess it up, you don't get an 'I'll get them tomorrow' attitude. You've got to be really good every day."

**Most influential individual:** "Herb McCord, without a doubt. My nickname in Greater Media was 'Little Herb,' and I used to drink as well as him. Who's going to be the next Herb in our business? Is it going to be a stockbroker or a broadcaster? I hope there are guys out there like Herb, guys who eat, sleep and love broadcasting. Herb, Ken Johnson. It was fun. Our business has become such a cover-your-rear business. This was never meant to be a business of defense. It's always more fun when you're playing offense."

**Career highlight:** "Starting this company, because I never thought I'd do it. It wasn't something I set out to do. I've worked for about three different companies. My philosophy was that you hitched your wagon to an engine you trusted and wanted to work with for a long time. As I saw the business change, I recognized change and the importance of staying ahead of it. That way I haven't been caught playing defense. I've been very fortunate."

**Career disappointment:** "I wish I could have put together the deal in Louisville. I wasn't able to finish it. By the same token, that disappointment led to the opportunity here. That's not bad. Radio's been good to me."

**Favorite radio format:** "Talk, Rock, Country and Gospel."

**Favorite television show:** "I like the new *Dragnet*, and I like the old *Bonanza*."

**Favorite song:** "Do You Believe in Magic?" by The Lovin' Spoonful."

**Favorite book:** "I just read a book called *Crum*, about a West Virginia coal-mining town. It's hysterical."

**Favorite movie:** "It's a Mad, Mad, Mad, Mad World and *Sound of Music*."

**Favorite restaurant:** "Ruth's Chris."

**Beverage of choice:** "Sweet tea or Jack and Coke."

**Hobbies:** "Photography. Since I moved back to West Virginia, I enjoy four-wheeling. I don't hunt or fish; I just like going out in the woods. It's so pretty. It's kind of like having a horse without having to feed it."

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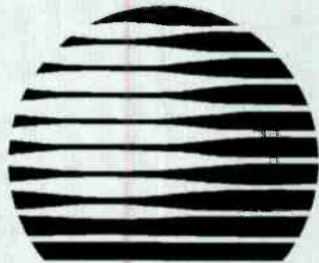
**Advice for broadcasters:** "Find the passion and start listening to your heart again. Quit just reading research. Use research as a guide, not as an absolute. Every town has an opportunity for a Kindred Communications. People still want to feel good, and that's what we're in the business of doing. We are in the entertainment business. Radio was meant to be entertaining. Sometimes we forget that. If you take care of the main thing, the share price, the profit — everything — will follow. It will all be there. Two times in my career I have moved to make less money, and I have always made more money in the long run. I've never moved just for the check."



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