

### Urban Radio Loves Its Musiq

This week R&R presents its year-end music issue for 2001, and "Love" by Musiq (Def Soul/IDJMG) was the top song of the year on R&R's Urban and Urban AC charts. The ballad was the only song to top more than one R&R chart this year.



**RADIO & RECORDS**

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

### People Meter Invades Philly!

Arbitron's long-awaited Portable People Meter will make its debut in the Philadelphia market, beginning with the spring 2002 survey. If all goes well, the meter will eliminate the Arbitron diary in the market within a year. Full details, next page.



# After 75 Years, It's Still About The Music.



## The RCA Label Group.

**30.7% AIRPLAY MARKET SHARE**

**RLG HAD MORE THAN 2,000,000 COMBINED MEDIA BASE SPINS IN 2001 - THE MOST BY ONE LABEL GROUP IN THE HISTORY OF THE R&R COUNTRY CHART**

**31 OF THE TOP 100 SONGS OF 2001**

**18 WEEKS AT #1 (35%)**

**7 #1 SINGLES**

**3 OF THE TOP 7 LABELS OF THE YEAR (#1 - ARISTA; #5 - BNA; #7 - RCA)**

**3 OF THE TOP 10 FEMALE MVPs**

**3 OF THE TOP 10 MALE MVPs**

**4 OF THE TOP 10 GROUP/DUO MVPs**



#1 Label Of The Year\*



COLUMBIA  The world is listening.

\*Over 4 Million Spins of Current Music

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Along with holiday concerts, one of the great radio phenomena of the '90s has been holiday CDs. This week Sales & Marketing Editor Pam Baker gathers dozens of CDs from around the country and does a brief review of each of them. Although Pam finds the efforts laudable, she's disappointed that most of the stations didn't seize the opportunity to use their CDs to promote themselves. This week's MMS section also features the fourth installment of our 2002 promotional events calendar and another recap of our 2001 GM Spotlight honorees. We've also got more sage advice from Internet columnist Rich Carr. Pages 10-13

**DEAD MAN WALKING**

In 1969 a popular Atlanta Talk personality placed a gun to his head and committed suicide. By 5am the next morning Neal Boortz — never one to pass up an opportunity, no matter how macabre — was at the station's front door, ready to step in for the departed host ... and, yes, he was hired. In fact, Boortz has been a full-time fixture on Atlanta radio ever since. News/Talk/Sports Editor Al Peterson profiles Boortz this week.

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**IN THE NEWS**

- Analysts speak out about radio stocks; forecast Sirius, XM subscription totals
- Bonneville resets management tiers in San Francisco, St. Louis, DC
- Sean Phillips appointed PD for WBTS/Atlanta

Page 3

**THIS #1 WEEK**

- CHR/POP**
  - NICKELBACK How You Remind Me (Roadrunner/IDJMG)
- CHR/RHYTHMIC**
  - USHER U Got It Bad (LaFace/Arista)
- URBAN**
  - USHER U Got It Bad (LaFace/Arista)
- URBAN AC**
  - MAXWELL Lifetime (Columbia)
- COUNTRY**
  - TDBY KEITH I Wanna Talk About Me (DreamWorks)
- AC**
  - ENRIQUE IGLESIAS Hero (Interscope)
- HOT AC**
  - FIVE FOR FIGHTING Superman (It's...) (Aware/Columbia)
- SMOOTH JAZZ**
  - PETER WHITE Turn It Out (Columbia)
- ROCK**
  - CREED My Sacrifice (Wind-up)
- ACTIVE ROCK**
  - NICKELBACK How You Remind Me (Roadrunner/IDJMG)
- ALTERNATIVE**
  - LINKIN PARK In The End (Warner Bros.)
- TRIPLE A**
  - DAVE MATTHEWS BAND Everyday (RCA)



**CC Rebuffs Ackerley Critics**

■ Clear Channel says Buckley, Farr have no case

By JOE HOWARD  
R&R WASHINGTON BUREAU  
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The attacks have been coming from many directions, but earlier this week Clear Channel responded and took aim at those who are trying to throw a wrench into its attempt to buy out Ackerley, shooting down objections to the deal from one of its radio competitors and a Capitol Hill congressman.

Buckley Broadcasting, which counts among its stations K WAV-FM/Monterey, filed a petition asking the FCC to deny Clear Channel's purchase of Ackerley's KION-TV and LMA of KCBA-TV. Both TV outlets are in Monterey, where Clear Channel already owns six radio stations.

CLEAR CHANNEL/See Page 23

**Columbia Makes It Four In A Row In 2001**

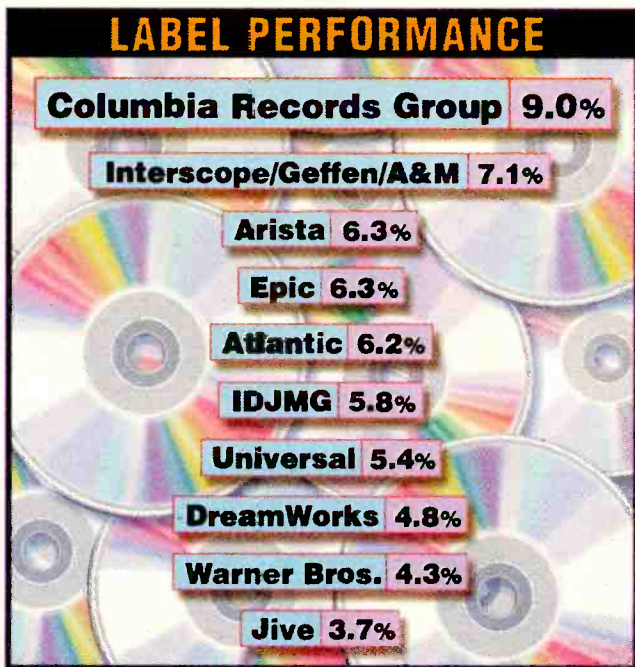
■ It's Label of the Year, as Interscope/Geffen/A&M, IDJMG, DreamWorks surge

By ANTHONY ACAMPORA  
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Sony Music Entertainment powerhouse Columbia Records has been named R&R's Label of the Year for the fourth consecutive year. Capturing 9% of R&R's overall chart share, New York-based Columbia ranks No. 1 in three out of 12 formats, with nearly 4 million cumulative plays.

Columbia's wide range of artists fueled its performance, as top hits from Destiny's Child, Train, Jagged Edge, Marc Anthony, Crazy Town and Five For Fighting all appeared at multiple formats.

"I'd like to thank R&R for acknowledging Columbia Records as the industry's No. 1 label for the fourth year in a row," Columbia Records Group Chairman Don Ienner told R&R. "I want to thank everyone at Columbia for all their hard work and dedica-



tion and congratulate them on this awesome achievement — from our visionary A&R staff, who sense a hit before it happens, to our highly committed

promotion department, led by Columbia Records Group Exec. VP/Promotion Charlie

MUSIC/See Page 23

**Journal Broadcast Appoints Kiel CEO**

Doug Kiel has been named CEO of Journal Broadcast Group, which owns 36 radio stations and four TV stations in 11 states. He will remain President of parent company Journal Communications.

The appointment marks a return to the broadcast helm for Kiel; he was President of Journal Broadcast Group until 1998. President/Radio Carl Gardner and President/Television Jim Prather will continue to report to him.

"I've asked Doug to reassume the leadership mantle at the broadcast group to take advantage of our tremendous growth



Kiel

KIEL/See Page 17

**Say Goodbye To The Diary**

■ Arbitron to roll out People Meter in Philly; full-scale PPM usage could begin in one year

By RON RODRIGUES  
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COLUMBIA, MD — Arbitron's Portable People Meter is just four books away from prime time. After a year of testing in Wilmington, DE, PPM developers declared that the device will be ready to replace diary measurement in the City of Brotherly Love beginning with the winter 2003 survey.

In preparation for the launch, Arbitron plans to outfit 1,500 Philadelphians with People Meters in time for the spring 2002 survey. That will be enough of a sample to generate the first-ever radio-listening report derived by electronic means. Arbitron



People Meter parts, from left: encoder, People Meter, docking station, dialer.

then plans to increase the sample in 1,500-person increments until it reaches its desired sample target of nearly 5,000 users in Philadelphia by the end of next year.

Then, if all goes well, live PPM measurement in Philadelphia will begin in 2003, and the technology will be rolled out to the top 100 television DMAs in five to six years.

ARBITRON/See Page 8

**Ivey Assumes PD Duties At KYSR**

■ Clear Channel cuts 48 jobs in L.A. region

By MIKE KINOSIAN  
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KIIS/Los Angeles PD John Ivey has added similar duties for Clear Channel's Hot AC sister KYSR (Star 98.7)/L.A. He replaces Angela Perelli, whose job was one of 48 eliminated in the company's 45-station L.A. region. Ivey transferred from KIIS earlier this year from CHR/Pop WXKS-FM/Boston.

"John will bring a creatively coordinated effort between KIIS



Ivey

IVEY/See Page 17





JENNIFER LOPEZ



PEARL JAM



GINUWINE



JILL SCOTT

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## Phillips' New Beat Is 'BTS/Atlanta PD

Sean Phillips has been named PD of Cox Radio's CHR/Rhythmic WBTS (95.5 The Beat)/Atlanta. Phillips, who replaces Dale O'Brian, was previously VP/OM at Ren-da's CHR/Pop KHTT/Tulsa.

Phillips told R&R, "I have long admired Cox Radio as a company made up of good broadcasters who encourage creative, motivated people, and years ago I set a goal of joining them.

"At every step of this process, as I got to know WBTS VP/GM Lori Sheridan, CHR VP/Programming J.J. Rice, WSB-AM & FM VP/GM Dave Meszaros, Cox Radio VP/co-COO Marc Morgan and Cox Radio President/CEO Bob Neil, I became more and more convinced that 95.5 The Beat was where I wanted to be. I'm thrilled to be working with

PHILLIPS/See Page 16

## Lumenello Latest Clear Channel RVP

Dick Lumenello, a radio veteran who has been in Boise, ID for 10 years, has been named Regional VP/Idaho & Montana by Clear Channel. Lumenello will retain his Market Manager duties for Clear Channel's six Boise properties and has been overseeing all 14 of Clear Channel's properties in Idaho since 1999.

Lumenello reports to Sr. VP Jay Meyers, who commented, "Dick has been unlocking the power of the region as long as anyone in the

LUMENELLO/See Page 23

### R&R Holiday Schedule

R&R's Los Angeles, Nashville and Washington, DC offices will adopt the following schedule over the holidays:

- The offices will be closed Monday, Dec. 24 and Tuesday, Dec. 25 for Christmas and Monday, Dec. 31 and Tuesday, Jan. 1 for New Year's.
- R&R will not publish a Dec. 28 issue. The deadline for the following issue, dated Jan. 4, is Friday, Dec. 28.

Look for news updates throughout the holidays via the R&R TODAY daily fax and the R&R ONLINE website ([www.rroonline.com](http://www.rroonline.com)).

### AWRT's Golden Apples



American Women in Radio & Television's New York City chapter held its Golden Apple Awards Reception Dec. 4. Hosted by Inside Edition anchor Deborah Norville, the event recognized seven media professionals for their contributions to advancing women in broadcast, electronic and allied media. Pictured (l-r) are iVillage Chairman/CEO Doug McCormick, WABC-TV news anchor Roz Abrams, The Food Network President Judy Girard, documentary producer Lucy Jarvis, Norville, Interep Chairman/CEO Ralph Guild, R&R Publisher/CEO Erica Farber and AWRT New York Chapter President Dolores Nolan.

## Analyst To Radio Investors: 'Take Some Money Off The Table'

By JEFFREY YORKE  
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Robertson Stephens media analyst James Marsh is bullish on the radio industry's long-term outlook, but the recent 30% run-up has him a bit nervous. In an industry report issued last week, Marsh suggested that investors "take some money off the table at these levels." He pointed out that, while the stocks in his radio index have "blasted off" in the last two months, they're trading at multiples that aren't supported by companies' operations estimates, which have been revised downward.

"While operations are showing slight signs of improvement," Marsh said, "we have little confidence in a stronger-than-expected turnaround in the ad market before midyear 2002." He also noted that, while radio fundamentals are "technically improving," the gains can only be considered improvements over what he called the "horrific" numbers of September and October.

Marsh downgraded several radio issues. Clear Channel was cut from "strong buy" to "buy," but its target price was raised from \$55 to \$56; Emmis, which maintains its "buy" rating, was dropped from \$23 to \$21; and Cumulus, Radio One, Regent and Salem were downgraded from "buy" to "market perform," but Radio One's target was upped from \$15 to \$17 as Marsh commended the company for its "top-notch management team and attractive demographics."

Marsh believes that national advertising is improving at a faster pace than local due to easier com-

parisons with 2000 results. But, writing in the November edition of his monthly "Trendspotter" report, Marsh also said that he believes that the "advertising environment does not indicate a pronounced trend toward recovery like it did prior to Sept. 11."

He estimates that business was off 14% in September, 11% in October and 13% in November and that December is pacing down 12% and January down 9%. "When the shock of a terrorist attack subsided [in October], we believe that sentiment among advertisers started to recover," he said. "As a result, we believe October pascings could overstate a recovery."

### Satcasters May Exceed Subscriber Estimates

While neither Sirius nor XM is issuing its own subscriber projections, Ladenburg Thalmann senior satellite analyst John Stone expects the satellite radio companies to exceed the current street consensus. He forecasts 55,000 XM subscribers by the end of Q4 '01 and 205,000 by the end of Q1 '02. By the end of 2002, he envisions 790,000 XM and 290,000 Sirius subscribers.

"The subscriber figures for the next two quarters will drive stock-price movements in this sector due to their predictive power, as seen with similar product and service launches," said Stone, who maintains his "buy" ratings for both companies with price targets of \$25 for XM and \$18 for Sirius.

While Stone noted that XM's potential sales are limited on a short-term basis because "stuffing the

ANALYST/See Page 23

DECEMBER 14, 2001

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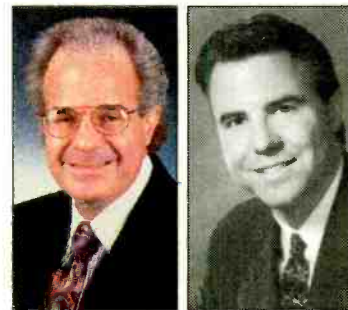
## Bonneville Mgt. Reset In Three Markets

### Two Group President posts are eliminated

Bonneville International has made several management changes in three of its top markets:

- In San Francisco, Classical KDFC VP/GM Valerie Howard has added GM duties at CHR/Pop KZQZ to succeed Allan Hotlen, who has replaced Casey Keating as KZQZ's PD and assumed marketing responsibilities for the S.F. cluster.

- In Washington, DC, News WTOP-AM & FM VP/GM Joel Oxley adds GM duties at Classical WGMS. The Group President post, held by Kari Winston, is eliminated.



Hotlen

Oxley

- In St. Louis, Country WIL VP/GM Jim Worthington has added responsibility for Adult Standards

BONNEVILLE/See Page 16

## EMI Group Picks Rose For EVP Duties

EMI Group has named John Rose Exec. VP, effective Jan. 1. Based in New York and reporting to EMI Group Chairman Eric Nicoli and EMI Recorded Music Chairman/CEO Alain Levy, Rose will oversee EMI's strategy and business-development operations and its government- and industry-affairs activities.

"Strategy and corporate development, new media and government affairs are critical to our future success, and it is important that they are central to the management of our business," Nicoli said. "I'm delighted that John is joining us and will be bringing his

ROSE/See Page 17

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## RCPD Protests Sale Of Catholic Radio Net's WAUR

□ Jilted purchaser says it lived up to terms of deal

By JOE HOWARD  
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The Radio Center for People With Disabilities is fighting mad over what it believes is a raw deal it was handed by Catholic Radio Network. The bad feeling stems from an agreement for the sale of CRN's WAUR-AM/Chicago to the RCPD. CRN, says the RCPD, backed away from the sale and is now selling the station to Midwest Broadcasting. The RCPD has asked the FCC to refuse to authorize the sale to Midwest; it also wants CRN to return \$400,000 in upfront advertising money.

RCPD Exec. Director Brad Saul told R&R that WAUR was "sold out from under" his organization. He said that the RCPD had an agreement in place and FCC authority to go forward with the purchase, but CRN abandoned the deal after failing to deliver on some of its obligations. He added, "We would have closed in March if they had done these things."

Saul said CRN dragged its feet on an engineering study and that, when it finally did the study, two of the readings "defied the laws of physics." The engineer CRN employed, he said, used global-positioning-system technology to gather the readings — a practice prohibited by the FCC.

Saul noted that the RCPD has been operating WAUR under an LMA and

that it went along with CRN when the network raised the monthly LMA fee from \$10,000 to \$25,000, a price he said was not in their agreement. Sources familiar with the deal told R&R that the RCPD had not lived up to its financial obligations regarding the purchase, but Saul responded, "We went out of our way financially."

CRN referred R&R's calls to attorney John Pelkey, who said the network is planning to file a response to the RCPD's petition to the FCC. He declined to comment on the specifics of the RCPD's allegations, saying that he is still gathering information. "I want to be sure any response is complete," Pelkey said. "Everything we have to say will be in the opposition we'll be filing."

## SBS Sees Fiscal Q4 Cash Flow Decline

By JEFFREY YORKE  
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Miami-based Spanish Broadcasting System last week reported that broadcast cash flow dropped 15%, to \$14.5 million, during its fourth quarter, while EBITDA was down 21%, to \$11.5 million, and after-tax cash flow slipped 39%, to \$3.6 million. SBS said its net revenue climbed 6%, to \$36 million, but it saw a net loss of \$1.6 million, or 3 cents per share, compared to net income of \$1.8 million, or 3 cents, in fiscal Q4 2000. On a same-station basis, net revenue fell 1%, and BCF dipped 7%.

For the full year, BCF fell 23%, to \$50 million; EBITDA declined 11%, to \$39.5 million; and ATCF fell 34%, to \$13.1 million. Net revenue improved 9%, to \$134.3 million, and the net loss narrowed from \$10.6 million to \$7.6 million.

Meanwhile, the company will adjust its fiscal year. While SBS's fiscal 2001 ended on Sept. 30, its fiscal 2002 won't start until January. (It will still report financial results for Oct.

1-Dec. 30, 2001.) SBS's board of directors voted last month to make the change; the company's fiscal year formerly ended on the last Sunday in September and will now end on the last Sunday in December.

The company last week also completed a \$335 million debt exchange. The deal, announced in October, was an offer to exchange \$235 million in 9 5/8% senior subordinated notes due 2009 that originated with the com-

pany's November 1999 IPO, along with another \$100 million in 9 5/8% senior subordinated notes due 2009 that came from a private investor in June. The debt was rolled into one loan, now all public debt. A company spokesman told R&R that SBS does not anticipate seeking additional funding in the near future.

In a Wall Street review of the company, Merrill Lynch analysts Jessica Reif Cohen and Keith Fawcett said SBS's ratings were "up significantly" in Los Angeles, New York and Chicago and that the company "appears extremely well-positioned when ad demand improves." If sustained, the Los Angeles ratings could imply incremental net sales of roughly \$20 million to \$25 million. The analysts have a "buy" rating on SBS and a 12-month target price of \$15.

## BUSINESS BRIEFS

### Abernathy: FCC May Process EEO Rules Soon

FCC Commissioner Kathleen Abernathy told reporters this week concerning the commission's process for designing new EEO rules, "I don't see this taking a particularly long period of time." She acknowledged, however, that the EEO rules have concerns attached to them that could lead to longer consideration. "It's an emotional as well as a legal issue," Abernathy said, also citing the FCC's responsibility to consider precedent when crafting a policy. She noted that the new EEO proposal, set to be introduced this week, will be broadly worded so that a wide range of comment can be collected.

Senate Majority Leader Tom Daschle recommended Jonathan Adelstein for the vacant Democratic slot as an FCC Commissioner in a Nov. 15 letter to President Bush, but as yet there has been no sign of progress toward an official nomination. Such letters are ordinarily a formality — the result of tentative approvals and agreements already made by both parties — and are usually quickly processed as nominations by the White House. One insider suggested, "Bush is using Daschle as a punching bag until he gets what he wants," but another source told R&R that Adelstein's nomination is safe, but the White House is currently focused on the war and the economy. That source said Adelstein's arrival at the FCC will probably not occur until late in the second quarter of 2002.

### All Clear Channel Stations To Join RAB

All Clear Channel Communications radio stations will become RAB members in a deal that covers the stations through 2003. RAB President Gary Fries, who struck the agreement with Clear Channel Radio COO John Hogan, told R&R that about 90% of Clear Channel stations are already RAB members, but it had in the past been up to individual stations to decide whether to join.

### FCC Actions

Barnstable Broadcasting faces up to \$16,000 in FCC fines for violations concerning EAS rules and tower lighting at KGGO & KJJY/Des Moines. Barnstable, which has sold the stations to Wilks Broadcasting, does not dispute the charges. It did, however, take issue with the FCC's claim that Wilks took total control of the stations under a time-marketing agreement. Barnstable successfully argued that its station manager still had a "meaningful managerial presence" at the stations.

The FCC has admonished noncommercial WNCW-FM/Spindale, NC for airing what the commission considers commercials. WNCW argued that announcements promoting a concert — produced by a for-profit company that WNCW described as a "longtime supporter" of the station —

Continued on Page 8

### R&R Stock Index

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

	Change Since				
	12/7/00	11/30/01	12/7/01	12/7/00	11/30/01-12/7/01
R&R Index	234.54	219.94	224.56	-4.3%	+2.1%
Dow Industrials	10,617.36	9851.56	10,049.46	-5.3%	+2%
S&P 500	1343.55	1137.88	1158.31	-14%	-2%

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# Maximize TSL Without Killing Your Cume

## Coleman's New *FACT with TSL Max*<sup>™</sup> Solves Radio's Biggest Programming Issue

### THE PROBLEM

Most radio stations already know that library music testing is essential if they want to stay on top of the music tastes of their audience. But, as many have discovered, music testing has the potential to backfire – to hurt rather than help the ratings. How? "Hyper focus" is most often the culprit. You know the symptoms. You drill down on your P1 listeners to the point that you get a library that is overly focused. The station sounds exactly like what your P1s want, but you've ignored the Cume. It's fine if you have no competition, but when you do, watch out.

With any level of competition, "hyper focus" feeds on itself driving the station in a downward spiral. P1 focus backfires. At first your

Cume erodes. Then you get so narrow that your TSL falls apart. Modern AC, Hot AC, Rhythmic CHR, Country, Alternative — every format has fallen victim. In the search for TSL, stations who over focus lose the balance between maximizing Cume and TSL.

Some stations do the opposite. Their test is too broad. Cume oriented or "montage" screened studies yield a list of songs that are liked in the market, but is too broad for "reining in" or "focusing" the sound of the station.

You get people to Cume the station only to find that you've produced a TSL nightmare. Without TSL, radio stations simply cannot achieve strong ratings.

### THE SOLUTION

- **FACT with TSL Max** is a revolutionary, patent-pending way of measuring your audience's music tastes.

- **FACT with TSL Max** is the first and only library music testing method that identifies the exact songs that drive Cume and those that drive TSL. Now you can find those Cume songs that simply would not test in the "hyper focused" old approach to music testing.

- **FACT with TSL Max** is the only library testing method that ensures that your station will not sacrifice Cume for TSL or TSL for Cume. **FACT with TSL Max** provides powerful insight that yields music optimally balanced for both Cume and TSL delivery.



#### Proven Strategic Insight from Coleman

**FACT with TSL Max** also includes the proven Fit and Compatibility measures made famous by Coleman's original FACT music testing methodology. Fit and

Compatibility are the best way to focus your music mix on songs listeners expect on your station and songs compatible with your Core sound.

All of these tools, plus our state-of-the-art pcFACT software, allow Coleman to give you the extra insight you need to win.

#### Maximize TSL without killing your Cume.

Learn more about *FACT with TSL Max* from (left to right) Warren Kurtzman, John Mönninghoff, Jon Coleman and Chris Ackerman at (919) 571-0000 or [info@ColemanInsights.com](mailto:info@ColemanInsights.com).

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## DEAL OF THE WEEK

• **KWED-AM/Seguin (San Antonio), TX \$940,000**

## 2001 DEALS TO DATE

**Dollars to Date: \$3,741,432,061**  
(Last Year: \$24,930,429,133)

**Dollars This Quarter: \$479,629,708**  
(Last Year: \$855,884,133)

**Stations Traded This Year: 1,010**  
(Last Year: 1,779)

**Stations Traded This Quarter: 180**  
(Last Year: 203)

## TRANSACTIONS AT A GLANCE

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

- WYMR-AM /Bridgeport, AL \$36,000
- KFTM-AM & KBRU-FM/Ft. Morgan, CO \$688,000
- WKIG-FM/Glennville, GA \$250,000
- WGUC-FM/Cincinnati, OH Undisclosed

# Texas Transaction Highlights Quiet Week

■ San Antonio-area FM sells for \$940,000; University of Cincinnati sells Classical FM

### Deal Of The Week

#### Texas

**KWED-AM/Seguin (San Antonio)**

**PRICE:** \$940,000  
**TERMS:** Asset sale for cash  
**BUYER:** Seguin Media Group, headed by Limited Partner James Story. Phone: 830-372-3011. It owns no other stations.  
**SELLER:** Pinwheel Communications Co., headed by President Bennie Bock. Phone: 830-379-2234  
**FREQUENCY:** 1580 kHz  
**POWER:** 1kw day/253 watts night  
**FORMAT:** Country

#### Alabama

**WYMR-AM/Bridgeport**

**PRICE:** \$36,000  
**TERMS:** Asset sale for cash  
**BUYER:** Dade County Broadcasting Inc., headed by President/Director Evan Stone. Phone: 706-657-7594. It owns one other station. This represents its entry into the market.  
**SELLER:** KEA Radio Inc., headed by President Ronald Livengood.

Phone: 256-259-2341  
**FREQUENCY:** 1480 kHz  
**POWER:** 1kw day/39 watts night  
**FORMAT:** Adult Standards

#### Colorado

**KFTM-AM & KBRU-FM/Ft. Morgan**

**PRICE:** \$688,000  
**TERMS:** Asset sale for cash  
**BUYER:** Hunt Broadcasting Inc., headed by Manager Janice Hunt. Phone: 303-989-3920. It owns three other stations. This represents its entry into the market.  
**SELLER:** Arnold Broadcasting Co., headed by President William Arnold. Phone: 970-522-1607  
**FREQUENCY:** 1400 kHz; 101.7 MHz  
**POWER:** 1kw; 3kw at 135 feet  
**FORMAT:** Oldies; AC  
**BROKER:** Al Perry of Satterfield & Perry

#### Georgia

**WKIG-FM/Glennville**

**PRICE:** \$250,000  
**TERMS:** Asset sale for cash  
**BUYER:** Bullie Broadcasting Corp., headed by VP Jim Lewis.

Phone: 912-369-4852. It owns two other stations. This represents its entry into the market.  
**SELLER:** Tattnall County Broadcasting, headed by President John Cobb. Phone: 912-654-3580  
**FREQUENCY:** 106.3 MHz  
**POWER:** 6kw at 299 feet  
**FORMAT:** AC  
**COMMENT:** This deal originally ap-

peared in the Dec. 7, 2001 issue of R&R with an undisclosed price.

#### Ohio

**WGUC-FM/Cincinnati**

**PRICE:** Undisclosed  
**TERMS:** No cash consideration  
**BUYER:** Cincinnati Classical Pub-

lic Radio, headed by President/CEO Richard Eiswerth. Phone: 513-241-8282. It owns no other stations.  
**SELLER:** University of Cincinnati, headed by President Joseph Steger. Phone: 513-556-3233  
**FREQUENCY:** 90.9 MHz  
**POWER:** 15kw at 880 feet  
**FORMAT:** Classical

## Calls From The Street

Below are the latest analysts' calls from Wall Street.

Company	Analyst	Rating	Target Price
Clear Channel Communications	James Marsh, Robertson Stephens	Strong buy	\$55
Cox Radio	Keith Fawcett and Jessica Reif Cohen, Merrill Lynch	Buy	N/A
	James Marsh, Robertson Stephens	Market perform	\$22
Cumulus Media	Richard Read, Credit Lyonnais	Hold	\$12.70
	Andrew Marcus, Deutsche Banc	Strong buy	\$17
	James Marsh, Robertson Stephens	Buy	\$12
	Richard Rosenstein, Goldman Sachs	Market perform	N/A
Disney	Timothy Wallace, Banc of America	Buy	\$25
Emmis Communications	James Marsh, Robertson Stephens	Buy	\$24
	Andrew Marcus, Deutsche Banc	Buy	N/A
	Richard Rosenstein, Goldman Sachs	Market outperform	N/A

Continued on Page 8

**R&R**  
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**FEBRUARY 21-23**



# — Shocking Evidence Revealed! — THE DIRTY LITTLE SECRETS OF CALLOUT RESEARCH

*Let's face it; it's getting harder and harder for the big research companies to meet your needs. Quotas are being missed, deadlines blow by, and you're left to make music decisions with fewer and fewer completed interviews each week (or every other week, if you're lucky).*

SAN DIEGO — In an effort to finish your callout, so they can move on to the next client, some research companies are cutting corners to bolster their profit margins, at the expense of providing you with solid, usable research information.

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## Westwood One

Continued from Page 1

The demand for information has increased dramatically recently, he noted, citing *The Laura Ingraham Show* as an example. The program signed on last spring with only 10 affiliates and now has more than 170.

Hollander also said that beefing up Metro Networks' traffic-reporting infrastructure — adding cameras to the top of New York's Empire State Building and to the George Washington Bridge and similar structures in other cities before the terrorist attacks — has paid off, because "more radio stations are asking for more traffic coverage as traffic becomes more clogged."

And there's a lot of upside in the ad forecast, said Hollander, who remarked that Westwood One is getting a lot of new advertisers, while some veteran advertisers are increasing their advertising. Hollander predicted that when the economy begins to recover, there will be a resurgence of telecom and technology ad buying, and "radio will absolutely benefit from that."

In its Q3 release last week, Kmart told shareholders that its results were down because it did not advertise enough. That was music to Hollander's ears, and copies of that statement were put in all of Westwood One's sales kits. Hollander has given his team a pep talk similar to the one Viacom President/COO Mel Karmazin gave Infinity reps: "Get the rates [and revenues] up next year."

Hollander said, "I don't know many businesses that reduce their rates, so why should we?" He added that radio is justified in raising its rates. "I think the industry did a remarkable job during the crisis," he said. "A third of Americans are listening to radio more for information. It's a trusted and immediate source for news and information."

## Radio One: A Growing Entity

Radio One is poised for across-the-board tremendous growth," Exec. VP/CFO Scott Royster told the investors' conference. He added that Radio One has "done a great job growing its cash flow" and is positioned to do well, particularly in large markets such as Los Angeles, Atlanta and Washington, DC. Royster said Radio One, which averages a BCF margin of more than 40%, is "very focused on continuing to grow its margins." In fact, he said, "There is no reason you'll not see this portfolio grow over 60%."

Royster also reported that early signs show positive comps in January. But he warned that January is a volatile month and that all that could change. "It's hard to tell whether things are truly turning," he said, "but that's what we are seeing today."

His remarks came after one analyst noted that in September 2000 Radio One President/CEO Alfred Liggins III was perhaps the first voice in all of radio to acknowledge that the radio sales climate was becoming quite dismal and that the industry faced tough times. The admission outraged other industry leaders and caused Radio One shares to fall hard.

The analyst asked Liggins to update his economic forecast, but Liggins just smiled and said, "My past experience tells me to take the Fifth on that. I can tell you only about Radio One. You guys will have to go somewhere else on the economy. The last time I did that, it was a very negative experience."

However, Liggins did say that Radio One will pour up to \$50 million into a cable-TV venture. The group has been one of the main investors in New Urban Entertainment for about 18 months. Liggins called it a "significant cable-programming opportunity," which Royster said could potentially receive \$25 million to \$50 million in Radio One support over three to five years. "We could make five, six or seven times our money for our investors," Liggins said. "You don't get that many opportunities to build a \$1 billion entity." Liggins also said that he intends to invest some of his personal capital in the venture, which could one day compete with Black Entertainment Television.

## Satellite Radio No Threat To Broadcasters

Entercom founder and Chairman/CEO Joseph Field told investors that his group isn't losing any sleep over possible competition from satellite broadcasters. "It will take a long time to get enough subscribers to make [those companies] viable," he said.

Entercom is one of several radio groups that have refused to permit XM to buy ad time on their stations. "We don't take Taliban money either," quipped Entercom President David Field.

But if satellite radio is no threat, why not take its ad money? "We don't need to take ads from anyone who denigrates our product," David Field told R&R. Joseph Field added, "We aren't that hard up."

we already know about consumer-media usage. For example, the typical listener has nearly twice as many listening occasions to radio each day than are currently reported by way of the diary; listeners sample more stations than we currently realize, but they do not generally listen as long as they report in the diary.

Arbitron officials say Average Quarter Hour figures based on PPM measurement will remain just about where they are now, using the diary. But arriving at those numbers with the PPM is a different story: Stations will see dramatically higher come audiences but lower Time Spent Listening figures.

Because the meter will be able to track tune-in and tune-out times to within a minute, programmers will be able to see exactly how their pro-

## Arbitron

Continued from Page 1

The timing of the rollout is tentative, because Arbitron is waiting for Nielsen Media Research to decide if it will partner with Arbitron and use the PPM for television measurement. The decision is critical, because Arbitron has stated that the PPM is too expensive to be used for radio measurement alone. Arbitron has already invested \$25 million in development of the meter, and that doesn't include the massive amount of money that will be needed to outfit thousands of listeners with meters.

Testing conducted in Manchester, England and in Wilmington over the past two years convinced Arbitron that the meter has the technical wherewithal to greatly enrich what

## BUSINESS BRIEFS

Continued from Page 4

were meant to publicize a community event and that WNCW received only concert tickets in exchange. The FCC ruled that the tickets were a form of "remuneration and consideration." The commission also admonished the station for failing to maintain its public-inspection file.

## Minority CPs Impacted By Recession

The **Minority Media & Telecommunications Council** says that minority-held broadcast construction permits have been impacted particularly severely by the recession, and it has asked the FCC to be lenient when reviewing minorities' requests for permit extensions. MMTC Exec. Director David Honig said the dismal economic environment disproportionately affects minority entrepreneurs because "even in the best of times, minorities tend to have uncommon difficulty securing access to capital." He added, "Financiers are loath to sink funds into any venture whose value could be zero. That is why the current recession has been especially frightening to investors and lenders."

## Calls From The Street

Continued from Page 6

Company	Analyst	Rating	Target Price
Entravision Communications	Paul Knight, Thomas Weisel Partners	Attractive	\$15
Hispanic Broadcasting	James Marsh, Robertson Stephens	Market perform	\$18
Radio One	Andrew Marcus, Deutsche Banc	Strong buy	N/A
	James Marsh, Robertson Stephens	Buy	\$15
Regent Communications	James Marsh, Robertson Stephens	Buy	\$8
	Andrew Marcus, Deutsche Banc	Buy	N/A
Salem Communications	James Marsh, Robertson Stephens	Buy	\$25
Viacom	David Miller, Sutro & Co.	Buy	\$47
	Gordon Hodge, Thomas Weisel Partners	Buy	\$50
Westwood One	Paul Sweeney, Credit Suisse First Boston	Buy	\$36

David Field also took time to applaud Viacom's Karmazin, calling his rallying cry to Infinity sales reps to push ad rates and revenue up in 2002 "a great wakeup call for the industry." He added, "It showed great leadership. I think it will have a profound effect on the industry."

David Field believes that the new year will bring some relief to the struggling radio industry and said that Entercom is already feeling increasing confidence about the economy at the buyer and sales levels.

The company also told investors that, despite the rocky economy, it is poised for future growth, citing the Boston cluster it acquired for \$140 million from American Radio Systems in 1998. Field said the foursome was generating \$3 million annually when purchased, but that jumped to \$17 million in revenue last year.

Satellite-radio broadcaster XM on Dec. 5 raised \$112.5 million by selling 10 million common shares

at \$11.25 per share in an after-hours public offering handled by Morgan Stanley. The offering was oversubscribed — a sign, perhaps, that investors are willing to consider future share offers. XM also closed a deal with Boeing Capital, announced in October, to secure a \$66 million financing package — \$35 million of which is in immediate cash.

"We've given ourselves an enormous amount of breathing room to get through this economy," XM President/CEO Hugh Panero told the investors' conference the next morning. Panero noted that XM's own fund-raising success could benefit Sirius because it "sets them up to raise more money."

Meanwhile, Panero told the panel that XM and Sirius will "build the satellite-radio industry together," adding, "There is space for two companies." Both Panero and Sirius CFO John Scelfo agreed that they are fo-

cused on working with Detroit car manufacturers to get satellite radios installed in new cars as soon as possible. XM investor General Motors is already installing XM receivers in two lines of Cadillacs, with more models set for next year. Scelfo reported that Chrysler is close to identifying which models will debut Sirius, but Ford is running behind — presumably due to its own financial woes.

Both companies believe that by rolling the cost of satellite receivers and monthly subscription charges into the price of new cars — 95% of which are bought on credit over four to five years, Scelfo pointed out — subscription rates will dramatically increase. Panero said that XM will get half of its subscribers from new-car deals within four years. "That's when you have a really big business," he said, noting that XM will release the number of XM subscribers it had through Dec. 31 sometime in January.

gramming — be it specific songs, personality bits or stopset length — affected listening. They'll also be able to see where specific listeners came from before tuning in and where they went after tuning out. Arbitron execs have hinted that this information could be provided on an overnight basis.

None of this information would mean much if Arbitron hadn't found ways to maximize the time that consumers carry the pager-sized PPM. First and foremost is a tiny green light on top of the PPM that glows steadily as long as the unit is moved but begins flashing if the device remains still for over 20 minutes. A motion detector inside the unit is sensitive enough to pick up a person's breathing.

Users will be reminded to "keep

the green light on"; the longer they do, the more incentive points they will gather toward cash and prizes that will be awarded at regular intervals. Users are also asked to place the PPM in a docking station overnight in order to charge the unit and download the day's usage data to the Arbitron mothership.

Arbitron says consumers have done a good job of keeping the PPM undocked and worn. The typical weekday undock time was 7:11am, and the unit stayed out until 11:05pm.

For their part, respondents will be asked to wear the meter for up to a year. Each household member 6 and older will be given a meter (users 6-11 will be measured, but the data will likely not be used in the syndicated Arbitron report). Arbitron says its

test users have reliably worn their PPMs over the entire test period; in fact, they carried the device longer each day at the end of the test period than at the beginning. Compliance was also consistent across gender, ethnic and demographic lines.

For the People Meter to work, radio, TV and cable outlets must encode their signals with an inaudible stream that identifies their station. Since the meter only detects the code and not the station's audio, any station that doesn't encode its signal cannot be measured. For the Wilmington test, all 38 radio stations and all eight TV stations in the market encoded their signals. Of the 25 cable networks that were invited to encode their audio, 21 accepted. Arbitron expects full compliance should Nielsen come on board.



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Presenter: **Macky Morris**

Regardless of your format, if you present news at all then you must deliver it in a manner that is both relevant and valuable to your listeners. Here's what you'll learn from the acknowledged master of writing for broadcast: • The New Age of Radio Listeners: What your audience wants ...demands....will tolerate...and can't stand • The 10 Commandments of News Content • Why you must understand and communicate with "Generation Y" • How to succeed in radio by using both your brains • How to deliver Big-Time Results on a Shoestring Budget

### THE COMPLETE GUIDE TO CONDUCTING RADIO MUSIC RESEARCH

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### 101 THINGS YOU CAN DO TO MAKE YOUR RADIO STATION INVINCIBLE

Presenter: **Dan O'Day**

World premiere! **Dan O'Day** takes you on a whirlwind tour of 101 ingenious, easy-to-implement yet high-yield techniques that you can begin using immediately to make your programming staff (and your station) 101 times more dynamic!

### RADIO'S FUTURE: TODAY'S 12-TO-24 YEAR-OLDS

Presenter: **Jayne Charneski**

Radio listening among 12-to-24 year-olds has consistently decreased over the past decade. Why? And why should you care? During those years, young people develop media habits and loyalties that can last a lifetime. If radio doesn't fulfill the desires of this music-conscious group, it risks losing them forever. One day, every member of this group will "graduate" to the much sought-after 25-to-54 group. But if you don't act now, it may be too late then to recruit them as listeners. • Differences in listening availability • Male vs. Female leisure habits • Areas where the Internet is beating radio (and what you can do about them) • The slippage of TV as a "cool" medium • Co-Opting Internet Audio • Co-Branded Side Channels • How to use your website to attract them • The one thing radio needs to accentuate to attract this group

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DUE TO SPACE LIMITATIONS, ATTENDANCE IS LIMITED TO 100 ATTENDEES.



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- Rich Carr's Radio Web 911, Page 12
- Promotional Calendar for 2002, Part Four, Page 13

# MMS

management • marketing • sales

"Business has only two functions:  
marketing and innovation."  
— Peter Drucker

## MUSIC AND LAUGHTER AND HOLIDAY CHEER

Radio stations celebrate the season with CD projects and more

**By Pam Baker**

Sales & Marketing Editor  
pambaker@rronline.com



PAM  
BAKER

Whether you've been naughty or nice this year, your gift-giving will likely decrease in both quantity and extravagance this holiday season. But music and laughter are two things people love to share during tough times, and many radio stations are fulfilling that need with station-produced CDs.

Demonstrating one positive side of consolidation, the Clear Channel Entertainment Group created a template CD featuring 12 holiday songs: Mariah Carey's "All I Want for Christmas Is You," Gloria Estefan's "White Christmas," The Beach Boys' "Little Saint Nick," Kenny Loggins' "Have Yourself a Merry Little Christmas," Wilson Phillips' "Silent Night," Mannheim Steamroller's "Deck the Halls," Kenny G's "Winter Wonderland," Amy Grant's "The Christmas Song," Brenda Lee's "Rockin' Around the Christmas Tree," Bobby Helms' "Jingle Bell Rock," Jim Brickman's "The Gift" and Jose Feliciano's classic "Feliz Navidad." Each participating station has customized the packaging for its market, and many have included client sponsorships and promotions.

In reviewing these CD projects, the one thing that surprises and disappoints me is the relative lack of station promotion. At a time when marketing budgets are all but nonexistent and branding is crucial to secure and maintain listenership, most stations missed the boat. Why wouldn't a station promote its morning show on a holiday CD? Why wouldn't a station use this prime opportunity to promote its unique benefits? Wouldn't it be smart to include the station's URL and request-line numbers?

Most stations heavily promote these projects, and music fans and dedicated listeners spend their hard-earned cash to purchase the CDs. Isn't this a perfect opportunity to really grab the listeners' attention? Sometimes the most obvious things can be overlooked, but can you honestly afford to miss any promotional opportunity now?

That said, I congratulate the stations that completed these projects, especially with the tough economy. Below are brief descriptions and the cover art of some of the CDs produced around the country. I encourage each station to start planning next year's CD project now, while it's fresh in everybody's mind. A customized CD can not only generate big nonspot bucks, it can help position your station as a leader in the market. Happy holidays!

### PREMIERE RADIO NETWORKS BIN LADEN ... THE JOKE'S ON YOU!



by Tim Pilcher and produced by Bryce Johnson; "I

Premiere Radio Networks offers a collection of 18 bits and song parodies created by the Premiere comedy department for the men and women of the United States military. Highlights include "Al-Qaeda," a parody of The Oak Ridge Boys' "Elvira" written and performed

Wanna Bomb Osama," to the tune of "La Bamba" and produced by Rob "Iceman" Izenberg, with vocals by Robbie Wyckoff; and "Osama Nights," based on the *Grease* soundtrack's "Summer Nights" and written by Dan Clark, produced by Rob "Iceman" Izenberg and featuring vocals by Jim Ward, Patty Mattson and The Premiere-A-Go-Go Singers.

### PREMIERE RADIO NETWORKS THE BOB & TOM SHOW RADIOGRAM



Premiere-syndicated personalities Bob Kevoian and Tom Griswold released their latest comedy CD, *The Bob & Tom Show Radiogram*, in November. The double-disc set is available for \$27.95 plus shipping at [www.bobandtom.com](http://www.bobandtom.com). Disc one features 23 comedy bits and song parodies, including "I Wanna Be Your Bra," "Chick's Prom Tricks" and "Sex for Dummies." Disc two features 26 bits, including "Sex and the Country," "The Sing Like Stevie Nicks Kit" and "Temptation Trailer."

### CLASSIC ROCK KQRS/MINNEAPOLIS THE BROWN ALBUM

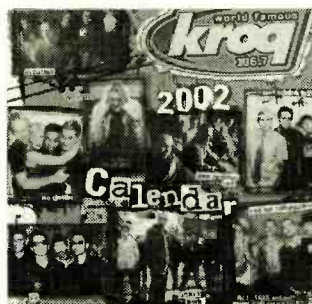
Classic Rock KQRS/Minneapolis' *KQ Morning Show* selected 19 of its funniest moments of the year and combined them with comedy bits from Frank Caliendo and Jeff Foxworthy for *The Brown Album*. *The KQ Morning Show* features Tom Barnard, Terri Traen, Brian Zepp, Mike Gelfand, Jeff Passolt, Bob Sansevere, Phillip Wise and Tuttle. The \$13.92 CD includes coupons for local advertisers Floor Design and Dial L-A-W-Y-E-R-S.

### ALTERNATIVE KROQ/LOS ANGELES KEVIN & BEAN PRESENT SWALLOW MY EGGNOG



Such a deal! For only \$5, listeners to the World Famous KROQ/Los Angeles were going to be able to purchase Kevin Ryder and Gene "Bean" Baxter's holiday CD, *Kevin & Bean Present Swallow My Eggnog*, just before Thanksgiving. But this year's edition of the Alternative station's annual collection of comedy bits, song parodies and other madness, set to arrive in stores Nov. 20, proved instead to be a challenge for the Infinity legal team. KROQ was forced to destroy all 50,000 copies of *Swallow My Eggnog* before they ever reached the public because it failed to get permission from the publishers of "I'll Be Home for Christmas" to include an altered version of the song. The CD was re-pressed without the track and finally released on Dec. 11. This estimated \$100,000 snafu provided the morning team with a lot of comedy material — and was a valuable lesson for anyone charged with clearing rights for a station CD.

KROQ also released its 2002 KROQ Calendar, which came with a CD of 21 tracks by such up-and-coming artists as Remy Zero, Hoobastank, Pete Yorn and B.R.M.C. The



\$10.67 calendar was available exclusively at Southern California Best Buy locations, and proceeds are set to benefit Camp Ronald McDonald and the American Red Cross.

### ROCK WLWQ (QFM 96)/COLUMBUS, OH 2001: A SPACE IDIOCY (VOLUME 8)



This year's compilation of favorite moments from WLWQ/Columbus, OH's *Wags & Elliott* morning show is called *2001: A Space Idiocy (Volume 8)*. Proceeds from the sale of the Rock station's \$10 CD benefit Charity Newsies, an organization that provides clothing to underprivileged children throughout central Ohio. On a twisted (but inventive) note, *The Wags & Elliott Show* also hosts an annual Toys for Ta-Tas drive, during which listeners who donate a toy or cash are allowed to drive through a "tent of ta-tas." The event has been a huge success in Columbus, raising thousands of dollars and truckloads of toys.

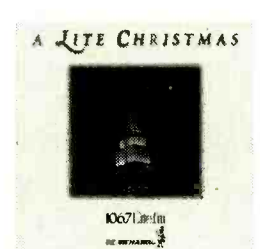
### HOT AC KYSR (STAR 98.7)/LOS ANGELES STAR LOUNGE 2001 COLLECTION

Hot AC KYSR (Star 98.7)/Los Angeles compiled live performances by Dido, Barenaked Ladies, Evan And Jaron, Better Than Ezra, Billy Idol, Coldplay, The Wallflowers, Jewel, Matchbox Twenty, and Stephen Jenkins of Third Eye Blind with Brian Vander Ark of The Verve Pipe for its *Star Lounge 2001* holiday project. Proceeds from the \$18.99 CD will go to the Clear Channel Relief Fund, which benefits the families of police, firefighters and emergency workers in Pennsylvania, New York and Washington, DC; to national and local chapters of the American Red Cross; and to the Salvation Army.



KYSR/Los Angeles' Lisa Foxx and Ryan Seacrest pal around with listener Natalie Foster (center) of El Segundo, CA, who was the winner of the *Star Lounge 2001* CD cover-art contest.

### AC WLTW (106.7 LITE FM)/NEW YORK A LITE CHRISTMAS



For \$10.67, New Yorkers could purchase *A Lite Christmas*, the WLTW (106.7 Lite FM) version of the Clear Channel holiday CD. *Lite Christmas* was available exclusively at P.C. Richards locations. P.C. Richards is a retailer specializing in appliances, electronics and home-office supplies.

### TRIPLE A WTTS/INDIANAPOLIS WTTS COLLECTOR'S EDITION

Triple A WTTS/Indianapolis has released its seventh annual CD, with this year's edition featuring Blues Traveler, Josh Joplin Group, Widespread Panic, R.E.M., Jeffrey Gaines, Fisher, Barenaked Ladies, The Black Crowes, John Hiatt, Moby, Cowboy Junkies, Jonatha Brooke and local artist Jennie DeVoe. With a price tag of \$11.99, the *WTTS Collector's Edition* benefits Ronald McDonald House and Volunteers of America.



Continued on Page 12



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## R&R GM spotlight

*Congratulations to this year's distinguished honorees!*

### 2001'S GMS IN THE SPOTLIGHT

■ Part two of a three-part series



**Tony Bonnici**  
KBAD-AM, KENO-AM, KOMP-FM & KXPT-FM/  
Las Vegas  
(Lotus Broadcasting)  
April 13, 2001



**Diane Tucker**  
WGIV-AM, WBAV-FM & WPEG-FM/  
Charlotte, NC  
(Infinity)  
April 20, 2001



**Janet Armstead**  
WBHH-FM, WJCD-AM, WOWI-FM & WSVY-FM/Norfolk  
(Clear Channel)  
May 4, 2001



**Tony Richards**  
WONO-AM, WOWO-AM, WMEE-FM & WQHK-FM/  
Ft. Wayne, IN  
(Federated Media)  
May 11, 2001



**Cary Camp**  
KOKA-AM, KBTT-FM, KDKS-FM, KLKL-FM, KSYR-FM, KTAL-FM & KYLA-FM/  
Shreveport, LA  
(Access.1 Communications)  
May 18, 2001



**Steve Ennen**  
WUSN/Chicago  
(Infinity)  
May 25, 2001



**Robert Jung**  
WRIG-AM, WSAU-AM, WDEZ-FM, WIFC-FM, WIZD-FM & WOFM-FM/  
Wausau, WI  
(Midwest Communications)  
June 1, 2001



**Roy Laughlin**  
KFI-AM, KLAC-AM, KXTA-AM, KBIG-FM, KHHT-FM, KIIS-FM, KOST-FM & KYSR-FM/  
Los Angeles  
(Clear Channel)  
June 8, 2001



**Bill Sommers**  
Formerly of KABC-AM, KDIS-AM, KSPN-AM & KLOS-FM/  
Los Angeles  
(ABC Radio)  
June 15, 2001



**Greg Ryan**  
WSIC-AM & WFMX-FM/  
Statesville, NC  
(Clear Channel)  
June 22, 2001



**Judy Ellis**  
WQCD-FM, WQHT-FM & WRKS-FM/  
New York  
(Emmis)  
June 29, 2001



**Dave Presher**  
Formerly of KHVN-AM, KOAI-FM & KRBV-FM/Dallas  
(Infinity)  
July 6, 2001



**Michael Fezzey**  
WJR-AM & WDVD-FM/Detroit  
(ABC Radio)  
July 13, 2001



**Lisa Decker**  
KYCW-AM, KBKS-FM, KMPS-FM, KYPT-FM & KZOK-FM/  
Seattle  
(Infinity)  
July 20, 2001



**Michele Grosenick**  
KHHO-AM, KJR-AM & KBTB-FM/  
Seattle  
(Ackerley)  
July 27, 2001

The GM Spotlight is selected by your nominations. Acknowledge the GM who made a difference in your career! E-mail nominations to [ronr@rronline.com](mailto:ronr@rronline.com).



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Continued from Page 10

**AC WALK/LONG ISLAND, NY  
A HEROES HOLIDAY**

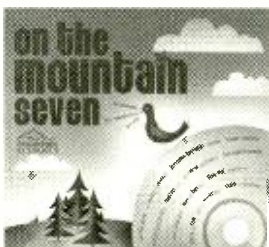
WALK/Long Island, NY, the law offices of Siben & Siben and Waldbaum's supermarkets teamed up to present *A Heroes Holiday*, WALK's edition of the Clear Channel holiday collection. The \$9.75 CD is available only through Long Island Waldbaum's locations for \$9.75. One hundred percent of the net proceeds will go to the Clear Channel Relief Fund.

**AC WPCB (PEACH 94.9)/ATLANTA  
PEACH HOLIDAY CLASSICS**

The sales, marketing and programming team at WPCB (Peach 94.9)/Atlanta really went the extra mile this year, partnering with six clients: Fidelity National Bank, Arnold Bread, Stone Mountain Pecan Co., the Renaissance Waverly Hotel, Millstone Coffee and Kayne Galleries. WPCB used the Clear Channel compilation, releasing it under the name *Peach Holiday Classics*. The CD, priced at \$10 and with cover art by Thomas Kinkade, was available exclusively at all Fidelity National Bank Branches. A portion of the proceeds will benefit the USO.

**AC KSFI (FM 100)/SALT LAKE CITY  
AN FM 100 CHRISTMAS CD**

AC KSFI (FM 100)/Salt Lake City presented a free Christmas "mini concert" by Jim Brickman at the Airwaves Radio Cafe Marquee Studio on Nov. 19, and the show helped kick off the release of *An FM 100 Christmas CD*. Proceeds from the collection of holiday songs by Brickman, Donny Osmond, Michael McLean and others will benefit homeless families in the greater Salt Lake City area.

**TRIPLE A KMTT (THE MOUNTAIN)/SEATTLE  
ON THE MOUNTAIN 7**

Seattle Triple A KMTT (The Mountain) teamed with Starbucks for the release of *On the Mountain 7*, a compilation CD of 16 live studio recordings featuring, among others, Cowboy Junkies, Rickie Lee Jones, Jonatha Brooke and David Byrne. The \$14.95 CD was sold exclusively at select area Starbucks locations and through Starbucks.com. Proceeds from the sale of the CD benefit the Wilderness Society, an organization dedicated to preserving the wild lands of the Northwest region.

**ROCK KXFX (THE FOX)/SANTA ROSA, CA  
THE FOX 2002 CALENDAR**

After the success of its "Best Chests in the West" poster, Rock KXFX (The Fox)/Santa Rosa, CA decided to create a Fox 2002 Calendar. The promotion began in



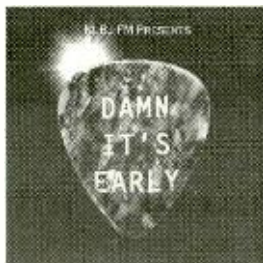
September, with a call for female listeners to audition for a chance to pose. Twelve of Sonoma County's best-looking babes were then selected for the limited-edition calendar, which KXFX made available for purchase at the station, at Pinky's Pizza in Petaluma, CA and at CPS Communications in the Coddington Mall in Santa Rosa. The \$10 stocking stuffer generated nonspot revenue for The Fox — and it will keep Fox listeners entertained each and every month of the year!

**ALTERNATIVE WNNX (99X)/ATLANTA  
99X LIVE X 7 BLACK AND WHITE WORLD**

Alternative WNNX (99X)/Atlanta released its seventh annual CD, *99X Live X7 Black and White World*, featuring songs by Lifehouse, Incubus, Dave Matthews Band, Train and others. The title was inspired by the lyrics of Live's "Beauty of Gray," which appears on the album. Moby created the *Black and White World* cover art, and the CD booklet includes black and white photographs taken by some of the project's artists. The \$14.99 CD is available at Warehouse Music locations throughout Atlanta.

**ACTIVE ROCK WLZR (LAZER 103)/MILWAUKEE  
BY THE NUMBERS**

Active Rocker WLZR (Lazer 103)/Milwaukee's *Bob & Brian* morning show — Bob Madden and Brian Nelson — released *By the Numbers*, a collection of show highlights. Two regular guys, 18 tracks, 11 bucks, all to benefit the Hunger Task Force of Milwaukee. The CD was available at all Milwaukee-area Exclusive Company record stores and Rogan's Shoes locations and online at [www.lazer103.com](http://www.lazer103.com). The station sold CD sponsorships to Potawatomi Bingo Casino, Coca-Cola and Kartunes.

**ROCK KLBJ/AUSTIN  
DAMN IT'S EARLY**

KLBJ/Austin's *Dudley & Bob Morning Show* — Dale Dudley and Bob Fonseca — released *Damn It's Early*, a compilation of 17 in-studio performances collected over the last five years. ("Damn, it's early" are the words most often heard from the artists who perform on the show, and the team thought that would be the perfect title for their CD.) The Rock station's \$11.99 collection includes performances by Austin favorites Monte Montgomery, Ginger Mackenzie, Pushmonkey and others. Proceeds benefit the SIMS Foundation, a nonprofit organization that offers low-cost mental-health services to the Austin music community.

**CHR WRVW (107.5 THE RIVER)/NASHVILLE  
WOODY & JIM'S GREEN EGGS AND SCAMS**

CHR WRVW (107.5 The River) morning show *Woody & Jim* — Woody Wood and Jim Chandler — gathered up their favorite scams, songs and comedy bits for a holiday CD available exclusively at six Warehouse stores in the Nashville area. One hundred percent of the proceeds from *Green Eggs and Scams* will go to the W.O. Smith Music School, which provides music lessons to inner-city kids.

**THE RAB, THE  
INTERNET AND YOU**

By Rich Carr

RICH  
CARR

On Sept. 20 the RAB sent out a telling communique to its 5,000-plus member stations, by way of the *Radio Sales Today* newsletter. In the article "Radio ... and the 'Net? Why? RAB's Position on Why the Internet Is Important to Radio," the RAB took this stand: "We are firmly convinced that there is no possible future for radio that does not include the Internet. In ways ranging from programming competition from webcasters to revenue from advertising and e-commerce to a fundamen-

tally changed selling environment for the businesses that market themselves on our stations, the 'Net has made a profound impact on radio. That impact will not simply disappear, and, indeed, will deepen as time goes on. Our current focus on the 'Net is intended to prepare our members so they will be capable of capitalizing on the opportunity of the Internet when it arrives, instead of being left behind."

I'm quoting this because I'm curious about whether the RAB is going to practice what it preached when it holds its annual Radio

Sales, Management & Leadership Conference in February. RAB Exec. VP/Meetings Lindsay Wood Davis has promised that "a goodly number" of top-level panels, discussions and presentations will focus directly on the Internet at RAB2002.

According to Davis, one of the highlights will be a moderated panel titled "Radio's Most Successful Websites ... Where's the Money?" He says, "The panel will dissect some of the top revenue-producing websites in the industry and show the audience where the money is coming from, what elements are in place and how much money the sites are making. We'll also have a session where several websites will be presented, then analyzed on how they measure success as it is recognized by industry leaders."

In November, at the RAB board of directors meeting in San Francisco, marketing and advertising consultant Phil Guarascio delivered a rousing speech that challenged top-line industry executives to be ready for the changes ahead. Pointing out that \$175 billion was spent on advertising last year, Guarascio said, "The big issue is knowing exactly what to do with that money strategically. How do we position our brands and products?" According to Guarascio, "There will be more emphasis on local marketing from the big marketers." He also observed that advertisers are seeking better accountability for their advertising. It seems to me that radio-station websites are uniquely positioned to deliver that accountability.

Now I have a decision to make: Do I want to spend a few days in sunny Orlando in February? Or hunker down for more of the near-frozen rain that has been assaulting my Oregon mountain home since early fall? See you at Disney's Coronado Springs Resort in Orlando, Feb. 7-10.

Rich Carr is VP of Radio Web Network ([www.radiowebnetwork.com](http://www.radiowebnetwork.com)), a radio-website sales, management and promotional network headquartered in Portland, OR. Carr can be reached at 503-612-0517 or [rcarr@radiowebnetwork.com](mailto:rcarr@radiowebnetwork.com).





PART FOUR OF A FOUR-PART SERIES

## 2002 PROMOTIONAL CALENDAR

### ■ October through December

Don't get stuck in a promotional rut! Let your imagination run wild, and develop new and innovative ideas that will impress your clients and grab the attention of your listeners. The Radio Advertising Bureau has made your job easier by compiling information for its 2002 Promotional Calendar. Make copies of this calendar for your morning show, sales team and marketing and promotions staff. Enjoy!

#### OCTOBER

- Adopt a Shelter Dog Month
- America's Walk for Diabetes
- Auto Battery Safety Month
- Computer Learning Month
- Co-op Awareness Month
- Diversity Awareness Month
- Dryer Vent Safety Awareness Month
- Family Health Month
- Gay and Lesbian History Month
- Go Hog Wild and Eat Country Ham Month
- Health Literacy Month
- Lupus Awareness Month
- National Animal Safety Awareness Month
- National Apple Jack Month
- National Breast Cancer Awareness Month
- National Car Care Month
- National Communicate With Your Kid Month
- National Cookie Month
- National Crime Prevention Month
- National Dental Hygiene Month
- National Depression Education and Awareness Month
- National Disability Employment Awareness Month
- National Domestic Violence Awareness Month
- National Down Syndrome Month
- National Family Sexuality Education Month
- National Liver Awareness Month
- National Orthodontic Health Month
- National Physical Therapy Month
- National Popcorn Poppin' Month
- National Pizza Month
- National Pork Month
- National Roller Skating Month
- National Sarcasm Awareness Month
- National Seafood Month
- National Service Dog Month
- National Skin Care Awareness Week
- National Spina Bifida Prevention Month
- National Spinal Health Month
- National Stamp Collecting Month
- National SIDS Awareness Month
- October Frozen Food Festival
- Pediatric Cancer Awareness Month
- Polish-American Heritage Month
- Substance Abuse Prevention Month
- Talk About Prescriptions Month
- Vegetarian Awareness Month
- 1 Anniversary of Disney World's opening (1971)
- 1 International Day of Older Persons
- 1 World Vegetarian Day
- 1-5 No Salt Week
- 1-7 National Long-Term Care Planning Week
- 2 National Custodial Workers' Day
- 4 Lee National Denim Day
- 4 World Smile Day



- 6 National German-American Day
- 6 Physician Assistant Day
- 6-12 Fire Prevention Week
- 6-12 Get Organized Week
- 6-12 Mental Illness Awareness Week
- 6-12 National Chili Week
- 6-12 National Metric Week
- 7 Child Health Day
- 7 World Herbal Health Day
- 10 National Depression Screening Day
- 10 World Mental Health Day
- 11 National Coming Out Day
- 11 World Egg Day
- 13-19 National Adult Immunization Awareness Week
- 13-19 National School Lunch Week
- 13-19 Teen Read Week
- 14 Be Bald and Be Free Day
- 14 Columbus Day
- 14-18 International Credit Union Week
- 14-18 National Pet Peeve Week
- 14-20 National Health Education Week
- 15 National Grouch Day
- 16 National Boss Day
- 16 World Food Day
- 19 Evaluate Your Life Day
- 19 Sweetest Day
- 20 National Shut-In Visitation Day
- 20-26 National Character Counts Week
- 20-26 National Forest Products Week
- 20-26 National Massage Therapy Awareness Week
- 20-26 National Save Your Back Week
- 20-26 National School Bus Safety Week
- 20-26 Pastoral Care Week
- 21 National Day of Concern About Young People and Gun Violence
- 21-25 National Businesswomen's Week
- 21-29 World Rainforest Week
- 24 United Nations Day
- 25 Cartoonists Against Crime Day
- 25-31 Chicken Soup for the Laughing Soul Treat Week
- 26 Make a Difference Day
- 27 Cranky Co-Workers Day
- 27 Daylight Saving Time ends
- 27 Mother-In-Law Day
- 28 Bring Your Jack O' Lantern to Work Day
- 31 Halloween
- 31 National Magic Day
- 31 National UNICEF Day

#### NOVEMBER

- American Diabetes Month
- Aviation History Month
- Diabetic Eye Disease Month
- Epilepsy Awareness Month
- I Am So Thankful Month
- International Drum Month
- International Impotence Education Month
- Lung Cancer Awareness Month
- National Adoption Month
- National AIDS Awareness Month
- National Alzheimer's Disease Month
- National American Indian Heritage Month
- National Authors' Day
- National Family Caregivers' Month
- National Healthy Skin Month



- National Hospice Month
- National Marrow Awareness Month
- Orphan Disease Month
- National Peanut Butter Lovers' Month
- Vegan Month
- 1 National Family Literacy Day
- 1 Vinegar Day
- 1-7 National Fig Week
- 1-7 World Communications Week
- 2 Anniversary of the first scheduled radio broadcast (1920)
- 2 Plan Your Epitaph Day
- 2 Sadie Hawkins Day
- 3-9 National Split-Pea Soup Week
- 4-8 Kids' Goal-Setting Week
- 5 Election Day
- 6 National Young Readers' Day
- 7 National Men Make Dinner Day
- 8 Cook Something Bold and Pungent Day
- 8 National Ample Time Day
- 8 National Parents as Teachers Day
- 8-14 Pursuit of Happiness Week
- 10-16 National Hug a Veteran Week
- 11 Veterans Day
- 12 Chicken Soup for the Soul Day
- 13 World Kindness Day
- 14 National American Teddy Bear Day
- 15 America Recycles Day
- 16 International Day for Tolerance
- 17 Homemade Bread Day
- 17-23 American Education Week
- 17-19 National Organ Donor Sabbath
- 18-24 National Children's Book Week
- 19 Have a Bad Day
- 19 National Community Education Day
- 19-25 National Family Caregivers' Week
- 21 Great American Smokeout
- 24-30 National Family Week
- 24-30 National Game and Puzzle Week
- 24-Dec. 1 National Bible Week
- 27 What Do You Love About America? Day
- 28 Thanksgiving Day
- 28-Dec. 1 MADD's Tie One on for Safety
- 29 Black Friday
- 29 Electronic Greetings Day
- 30 Computer Security Day
- 30-Dec. 7 Hanukkah

#### DECEMBER

- Christmas festivals, parades and shows
- National Drunk and Drugged Driving Prevention Month
- National Stress-Free Family Holidays Month
- Safe Toys and Gifts Month
- Universal Human Rights Month
- 1 World AIDS Day
- 1-7 Cookie Cutter Week
- 1-7 Tolerance Week
- 2 Pan-American Health Day
- 5 Bathtub Party Day
- 7 Pearl Harbor Day (1941)
- 10 Human Rights Day
- 10 National Children's Memorial Day
- 14 International Shareware Day
- 15 Bill of Rights Day
- 15-21 International Language Week
- 20 Underdog Day
- 21 Humbug Day
- 21 Winter begins
- 25 Christmas
- 26 Boxing Day
- 26 Day after Christmas sales
- 26-Jan. 1 Kwanzaa
- 26 National Whiners' Day
- 31 New Year's Eve





# MusicNet Goes Live Via New RealONE Player

■ How does it work, and how do they work together?

By Brida Connolly

bconnolly@ronline.com

MusicNet, the paid digital-music service backed by BMI, Warner Music Group, EMI, AOL Time Warner and Real, became available to the public last week, winning the race to launch against rival pressplay and backers Sony, Vivendi Universal and Microsoft. As reported last week in Digital Bits, MusicNet is being offered as part of the RealONE subscription service. RealONE Music can be purchased alone, for \$9.95 a month, or as part of a \$19.95 RealONE package that replaces Real's GoldPass service and offers sports, video channels and other entertainment.

The RealONE Music service includes access to a library of about 75,000 songs on the BMI, WMG, EMI and Zomba labels, available for download or to stream at will. MusicNet files are in a proprietary format, and they play only on the computer to which they were downloaded. Users who want to access the music on a second computer must pay for another subscription. When the subscription lapses, the files can't be used anymore. None of which is news: Limitations on how downloaded music can be used have been part of the plans for MusicNet and pressplay from the beginning.



## How MusicNet Works

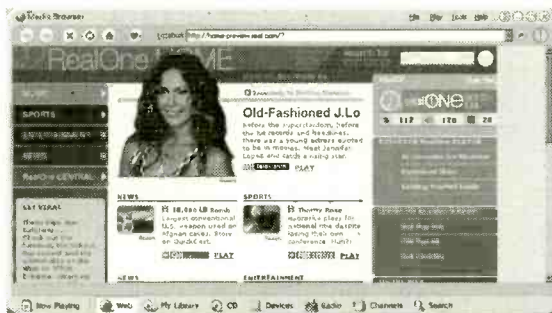
Here's how MusicNet — at least as it's being implemented in the RealONE player — is being offered to consumers: For \$9.95, the user gets 100 "download credits" each month. Every downloaded file costs one credit, which buys the right to stream the song an unlimited number of times over 30 days. After 30 days the song can be renewed at the cost of another download credit. Users can set songs to renew automatically; otherwise, the player will send up a warning before taking another credit for an expired song. The user can't have more than 100 unexpired files on his or her hard drive at one time. Along with the downloads, each user gets 100 "streaming credits" each month for one-time, at-will streams from the same library of tunes available for download.

Some reports have called the MusicNet system "song rental," but it may be more accurate to consider it a sort of jukebox. Adding a tune costs about a dime, and the jukebox playlist can be updated every month. Especially with 100 at-will streams thrown in, a dime a song for a month of plays isn't a bad deal. Whether consumers will understand what they're getting with MusicNet and be willing to pay for it remains to be seen, of course.

## Will It Attract Napster Fans?

As expected, MusicNet does not amount to a "legal Napster." The tight limit on the number of downloads and the fact that files can't be moved to portable devices or burned to CDs makes this program unlikely to appeal to dedicated music pirates. Another difficulty in attracting the Napster-KaZaa-Morpheus crowd will be the limited music selection — the same problem that is bogging down EMusic, Listen.com's Rhapsody and other legal-download sites. Artists who aren't on one of the partner labels aren't on MusicNet at all, and there are only partial catalogs for most of the artists who do appear. As it happens, not one of R&R's No. 1 tracks for the week of Dec. 7 is available on MusicNet.

Which is not to say that there isn't quite a bit of



desirable music from major artists available. For pop fans, Britney Spears, Christina Aguilera, The Backstreet Boys and 'N Sync all appear; country fans will find recent work from Clint Black, Faith Hill, John Anderson and Tim McGraw; and hip-hop aficionados will find recent material from Mystikal and Busta Rhymes and catalog tunes from Lil' Kim and Jay-Z. The most satisfying way to explore RealONE Music is by browsing what's there, rather than searching for something specific. The long, eclectic list of artists is impressive, and the interface couldn't be simpler — find a name, then click it for a list of songs.

## The RealONE Player

MusicNet launches concurrently with the new RealONE player, which is designed to replace older RealPlayers and the RealJukebox. It has an attractive interface, all soft grays and greens, and a basic, straightforward menu system. The homepage appears in a self-contained "media browser" that can also be used as a simple web browser, while a second window contains the audio and video player itself. The windows can be detached and displayed independently, and RealONE subscribers can also use an abbreviated "Toolbar Mode" display or a full-screen "Theater Mode."

Like the RealJukebox before it, the RealONE player has CD-ripping capabilities, and, with a plug-in from Roxio, it can also burn CDs and transfer music to portable digital-music devices. Though it's nice to have all these functions on a single player, including them is likely to create some confusion about what can and can't be done with MusicNet downloads, particularly since the MusicNet .MND files appear in the same library and playlists with MP3s and other files that can be moved and copied.

The RealONE player also includes a better-than-average "Radio" section that lists streamed broadcast signals and 'Net-only streams organized by genre and compiled by respected aggregator vTuner. Given the state of U.S.-based broadcast streaming at the moment, these lists are understandably heavy on international stations and 'Net-onlys, but the streams are current and well-chosen, and most users will probably find something of interest.

RealONE subscribers also have access to Real's own 48 commercial-free streams, among them five Pop channels, three Alternatives, two Hip-Hop stations and three Classical channels. The stations are all-music — there's no sign of any air talent — and, presumably to forestall any problems with statutory licensing, they have no interactive functions, not even a "Skip" button. Album art, links to discographies and "Buy" links to Amazon.com are offered as each tune plays, though there are still a few bugs — as Pink's "Most Girls" played, a link appeared to information about Mr. Pink, an entirely different artist whose one album came out in 1998.

Like earlier RealPlayers, the new RealONE player is available as a free download from [www.real.com](http://www.real.com); those who wish to subscribe to the RealONE or RealONE Music services can also do so from that website.

# DIGITAL BITS

## Salem Makes Tech Deals, Plans New Streams

Salem Communications has made agreements to use Blue Falcon Networks' software-based streaming technology and Hiwire's ad insertion and targeting for the web streams of Salem's KKLA Communications Group, made up of KKLA, KRLA & KFSH/Los Angeles and Internet-only Christian Pirate Radio. KKLA Group VP/Operations Jim Tinker told R&R that Salem plans to expand its webcasting operations when the deals go into effect on Jan. 1, 2002, rolling out "CPR Kids" and "CPR Celebration" channels. Tinker said the latter will be an "Alternative Worship & Praise" format. Salem's streams are now available through station websites and at Salem-owned OnePlace.com. Whether that will change after the new deals isn't yet certain, Tinker said.

## Pressplay Will Allow CD Burning

Digital-music subscription service pressplay, set to launch by the end of the year, will allow its subscribers to burn CDs from downloaded tracks. Pressplay Sr. VP/Corporate Communications & Public Affairs Seth Ostin told R&R that pressplay will offer four packages and price points, and each will allow a set number of streams, downloads and burns each month. There will be some limits on exactly what can be burned, including a restriction to no more than two songs by a single artist each month. The music will be in a rights-managed Windows Media format that will play on most CD players, and, Ostin said, the files will not expire or time out. Initially, pressplay files won't be transferable to portable digital-music devices.

## LMiV Launches KPWR/Los Angeles Site

The Local Media Internet Venture has launched [www.power106.com](http://www.power106.com) for Emmis-owned CHR/Rhythmic KPWR/Los Angeles. Like other LMiV websites, the Power 106 site includes original local content, including station information and news, weather and sports, along with LMiV-supplied world and national news. LMiV is the joint Internet venture founded by Emmis, Entercom, Bonneville, Jefferson-Pilot and Corus Entertainment.

## CYBERSPACE

Hot, new music-related World Wide Web sites, cool cyberchats and other points of interest along the information superhighway.

### On The Web

- Find out why the critics are gushing about Ryan Adams this Tuesday (12/18), when HOB.com presents a 24-hour audio webcast of his recent Hollywood show, beginning at 3pm ET, noon PT ([www.hob.com](http://www.hob.com)).

- On Wednesday (12/19) HOB.com presents a 24-hour audio webcast from punk legends The Damned. Join the fun at 3pm ET, noon PT ([www.hob.com](http://www.hob.com)).

- HOB.com taps into the Afro-beat vibe this Thursday (12/20) with Femi Kuti. A 24-hour audio webcast starts at 3pm ET, noon PT ([www.hob.com](http://www.hob.com)).



Alicia Keys

- Also on Thursday, join GetMusic for an encore presentation of Alicia Keys' appearance on *The E\*Coustic Sessions*. Catch her video interview and performance at 6pm ET, 3pm PT ([www.getmusic.com](http://www.getmusic.com)).

—Frank Correia



## Absolutist Vs. Populist

Much of the discussion about the "sharing" of online files is about whether such sharing is covered under the fair-use doctrine that is part and parcel of our copyright law. On *Online Tonight* I recently had as a guest Robin Gross, a lawyer for the Electronic Frontier Foundation. The EFF is dedicated to preserving the free-speech rights of online users, which it feels are being trampled.

I've never quite understood why I so fiercely disagree with the EFF on the Dmitri Sklyarov copyright-circumvention case and about Napster when we agree wholeheartedly on the Edward Felten matter. Gross and I are in total agreement in our disappointment over the judge's dismissal of Felten's lawsuit, in which the Princeton University professor alleged that the RIAA threatened to sue him if he published his findings regarding flaws in the Secure Digital Music Initiative's watermarking technology. (The RIAA maintains that it has never had any objection to Felten's publishing his findings.)

I told Gross on the show that perhaps I can agree with the EFF about Felten because he wasn't looking to commercialize his findings, but almost every other digital-music case involves commercial exploitation. Gross responded that artists capitalize too much on their works without giving the public fair use.

And then it struck me: As she was describing what she feels is a major imbalance between what label-controlled artists think is their right to husband their works vs. how those works are heard and played and owned by the public, it became clear that Gross and others who want individual songs to be shared among members of the public under fair use are "copyright populists." Populists want the public to have unfettered access to artists' works — and the artists' well-being be damned.

"Copyright absolutists," like me, believe that an artist's rights are supreme to the public's and that only the artist should be able to control his or her works. Artists should decide to allow the public to see or hear the works in the forums and formats the artists choose and at the prices they want to charge — and when they are damn good and ready. We see this all the time in limited releases of songs, movies and books. Controlling the flow of art can increase its value to the public. But all that's heresy to the copyright populists, who don't want to be manipulated by what artists want, and who are willing to go to court to fight for a swing in the other direction.

If the populists manage to convince the courts to forever tilt the copyright balance more in favor of the public, what is to stop the crackers in the world from hacking the rights-managed files they find online — not only with glee, but with legal standing? What economic incentive will be left for the labels even to offer online services in the years to come if the music can be lifted under fair use?



David Lawrence

David Lawrence is heard daily on more than 150 radio stations on his nationally syndicated show: *Online Tonight*, a nightly high-tech and pop culture talk show; the East Coast morning drive news slot for CNET Radio and XM's Channel 130; and *Net Music Countdown*, the official countdown for music heard via the Internet. He is based in Washington, DC and is heard on hundreds of stations, including WGN/Chicago, KFBK/Sacramento and WBT-AM & FM/Charlotte. You can reach him at [david@netmusiccountdown.com](mailto:david@netmusiccountdown.com) or by calling 800-396-6546.

## e-charts™

## Year-End Top 20 E-Charts

I'd ordinarily take this space to recommend an MP3 player or two or ripping software or some sort of upgrade for your Mac or PC, but, given the technology flux in which we find ourselves, I'm not going to recommend that you buy anything just yet. Save your cash until the labels and the manufacturers get together and decide what they are going to do to let you listen to legal downloads on your portable devices.

Also, if you'd like to give one of your jocks a day off on Christmas or New Year's weekend, we're repeating our offer from last year: If the *Net Music Countdown* is not cleared in your market, you can run our special *Best of the Net 2001* four-hour special for free this holiday season; just drop me a line at [david@netmusiccountdown.com](mailto:david@netmusiccountdown.com).

Second, here are the top-selling holiday CDs online. Any of them would be a great gift for the season.

1. Barbra Streisand *Christmas Memories*
2. Various Artists *Now That's What I Call Christmas!*
3. Mannheim Steamroller *Christmas Extraordinaire*
4. Various Artists *The Time-Life Treasury of Christmas*
5. Dave Koz *A Smooth Jazz Christmas*
6. Various Artists *MTV: A TRL Christmas*

Finally here are the year-end top 20 E-charts for 2001.

— David Lawrence

### CHR/Pop

TW	ARTIST	CD/Title
1	LIFHOUSE	<i>No Name Face</i> /"Hanging"
2	DIDO	<i>No Angel</i> /"Thankyou"
3	STAINED	<i>Break The Cycle</i> /"Awhile"
4	SHAGGY	<i>Hot Shot</i> /"Angel"
5	NELLY	<i>Country Grammar</i> /"Ride"
6	MADONNA	<i>Music</i> /"Tell"
7	ALICIA KEYS	<i>Songs In A Minor</i> /"Fallin'"
8	AGUILERA, LIL' KIM, MYA & PINK	<i>Moulin Rouge</i> /"Lady"
9	TRAIN	<i>Drops Of Jupiter</i> /"Drops"
10	U2	<i>All That You Can't Leave Behind</i> /"Beautiful"
11	CREED	<i>Human Clay</i> /"Arms"
12	INCUBUS	<i>Make Yourself</i> /"Drive"
13	ENYA	<i>A Day Without Rain</i> /"Time"
14	MATCHBOX TWENTY	<i>Mad Season</i> /"Gone"
15	MOBY	<i>Play</i> /"Southside"
16	JANET	<i>All For You</i> /"Someone"
17	EVE	<i>Scorpion</i> /"Blow"
18	DESTINY'S CHILD	<i>Survivor</i> /"Independent"
19	3 DOORS DOWN	<i>The Better Life</i> /"Kryptonite"
20	MYA	<i>Fear Of Flying</i> /"Ex"

### Country

TW	ARTIST	CD/Title
1	DIXIE CHICKS	<i>Fly</i> /"Without"
2	DIXIE CHICKS	<i>Fly</i> /"Fall"
3	FAITH HILL	<i>Breathe</i> /"Wings"
4	TIM MCGRAW	<i>Greatest Hits</i> /"Years"
5	JESSICA ANDREWS	<i>Who I Am</i> /"Who"
6	KENNY CHESNEY	<i>Greatest Hits</i> /"Happen"
7	LEE ANN WOMACK	<i>I Hope You Dance</i> /"Ashes"
8	LEANN RIMES	<i>I Need You</i> /"Do"
9	LEE ANN WOMACK	<i>I Hope You Dance</i> /"Call"
10	TOBY KEITH	<i>How Do You Like Me Now?</i> /"Kiss"
11	SARA EVANS	<i>Born To Fly</i> /"Ask"
12	DIAMOND RIO	<i>One More Day</i> /"One"
13	BROOKS & DUNN	<i>Steers &amp; Stripes</i> /"America"
14	BROOKS & DUNN	<i>Steers &amp; Stripes</i> /"Nothing"
15	KEITH URBAN	<i>Keith Urban</i> /"Grace"
16	TRAVIS TRITT	<i>Down The Road I Go</i> /"Great"
17	TIM MCGRAW	<i>Set This Circus Down</i> /"Grown"
18	TRISHA YEARWOOD	<i>Inside Out</i> /"Loved"
19	DIXIE CHICKS	<i>Fly</i> /"Heartbreak"
20	TIM MCGRAW	<i>Set This Circus Down</i> /"Angry"

### Hot AC

TW	ARTIST	CD/Title
1	DIDO	<i>No Angel</i> /"Thankyou"
2	LENNY KRAVITZ	<i>Greatest Hits</i> /"Again"
3	LIFHOUSE	<i>No Name Face</i> /"Hanging"
4	CREED	<i>Human Clay</i> /"Arms"
5	U2	<i>All That You Can't Leave Behind</i> /"Beautiful"
6	DAVE MATTHEWS BAND	<i>Everyday</i> /"Space"
7	TRAIN	<i>Drops Of Jupiter</i> /"Drops"
8	INCUBUS	<i>Make Yourself</i> /"Drive"
9	MATCHBOX TWENTY	<i>Mad Season</i> /"Gone"
10	MOBY	<i>Play</i> /"Southside"
11	STAINED	<i>Break The Cycle</i> /"Awhile"
12	MADONNA	<i>Music</i> /"Tell"
13	COLDPLAY	<i>Parachutes</i> /"Yellow"
14	NELLY FURTADO	<i>Whoa Nelly!</i> /"Bird"
15	THE CORRS	<i>In Blue</i> /"Breathless"
16	3 DOORS DOWN	<i>The Better Life</i> /"Kryptonite"
17	DAVID GRAY	<i>White Ladder</i> /"Babylon"
18	BARENAKED LADIES	<i>Maroon</i> /"Pinch"
19	3 DOORS DOWN	<i>The Better Life</i> /"Like"
20	ENYA	<i>A Day Without Rain</i> /"Time"

### Urban

TW	ARTIST	CD/Title
1	ALICIA KEYS	<i>Songs In A Minor</i> /"Fallin'"
2	JILL SCOTT	<i>Who Is Jill Scott?</i> /"Walk"
3	MUSIQ	<i>Aijuswanaseing</i> /"Love"
4	SHAGGY	<i>Hot Shot</i> /"Wasn't"
5	JANET	<i>All For You</i> /"All"
6	112	<i>Part III</i> /"Peaches"
7	OUTKAST	<i>Stankonia</i> /"Fresh"
8	DESTINY'S CHILD	<i>Survivor</i> /"Booty"
9	DESTINY'S CHILD	<i>Survivor</i> /"Independent"
10	ERYKAH BADU	<i>Mama's Gun</i> /"Know"
11	SUNSHINE ANDERSON	<i>Your Woman</i> /"Before"
12	JILL SCOTT	<i>Who Is Jill Scott?</i> /"Way"
13	JOE	<i>My Name Is Joe</i> /"Stutter"
14	ISLEY BROTHERS	<i>Eternal</i> /"Contagious"
15	AVANT	<i>My Thoughts</i> /"First"
16	JENNIFER LOPEZ	<i>J. Lo</i> /"Real"
17	CARL THOMAS	<i>Emotional</i> /"Emotional"
18	AALIYAH	<i>Aaliyah</i> /"Rock"
19	R. KELLY	<i>TP-2.com</i> /"Fiesta"
20	EVE	<i>Scorpion</i> /"Blow"

### Smooth Jazz

TW	ARTIST	CD/Title
1	SADE	<i>Lovers Rock</i> /"Side"
2	RICK BRAUN	<i>Kisses In The Rain</i> /"Kisses"
3	JEFF KASHIWA	<i>Another Door Opens</i> /"Around"
4	EUGE GROOVE	<i>Euge Groove</i> /"Sneak"
5	CRAIG CHAQUICO	<i>Panorama</i> /"Cafe"
6	DAVE KOZ	<i>The Dance</i> /"Bright"
7	DAVID BENOIT	<i>Professional Dreamer</i> /"Miles"
8	WAYMAN TISDALE	<i>Face To Face</i> /"Hide"
9	DAVE KOZ	<i>The Dance</i> /"Love"
10	GEORGE BENSON	<i>Absolute Benson</i> /"Medicine"
11	SADE	<i>Lovers Rock</i> /"King"
12	NORMAN BROWN	<i>Celebration</i> /"Paradise"
13	KIM WATERS	<i>One Special Moment</i> /"Groove"
14	MARC ANTOINE	<i>Cruisin'</i> /"Mas"
15	KIRK WHALUM	<i>Unconditional</i> /"Forever"
16	STEVE COLE	<i>Between Us</i> /"Start"
17	RIPPINGTONS	<i>Life In The Tropics</i> /"Caribbean"
18	RICK BRAUN & BONEY JAMES	<i>Shake It Up</i> /"R.S.V.P."
19	RICHARD ELLIOT	<i>Chill Factor</i> /"Who?"
20	CHUCK LOEB	<i>In A Heartbreak</i> /"North"

### Alternative

TW	ARTIST	CD/Title
1	INCUBUS	<i>Make Yourself</i> /"Drive"
2	MOBY	<i>Play</i> /"Southside"
3	TOOL	<i>Lateralus</i> /"Schism"
4	STAINED	<i>Break The Cycle</i> /"Awhile"
5	LINKIN PARK	<i>Hybrid Theory</i> /"Crawling"
6	LIFHOUSE	<i>No Name Face</i> /"Hanging"
7	COLDPLAY	<i>Parachutes</i> /"Yellow"
8	LIMP BIZKIT	<i>Chocolate Starfish and the Hot Dog Flavored Water</i> /"Way"
9	U2	<i>All That You Can't Leave Behind</i> /"Elevation"
10	DAVE MATTHEWS BAND	<i>Everyday</i> /"Space"
11	GORILLAZ	<i>Gorillaz</i> /"Clint"
12	BLINK-182	<i>Take Off Your Pants And Jacket</i> /"Rock"
13	LINKIN PARK	<i>Hybrid Theory</i> /"Closer"
14	STAINED	<i>Break The Cycle</i> /"Fade"
15	LENNY KRAVITZ	<i>Greatest Hits</i> /"Again"
16	LINKIN PARK	<i>Hybrid Theory</i> /"End"
17	U2	<i>All That You Can't Leave Behind</i> /"Walk"
18	WEEZER	<i>Weezer (2001)</i> /"Hash"
19	RADIOHEAD	<i>Kid A</i> /"Optimistic"
20	LIMP BIZKIT	<i>Chocolate Starfish and the Hot Dog...</i> /"Rollin'"

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include AandE.com Radio, About Radio, Alfie Radio, Amazon.com, BarnesandNoble.com, bolt Radio, bored.com, B&N Radio, CDNow.com, CDNow Radio, ChoiceRadio.com, City Internet Radio, DMX Music, Earthlink Radio, FreeClub.com, Gracenote.com, GrooveCycle, iWonRadio, Kinetic Radio, Lycos, MediAmazing, MusicChoice, MusicMatch, Musicplex, PEEL Radio, RadioBeonair.com, RadioCentral Network, Radio Free Virgin, Radio Juntos, Radio on bay 9, Scour Radio, Skateboard.com, Spinner.com, thejamz.com, The RadioAMP Network, Voice Of America-Music Mix, and www.com Radio. Data is weighted based on traffic reports by web traffic monitor MediaMetrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. © 2001 R&R Inc. © 2001 Online Today, Net Music Countdown.



## Sellers Now J Nat'l Dir./Field Promo

J Records has upped Nicole Sellers from Southeast Regional Director/Urban Promotion to National Director/Field Promotion. Based in Atlanta, she reports to Sr. VP/Urban Promotion Ken Wilson.



Sellers

"Nicole has exhibited incredible follow-through and continues to

develop creative ideas," Wilson said. "She is a valued player on our team, and this promotion is well-deserved."

Before joining J Sellers worked in national urban field promotion with RCA Records. She started with RCA in 1996 as Southeast Regional Manager/Urban Promotion.

## Ashton Moves To Aurora/Westchester

Six-month WICC-AM/Bridgeport, CT midday talent Dave Ashton has transferred to Aurora's Nostalgia-AC combo WFAS-AM & FM/Westchester as OM/PD. WFAS-FM's signal is also simulcast on sister WFAF-FM/Mt. Kisco, NY. Ashton succeeds Emily Anton, who has left the stations.

"I'm very excited about working in Westchester County," said Ashton, who also does a WFAS-FM afternoon-drive shift. "This market had its first Arbitron book last year, and it's a good opportunity for me to get here and work in AC. The stations sound good; it's just a matter of tweaking them. There are opportunities to further strengthen our position in upper Westchester County. It will be a good challenge, and I'm really looking forward to it."

Ashton has previously programmed WKHL/Stamford, CT and WIII & WKRT/Ithaca, NY.

## Bonneville

Continued from Page 3

WRTH; Hot AC WVRV VP/GM John Kijowski assumes responsibility for Smooth Jazz WSSM; and the position of Group President, held by David Ervin, is eliminated.

The San Francisco and St. Louis GMs report to Sr. Regional VP/S.F. & St. Louis Chuck Tweedle, while Oxley and Mark O'Brien — who remains WWZZ/DC's VP/GM — report to Sr. Regional VP/Chicago & Washington Drew Horowitz.

"This restructuring is a difficult but important step in continuing to improve one of radio's best operations," Bonneville President/CEO Bruce Reese said. "We are losing some great colleagues, and we are fortunate to have highly qualified individuals within our organization who can step into these positions."

Meanwhile, Bill Lueth has been upped from PD to Manager/Opera-

## Teen Stars Hang Out 'Backstage' For A Cure



Pictured backstage during the Bogart Backstage On Tour for a Cure fund-raiser for the Neil Bogart Memorial Fund at Santa Monica, CA's Barker Hangar, an event that honored RIAA President/CEO Hilary Rosen with the Children's Choice Award, are (l-r) Neil Bogart Labs' Dr. Stuart Siegel and Dr. Pat Reynolds, NBMF's Ceil Kasha, Neil Bogart Labs' Dr. Robert Seeger, NBMF's Sandra Rapke and Chairman Emeritus Les Bider, performers Myra and Aaron Carter, Rosen, NBMF founder Joyce Bogart Trabulus and President Lou Mann, and actor Bob Saget.

## Koch/In The Paint Taps Two Promo Heads

Koch/In The Paint Records has named Dee Sonaram and Shadow Stokes co-heads of radio promotion. In The Paint is Koch's urban-music division.

Sonaram is the label's National Director/Rhythm Crossover Promotion, as well as VP of Koch-distributed hip-hop label Casino Entertainment. Stokes joins as Koch/In The Paint's Director/Urban Promotion and is President of Casino.

"Dee has been with me from Day One," In The Paint President Alan Grunblatt said. "We affectionately know him as the 'In The Paint Pit Boss.' He's involved in all aspects of label operations, from A&R to promotion to marketing. Shadow Stokes comes to us from Virgin, where he was voted Executive

of the Year at the Mix Show Power Summit."

Prior to joining Koch/In The Paint Sonaram was Director/Promotion at Robbins Entertainment/BMG. Before that he worked for two years as a booking agent at the Famous Artist Agency. He began his music-industry career in 1994 in the promotion department at Profile Records.

Stokes was previously Virgin Records' National Director/Rap & Street Promotion and before that was National Director/Promotion at London Records.

Koch/In The Paint has also appointed Chris Wamai Manager/Mix Show Promotion. Wamai was previously an intern in Universal Records' rap-promotion department.

## Lundy Becomes PD At WREC/Memphis

WSCC/Charleston, SC PD Nate Lundy has been named to a similar position at Clear Channel sister News/Talker WREC/Memphis, effective Jan. 7. Lundy replaces Paul Davis, who recently exited the station. Lundy joined Clear Channel in January 1999 and served as Asst. PD at KEX & KEWS/Portland, OR before assuming his most recent position in October 2000.

"Between the work he has done over the past year in Charleston and at our stations up in Portland, we see Nate as the right guy to take this station to the next level," WREC VP/GM Bruce Demps said. "This is a great heritage radio sta-

tion that needs somebody like Nate to pull all the pieces together and get us to where we need to go."

Lundy said, "WSCC and Charleston have been a blast. The station has seen significant growth, and it's been great to be a part of its turnaround."

Commenting on his pending move to Memphis, Lundy quipped, "Hey, it's Memphis, and you can never have too much Elvis in your life! Honestly, I love a good challenge, and WREC offers some great ones. It's a heritage station, and I believe that, with a strong focus and solid branding, its best days are still ahead."



Lundy

tions & Programming for KDFC. "I'll take over some of the projects Valerie Howard was doing," he said. "When Valerie became GM of both KDFC and KZQZ, they upped me to take on a larger role in marketing and to take on some of her duties."

Lueth has relinquished his morning show duties to Bay Area veteran John Evans, who previously

handled mornings at Clear Channel's crosstown KKSF. Lueth, who will continue hosting KDFC's Sunday-morning *Sacred Music* specialty show, joined KDFC in October 1997 as Asst. PD/morning host and became PD in July 1998. He previously served as a morning news anchor at KPIX/S.F. and was PD and morning host of that station's predecessor, KKHI.

## EXECUTIVE ACTION

### Levin President Of IDT's Broadcast Division

IDT Ventures Inc. has formed a broadcast division to acquire and manage future broadcast properties and oversee its recent acquisition of the Talk America Radio Network. Former broadcast executive Yube Levin has been named President of the new division, which will seek alliances and joint ventures with and outright purchases of radio stations nationwide. Future plans also include expanding into broadcast- and cable-television properties.

"The American economy is going to come roaring back bigger and stronger than ever," said IDT Chairman Howard Jonas. "And when it does, the media industry is likely to be one of the first to benefit. That's why we're aggressively moving today to acquire radio stations and other media properties."

IDT is a multinational carrier that provides a broad range of telecommunications services to wholesale and retail customers worldwide. Through its IDT Investments subsidiary, IDT also has equity interests in several telecom and Internet-related companies.

### Romero Joins HBC/Dallas As Director/Sales

Kippie Romero, most recently VP/Training for the Radio Advertising Bureau and Director of the RAB Training Academy, has joined Hispanic Broadcasting's Dallas cluster as Director/Sales.

In her new role Romero will oversee sales efforts for Spanish Oldies KESS-AM (La Fabulosa), Spanish AC trimulcast KDXX-AM & FM & KDXT (Amor), Tejano KHCK and Regional Mexican KLNO (Estereo Latino). She reports to HBC/Dallas GM Frank Carter, who commented, "Kippie has distinguished herself in the radio industry, and I am proud that she has joined our company at this juncture of her career."

Romero has been in radio for 17 years. Before joining the RAB she served as Sales Manager for KEYN, KFH, KQAM & KZSN/Wichita.

### Koch Heads To CC/W. Palm Beach As Dir./Sales

Clear Channel has transferred Miami Director/Sales Roger Koch to a similar position for the company's seven-station West Palm Beach cluster. He succeeds Tom Hunt, who was recently named Director/Sales for Clear Channel/Charlotte.

"Roger has a strong track record as a manager and solutions provider for his personnel and clients alike," West Palm Beach VP/Market Manager John Hunt commented. "His diplomatic style and strong revenue-generation and people skills should help take this successful operation to even greater heights."

Hunt said that Koch will work with Clear Channel/Treasure Coast Director/Sales Layne Ryan on developing customer solutions for the newly designed South Florida Trading Zone.

In related news, Clear Channel/Fargo, ND GSM Connie Ness is promoted to Director/Sales, Dakotas. She will oversee sales operations in Fargo and help oversee regional sales initiatives in North and South Dakota.

### Newkirk New Cornerstone Management President

New York-based artist marketing and promotion firm Cornerstone Promotion has appointed Sara Newkirk President of its newly created management unit Cornerstone Management. Newkirk will manage the recording careers of artists from all music genres, sign new artists to the Cornerstone Management roster and oversee the roster's day-to-day management activities.

"Sara is one of the most talented young executives in the music industry," Cornerstone co-President Jon Cohen said. "She displays a great passion for music and a tremendous knowledge of the business."

Newkirk began her music-industry career in 1997, managing The Mighty Mighty Bosstones, and she has worked with New York-based Peter Malkin Management. Most recently she project-managed marketing and promotion clients for Cornerstone Promotion, including The Avalanches, Dilated Peoples, Citizen Cope and the film *Hedwig and the Angry Inch*.

### Phillips

Continued from Page 3

an excited, motivated staff, as well as with consultants Bill Tanner and my good friend Randy Kabrich. I'm honored to be chosen for this incredible opportunity."

Prior to joining KHTT Phillips was Director/Programming & Operations for WILN/Panama City,

FL. He has also held the PD title at KHKS/Dallas; WZOK/Rockford, IL; WTHT/Portland, ME; WSPK/Poughkeepsie, NY; WPRH/Columbia, SC; and WSSC/Sumter, SC. Phillips worked in Baltimore as Production Director for WBSB and Asst. PD/MD at WGHT and in South Carolina as Asst. PD/MD for WZLD/Columbia, morning driver at WMMC/Columbia and afternoon driver for WDXY/Sumter.



## National Radio

• **DENNY SOMACH PRODUCTIONS** and Capitol Records present *Come Together... A John Lennon Christmas*, to air during December. WAXQ/New York's Scott Muni hosts the one-hour, commercial-free show and will share personal highlights from his longtime association with Lennon and Yoko Ono. For more information, contact John Bloodwell at 610-446-7100.

• **WESTWOOD ONE** presents *Christmas Around the Country*, Dec. 22-25. Hosted by WQYK/Tampa's Skip Mahaffey, the show features hit country songs and comments by country artists.

Also, throughout December WW1 is airing special editions of its long-form programs to celebrate the year in music. For more information, contact Abby McDorman at 212-641-2009; [amcdorman@westwoodone.com](mailto:amcdorman@westwoodone.com).

• **UNITED STATIONS RADIO NETWORKS** offers programming to honor the life and legacy of Dr. Martin Luther

## CHRONICLE

### BIRTHS

Recording artist **Faith Hill**, husband recording artist **Tim McGraw**, daughter Audrey Caroline McGraw, Dec. 6.

KRQS/Albuquerque PD **Paul Lavoie**, wife Lisa, an adopted daughter, 15-month-old Bella.

### MARRIAGES

WHYY/Montgomery, AL middayer **Joey D** to 'HHY Dir./Promotions **Heather Connell**, Dec. 7.

### CONDOLENCES

Singer-songwriter **Noel Brazil**, 42, Nov. 29.

*sions of Black America*, a four-part series set to air each week in February that showcases aspects of the African-American experience. For more information, contact Julie Harris at 212-869-1111.

• **NBG RADIO NETWORK** extends its agreement to syndicate Prostar Entertainment Group's *The Movie Show on Radio*, which airs live Sundays from 4-6pm ET. For more information, contact Gina DeWitt at 503-802-4624, ext. 784.

• **JONES RADIO NETWORKS** agrees to syndicate *Maverick Investing With Doug Fabian*, which airs live Saturdays from noon-3pm ET. For more information, contact Dave Newton at 800-426-9082; [dave.newton@jrnsatl.com](mailto:dave.newton@jrnsatl.com).

• **CREATIVE BROADCAST CONSULTING** launches the U.S. Formula One Radio Network, which presents racing events from around the globe. Play-by-play coverage and updates will be produced by veteran announcers and delivered to stations via satellite or MP3 audio. For more information, contact Chris Witting at 800-743-1988, ext. 202.

King Jr. and celebrate Black History Month. The two-hour *The Last Days of Dr. Martin Luther King Jr.*, hosted by WRKS/New York's Bob Slade and set to air in January, features speeches by King and interviews with his inner circle interwoven with the music of the late Curtis Mayfield. Slade also hosts Vi-

## Ivey

Continued from Page 1

and Star 98.7 that was previously never thought to be relevant," remarked Clear Channel VP/Programming Steve Smith. "We believe we will better serve the listeners, advertisers and our shareholders by this increased coordination."

Ivey said, "I'm adding the Star 98.7 responsibilities with the station

performing at the best level in its history under GM Paul O'Malley's continued leadership. Our goal is to grow Star 98.7 even further with a coordinated programming strategy."

Clear Channel/L.A. Regional VP Charlie Rahilly said the staff reductions in L.A. were made among the radio, Internet and special-event divisions in an effort to make the 45 stations "work more in concert" than

before. "For the first time an advertiser can call one team if they choose to do so and really address the entire L.A. Trading Area through these 45 Southern California stations," he said.

Regional VP Roy Laughlin added, "Once the organization is completed, the Clear Channel L.A. Trading Area radio division will still have an L.A. work force of nearly 600 employees. We did what we needed to do to create a more cohesive unit and set up the organization to continue as the most dominant radio player in the market."

In other Clear Channel/Los Angeles management moves, KHHT & KIIS Director/Sales **Amy Freeman** has added VP/Sales duties for the 45-station cluster. Dave Broome remains VP/National Sales. "In her new role Amy will be the 'go-to' person for the 45 stations as we work to bring the L.A. sales region together," Rahilly said. "Roy Laughlin and I are deeply involved in these issues, but we need to take advantage of Amy's sales creativity and work ethic throughout the 45 stations. This move ensures that all of our radio properties are positioned to our local customers as a cohesive group."

Meanwhile, KHHT Marketing Director **Eileen Woodbury** has added KIIS to her responsibilities, reporting to VP/Marketing Von Freeman; **Joan Selfa** has become LSM of Clear Channel Traffic; and **Bridget Aguilera** has been named Director/Human Resources for the 45-station region.

## Kiel

Continued from Page 1

opportunities there." Journal Communications Chairman/CEC Steve Smith said. "He led that company to record growth in the mid- to late '90s, and we need to accelerate our results there, particularly from our

recent acquisitions. Broadcast is a vital part of Journal Communications' future."

Kiel said, "We have a terrific opportunity to speed up growth at broadcast over the next few years and a strong leadership group to ensure that happens."



Artist/Title	Total Plays
'N SYNC Pop	74
CHRISTINA MILIAN AM To PM	73
BACKSTREET BOYS Drowning	71
JUMP5 God Bless The U.S.A.	71
LIL' ROMEO My Baby	71
AARON CARTER Oh Aaron	71
DREAM STREET I Say Yeah	71
DREAM STREET It Happens Every Time	70
AARON CARTER Not Too Young, Not Too Old	68
A* TEENS Bouncing Off The Ceiling	28
LMNT Juliet	27
KRYSTAL HARRIS Supergirl	27
NELLY FURTADO Turn Off The Light	26
3LW No More (Baby I'ma Do Right)	26
MICHELLE BRANCH Everywhere	26
AARON CARTER That's How I Beat Shaq	26
JUMP5 Spinnin' Around	26
SMASH MOUTH All Star	25
SMASH MOUTH I'm A Believer	25
FATBOY SLIM The Rockafeller Skank	25

Playlist for the week ending December 8.



## NATIONAL RADIO FORMATS

ADDED THIS WEEK

**ABC RADIO NETWORKS**  
Phil Hall • 972-991-9200

**Hot AC**  
**Steve Nichols**  
CREED My Sacrifice

**StarStation**  
**Peter Stewart**  
No adds

**Classic Rock**  
**Chris Miller**  
No adds

**Touch**  
**Ron Davis**  
No adds

**Doug Banks Morning Show**  
**Gary Saunders**  
No adds

**Tom Joyner Morning Show**  
**Vern Catron**  
No adds

**ALTERNATIVE PROGRAMMING**  
**Steve Knoll** • 800-231-2818  
**Gary Knoll**

**Rock**  
ADEMA The Way You Like It  
BUSH Headful Of Ghosts  
P.O.D. Youth Of The Nation

**Alternative**  
ADEMA The Way You Like It  
P.O.D. Youth Of The Nation

**Triple A**  
GARBAGE Breaking Up The Girl  
MICK JAGGER Joy  
U2 In A Little While

**CHR**  
RYAN ADAMS New York, New York

**Mainstream AC**  
LEANN RIMES Can't Fight The Moonlight

**Lite AC**  
DAKOTA MOON Looking For A Place To Land  
ALAN JACKSON Where Were You (When...)

**NAC**  
BONAFIDE Club Charlies

**Christian AC**  
JARS OF CLAY I Need You

**UC**  
JA RULE Always On Time  
JERMAINE DUPRI Welcome To Atlanta  
MYSTIKAL Bouncin' Back (Bumpin'...)

**JONES RADIO NETWORKS**  
**Music Programming/Consulting**  
**Ken Moultrie** • 800-426-9082

**Alternative**  
**Steve Young/Chris Jones**  
ADEMA The Way You Like It  
FOO FIGHTERS The One  
NICKELBACK Too Bad  
P.O.D. Youth Of The Nation

**Active Rock**  
**Steve Young/Craig Altmaier**  
NICKELBACK Too Bad

**Heritage Rock**  
**Steve Young/Craig Altmaier**  
OFFSPRING Defy You

**Hot AC**  
**Steve Young/Josh Hosler**  
RYAN ADAMS New York, New York  
CREED My Sacrifice

**CHR**  
**Steve Young/Josh Hosler**  
DAVE MATTHEWS BAND Everyday  
ALICIA KEYS A Woman's Worth  
LFO Life Is Good  
BRIAN MCKNIGHT Still  
LINKIN PARK In The End

**Rhythmic CHR**  
**Steve Young/Josh Hosler**  
MISSY ELLIOTT Take Away  
LUDACRIS Roll Out (My Business)  
MR. CHEEKS Lights, Camera, Action  
OUTKAST The Whole World

**Soft AC**  
**Mike Bettelli**  
TONI BRAXTON Snowflakes Of Love

**Mainstream AC**  
**Mike Bettelli**  
TONI BRAXTON Snowflakes Of Love

**Delilah**  
**Mike Bettelli**  
BARBRA STREISANO Grown Up Christmas List

**Dave Wingert Show**  
**Mike Bettelli**  
TONI BRAXTON Snowflakes Of Love

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

**Adult Hit Radio**  
**JJ McKay**  
USHER U Got It Bad

**Rock Classics**  
**Adam Fendrich**  
No adds

**Adult Contemporary**  
**Rick Brady**  
No adds

**RADIO ONE NETWORKS**  
**970-949-3339**

**Choice AC**  
**Yvonne Day**  
No adds

**New Rock**  
**Benji McPhail**  
No adds

**WESTWOOD ONE RADIO NETWORKS**  
**Charlie Cook** • 661-294-9000  
**Bob Blackburn**

**Adult Rock & Roll**  
**Jeff Gonzer**  
NEIL YOUNG Imagine

**Soft AC**  
**Andy Fuller**  
No adds

**Bright AC**  
**Jim Hays**  
No adds

## Rose

Continued from Page 3

vast experience in the media and entertainment arena to bear on our efforts to create value."

Levy said, "John has been appointed to accelerate the operational improvements that are fundamental to EMI's performance and to help create the vision for our growth. He is the best-qualified person in the world to do this, and it says a lot about EMI's potential that someone

of John's stature is keen to join us."

Rose said, "This is an extraordinary opportunity to help shape the world's leading independent music group at a defining point in the industry's history. I am looking forward to contributing everything I have learned to leverage the executive team's creativity and EMI's incredible musical assets."

Currently, Rose is a senior partner of McKinsey & Co. in New York, where he co-leads the firm's global

media and entertainment practice and founded its e-commerce practice and its broadband special initiative. He has advised several of the world's leading media, entertainment and telecommunications companies on growth strategies, performance enhancement, portfolio management, mergers and acquisitions, cost-restructuring, and technology and e-commerce strategies and has been a personal adviser to many of those companies' CEOs.



## DATEBOOK

## MONDAY, DECEMBER 24

- 1893/**Henry Ford** completes construction of his first successful gasoline engine. He and his wife test it in their kitchen.
- 1948/**Perry Como** launches his long-running TV variety show. In 1955 the half-hour show grows to a full hour. The show runs through 1963.
- 1953/*Dragnet* becomes the first network series with a regular sponsor: Fatima cigarettes.
- 1990/Actor **Tom Cruise** weds actress **Nicole Kidman**.



Happily ever after?

## In Music History

- 1954/**Johnny Ace**, one of the most popular R&B singers of his day, dies of a self-inflicted gunshot wound he reportedly sustained while playing Russian roulette backstage at Houston's Civic Auditorium.
- 1972/The plug is pulled on **Manfred Mann & His Earth Band** during an encore at the University of Miami after neighbors complain about the volume. The abrupt end prompts students to riot for two hours, causing the band to hide in their dressing room.
- Born: **Lemmy Kilmister** (Motorhead) 1945

## TUESDAY, DECEMBER 25

- 1995/Actor **Dean Martin**, 78, passes away in Beverly Hills, CA of respiratory failure.
- 1996/**JonBenet Ramsey**, 6, is killed in her Boulder, CO home. A ransom note demanding \$118,000 is found, but the body is soon discovered in the Ramseys' basement. The murder becomes a national sensation and tabloid fodder, with many believing JonBenet's parents to be guilty. The case is thrown out by a grand jury after a two-year investigation.
- Born: **Rod Serling** 1924-1975, **Sissy Spacek** 1949

## In Music History

- 1959/Richard Starkey, later known as **Ringo Starr**, gets his first drum set, for Christmas.
- 1981/**The J. Geils Band** play a Christmas concert for the inmates of Norfolk Correctional Center, near the group's hometown of Boston.
- 1996/*Evita*, starring **Madonna**, and *The People vs. Larry Flynt*, starring **Courtney Love**, open.
- Born: **Noel Redding** 1945, **Jimmy Buffett** 1946, **Annie Lennox** 1954, **Steve Wariner** 1954, **Shane MacGowan** (ex-Pogues) 1957, **Dido** 1971

## WEDNESDAY, DECEMBER 26

- 1933/**Edwin Armstrong**, an electrical engineer at Columbia University, patents frequency modulation radio, or FM.
- 1966/The first Kwanzaa is celebrated in Los Angeles under the direc-

tion of **Maulana Karenga**, the Chair of Black Studies at California State University at Long Beach. The seven-day holiday was designed by Dr. Karenga as a celebration of African-American family, community and culture.

1985/The Ford Motor Co. introduces the **Taurus**. The car becomes enormously popular and lifts Ford to record profits in the late 1980s.

2000/Actor **Jason Robards**, 78, dies. Born: **Steve Allen** 1921-2000, **Jared Leto** 1971

## In Music History

- 1955/**Bill Haley & The Comets'** "See You Later, Alligator" is released by Decca Records.
- 1963/**The Beatles'** first U.S. single, "I Wanna Hold Your Hand," is released by Capitol Records. Within five weeks it becomes the No. 1 single in the U.S.
- 1999/Grammy-winning R&B great **Curtis Mayfield**, 57, dies of complications from diabetes.
- Born: **Phil Spector** 1940, **Lars Ulrich** (Metallica) 1963

## THURSDAY, DECEMBER 27

- 1932/Radio City Music Hall opens in New York City. It is the largest indoor theater in the world when it opens, seating 6,200 people.
- Born: **Gerard Depardieu** 1948, **Joanie Laurer** (a.k.a. **Chyna**) 1970

## In Music History

- 1964/**The Supremes** appear on *The Ed Sullivan Show* for the first time.
- 1978/**The Cars** self-titled debut goes Platinum.
- 1989/In Springfield, MA, Skid Row singer **Sebastian Bach** is struck by a beer bottle thrown from the audience. He throws it back, inadvertently hitting a 17-year-old girl. He then jumps into the crowd and assaults another fan. He's arrested on various charges.



Youth gone wild.

- 1991/Nine fans are crushed to death in a rush to see a **Heavy D & The Boyz** and **Run-DMC** charity basketball game. Around 2,000 fans crowd into City College of New York's gym, which is equipped for a few hundred spectators.
- Born: **Mick Jones** (Foreigner) 1947

## FRIDAY, DECEMBER 28

- 1908/The most destructive earthquake in recorded European history strikes the Straits of Messina in southern Italy. The earthquake and the ensuing tsunami kill an estimated 10,000 people.
- 1957/Actor **Robert Wagner** marries actress **Natalie Wood**.
- Born: **Stan Lee** 1922

## In Music History

- 1968/The Miami Pop Festival kicks off in Hallendale, FL. With a \$7 a ticket price, the three-day event attracts 100,000 people. Performers include **Three Dog Night**, **Fleet-wood Mac**, **Steppenwolf**, **Marvin Gaye**, **The Grateful Dead**, **Joni Mitchell**, **Iron Butterfly** and many more.

1971/The Who's **Keith Moon** MCs a concert for one of his favorite groups, **Sha Na Na**.

1975/During a Spokane show, a 25-year-old "fan" points a .44 magnum at **Ted Nugent**. The man is wrestled to the ground by audience members and security and later charged with intimidating with a weapon.

1983/Beach Boy **Dennis Wilson**, 39, drowns in Marina Del Rey, CA.

1993/Producer **Robert "Mutt" Lange** weds country star **Shania Twain**.

Born: **Edgar Winter** 1946, **Joe Diffie** 1958

## SATURDAY, DECEMBER 29

1845/Texas enters the Union as the 28th state.

1891/**Thomas Edison** is granted a patent for wireless radio.

1916/**James Joyce's** *Portrait of the Artist as a Young Man* is published in New York.

Born: **Jon Voight** 1938, **Ted Danson** 1947, **Paula Poundstone** 1959, **Jude Law** 1972

## In Music History

1967/Traffic singer, guitarist and songwriter **Dave Mason** quits the popular British group to focus on a solo career.

1982/Jamaica issues a commemorative **Bob Marley** stamp to honor the influential reggae musician.

1994/**TLC's** **Lisa "Left Eye" Lopes** pleads guilty in Atlanta to arson charges in connection with a fire that destroyed the \$1 million mansion of her boyfriend, Atlanta Falcons receiver **Andre Rison**.

1997/**Michael Penn** and **Aimee Mann** are married in Pasadena, CA.

Born: **Rick Danko** (The Band) 1942-1999, **Marianne Faithfull** 1946, **Cozy Powell** (ex-Whitesnake, ex-Black Sabbath) 1947-1998, **Evan Seinfeld** (Biohazard) 1972

## SUNDAY, DECEMBER 30

1922/In post-revolutionary Russia, the Union of Soviet Socialist Republics is established. Also known as the Soviet Union, the new communist state is the first country to base its economy on Marxist socialism.

Born: **Tracey Ullman** 1959, **Heidi Fleiss** 1965, **Tiger Woods** 1975, **Eliza Dushku** 1980

## In Music History

1979/Art rock supergroup **Emerson, Lake & Palmer** announce their breakup.

1996/Stone Temple Pilots singer **Scott Weiland** checks himself back into drug rehab for heroin addiction, forcing the group to cancel a New Year's Eve show in Anchorage, AK.



New year, new rehab stint.

Born: **Bo Diddly** 1928, **Del Shannon** 1934-1990, **Mike Nesmith** (ex-Monkees) 1942, **Patti Smith** 1946, **Jeff Lynne** 1947, **Suzy Bogguss** 1956, **Tyrese** 1978

— Frank Correia

## zinescene

## And Then There Were Two....

The success of The Beatles' album 1 illustrates the vast influence the band still has on the musical and cultural landscape and their ability to attract new fans — even now, more than 30 years after their breakup. With the passing of the band's lead guitarist, **George Harrison**, on Nov. 29, the world is reminded of the contribution of "The Quiet Beatle" to the band's success, the musical legacy he left behind as a Beatle and as a solo artist and his strong spiritual beliefs, which enabled him to face his impending exit from the material world with dignity and without fear.

*Time*, *Us Weekly*, *People* and *Entertainment Weekly* feature Harrison on their covers and offer fitting tributes to the man, his music and his spirituality. *Time* delves into Harrison's "Magical, Mystical Tour" as a Beatle and solo artist; *Us Weekly* describes "Harrison's Final Days," spent with family and friends; *People* looks back on "When He Was Fab" and includes quotes from Harrison's friends, "who recall a man of spirit, song and humor"; and *Entertainment Weekly* remembers "Our Sweet George" and offers its ultimate compilation of Harrison-penned songs from his Beatle and solo-artist years.

The tabs also include stories about Harrison's passing. *The National Enquirer* describes "George Harrison's Brave Last Days," which included "his joyful reunion with **Paul McCartney** and **Ringo Starr** and his touching deathbed ceremony." And the *Globe* says "Beatle George Lives On" because "the Quiet Beatle was a firm believer in reincarnation."

The *Star*, however, reveals that Harrison apparently had an "Amazing Secret He Took to His Grave." According to the 'zine, he had a one-night stand while The Beatles were on tour in England in the early '60s, and this apparently resulted in "a love child that was hushed up years ago" by The Beatles' manager, **Brian Epstein**. Who makes this claim? Epstein's former assistant and Beatles company Apple Corp.'s former manager, **Alistair Taylor**.

## They Did Their Bit

It seems that **Mick Jagger's** fans just aren't satisfied with his latest solo album, *Goddess in the Doorway*. According to the *Star*, only about 20,000 copies of the album have been sold in London since its release. One store in London is even giving away buttons to purchasers of the album that read, "I did my bit for the old guy."

Jagger tells *Interview* how the pressure to live up to his own legacy has shifted through the years: "When you're really young, like say when you're playing football, you always trash everyone



**THINGS JUST AREN'T THE SAME ANYMORE** — Natalie Merchant tells *Interview* about "Motherland," the title track from her new album. What does the song mean to her? "I'm not absolutely certain what it means. The meaning of every verse has shifted since Sept. 11. I think I was much more cynical when I wrote it, and now the words seem to have a different resonance. 'Faceless, nameless, innocent, blameless and free' was kind of a reference to America's ignorance of economic and political foreign policy, and now it's all just been thrown into high gear."

else out of competition. And as you get older, you get slightly more philosophical. I think it's the same if you're writing a collection of songs. You're really just trying to do that to your own satisfaction. I mean, there are times in your life when you just let things go because you can't be bothered or you're just a bit drunk or you think everything you do is wonderful. And then as you get older, you think, 'Wait a minute, it isn't really wonderful.' You get better at editing."

## In A Fantasy World

**Billy Joel** tells *New York* about *Fantasies & Delusions*, his new album of classical music: "I wanted it to be called just *Delusions*. Like, who the hell do I think I am? But people said, 'Oh, he's too negative; it's too self-deprecating.' I don't want to call it classical. It's more like romantically influenced, instrumental, pre-20th-century music. I'm writing this because this music is my first love."

The *Globe* says the album includes a track called "Waltz #3 (For Lola)," which Joel wrote about ex-girlfriend **Carolyn Beegan's** dog.

## Daddy's Girl

**Pink** tells *Interview* that her dad is her best friend and the one who turned her on to making music: "He can play the shit out of the guitar. I looked up to him like he was my god. He used to take me to Vietnam vet chapter meetings, and we would play guitar and sing songs, and I felt like a little superstar. That made me want to make music, because I was a really bad kid, so I was like, 'Let me just make him proud.'"

— Deborah Overman

Each week R&R sneaks a peek through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. R&R has not verified any of these reports.





72 million households

 Tom Calderone  
VP/Programming

Plays

NO DOUBT I/BOUNTY KILLER Hey Baby	45
CREED My Sacrifice	42
JARULE Always On Time	41
PINK Get The Party Started	40
BUSTA RHYMES Break Ya Neck	37
NICKELBACK How You Remind Me	32
USHER U Got It Bad	32
FAT JOE I/R. KELLY We Thuggin'	32
LIMP BIZKIT N 2 Gether Now	31
DMX Who We Be	30
FAITH EVANS You Gets No Love	28
CITY HIGH I/EVE Caramel	26
JENNIFER LOPEZ Ain't It Funny	26
R. KELLY The World's Greatest	26
ALL STAR TRIBUTE What's Going On	25
DAVE MATTHEWS BAND Everyday	25
KID ROCK Forever	24
SHAKIRA Whenever, Wherever	23
LUDACRIS Roll Out (My Business)	22
LENNY KRAVITZ Dig In	21
CALLING Wherever You Will Go	21
PUDDLE OF MUDD Blurry	21
JAGGED EDGE Goodbye	20
NELLY #1	17
AALIYAH Rock The Boat	16
MR. CHEEKS Lights, Camera, Action	16
'N SYNC Gone	16
P.O.D. Youth Of A Nation	16
ALICIA KEYS A Woman's Worth	15
GOO GOO DOLLS American Girl	14
JOE Let's Stay Home Tonight	14
O-TOWN We Fit Together	13
BLINK-182 Stay Together For The Kids	12
PETE PABLO Raise Up	11
MARY J. BLIGE No More Drama	11
JAY-Z Girls, Girls, Girls	10
ALIEN ANT FARM Movies	10
STROKES Last Nite	10
MISSY ELLIOTT I/GINUWINE & TWEET Take Away	10
METHOD MAN & REDMAN Part II	10
GORILLAZ 19-2000	10
LINKIN PARK In The End	9
JANET I/MISSY ELLIOTT... Son Of A Gun (Betcha...)	9
PETE YORN For Nancy	9
DEFAULT Wasting My Time	9
SEVENDUST Praise	9
KITTIE What I've Always Wanted	8
JIMMY EAT WORLD The Middle	8
STAIN'D For You	8
BRITNEY SPEARS I'm A Slave 4 U	8
REMY ZERO Save Me	8
INCUBUS I Wish You Were Here	7
ROB ZOMBIE Feel So Numb	7
SUM 41 In Too Deep	7
HOBBASTANK Crawling In The Dark	7
BACKSTREET BOYS Drowning	7
LIMP BIZKIT Nookie	7
SUGAR RAY Answer The Phone	6
MARILYN MANSON Tainted Love	6
PJ HARVEY This Is Love	6
TENACIOUS D Wonderboy	5
MICK JAGGER God Gave Me Everything	5
PAUL MCCARTNEY Freedom	4
JEWEL Standing Still	4
LIL' ROMEO, 3LW & NICK CANNON Parents Just...	4
FABOLOUS Young'n (Holla Back)	3
ENRIQUE IGLESIAS Hero	3
JUVENILE From Her Mama...	3
MOBB DEEP Burn	2
JONELLE I/METHOD MAN Round And Round	2
NO DOUBT Bathwater	2
NO DOUBT Ex-Girlfriend	2
OFFSPRING Defy You	2

Video playlist for the week ending December 8.



55 million households

 Peter Cohen,  
VP/Programming

## Rap Adds

TIMBALAND &amp; MAGDO All Ya'll

## Pop Adds

No Adds

## Urban Adds

No Adds

## Rhythmic Adds

No Adds

## Rock Adds

No Adds

Adds for the week of December 17.

NO DOUBT I/BOUNTY KILLER Hey Baby	45
SAVES THE DAY At Your Funeral	42
DAVE MATTHEWS BAND Everyday	41
JIMMY EAT WORLD The Middle	40
DE LA SOUL Baby Phat	37
ALIEN ANT FARM Movies	32
N.D.R.E. Gimney	32
OUTKAST The Whole World	31
ANGIE STONE Brotha	30
FAITH EVANS You Gets No Love	28
GORILLAZ 19-2000	26
DEFAULT Wasting My Time	26
CREED My Sacrifice	25
SEVENDUST Praise	25
MR. CHEEKS Lights, Camera, Action	24
DMX Who We Be	23
REMY ZERO Save Me	22

75 million households

 Paul Marszalek  
VP/Music Programming


## ADDS

Title	Plays
None	None
CREED My Sacrifice	26
NO DOUBT I/BOUNTY KILLER Hey Baby	25
MARY J. BLIGE Family Affair	24
LENNY KRAVITZ Dig In	23
MICKEL BACK How You Remind Me	23
DAVE MATTHEWS BAND Everyday	20
MICK JAGGER God Gave Me Everything	19
SHAKIRA Whenever, Wherever	19
ALL STAR TRIBUTE What's Going On	19
FIVE FOR FIGHTING Superman (It's Not Easy)	18
JEWEL Standing Still	18
MELLY FURTAO Turn Off The Light	18
PINK Get The Party Started	18
ENRIQUE IGLESIAS Hero	17
TRAIN Something More	17
RYAN ADAMS New York, New York	16
JENNIFER LOPEZ Ain't It Funny	16
PAUL MCCARTNEY Freedom	13
CALLING Wherever You Will Go	10
ENYA Only Time	9
U2 Stuck In A Moment You Can't Get Out Of	9
QUOPLAY Trouble	8
ALICIA KEYS A Woman's Worth	8
INCUBUS I Wish You Were Here	8
USHER U Got It Bad	8
JOHN MELLENCAMP Peaceful World	7
TRAVIS Side	5
NANCY GRAY Sexual Revolution	4
DEFAULT Wasting My Time	4
AEROSMITH Sunshine	3
JANET I/MISSY ELLIOTT... Son Of A Gun (Betcha...)	3
FLICKERSTICK Beautiful	3
FAITH EVANS You Gets No Love	2
MATILDE MERCHANT Just Can't Last	2
STEREOPHONICS Have A Nice Day	2
CRAIG DAVID 7 Days	2
LIFEHOUSE Breathing	2
AALIYAH Rock The Boat	1
GINUWINE Differences	1
P.O.D. Alive	1
ANGIE STONE Brotha	1
JOE Let's Stay Home Tonight	1
R. KELLY The World's Greatest	1
STAIN'D For You	—
OSZY OSBOURNE Gets Me Through	—

Video airplay for December 17-23.

36 million households

 Cindy Mahmoud  
VP/Music Programming  
& Entertainment


## VIDEO PLAYLIST

JARULE I/ASHANTI Always On Time
MR. CHEEKS Lights, Camera, Action
USHER U Got It Bad
CITY HIGH I/EVE Caramel
BUSTA RHYMES Break Ya Neck
MYSTIKAL Bouncin' Back (Bumplin'...)
FAT JOE I/R. KELLY We Thuggin'
FAITH EVANS You Gets No Love
DMX Who We Be
JAGGED EDGE Goodbye

## RAP CITY

JARULE I/ASHANTI Always On Time
BUSTA RHYMES Break Ya Neck
JAY-Z Girls, Girls, Girls
FAT JOE I/R. KELLY We Thuggin'
FABOLOUS Young'n (Holla Back)
MYSTIKAL Bouncin' Back (Bumplin'...)
LUDACRIS Roll Out (My Business)
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta
OUTKAST The Whole World
JUVENILE From Her Mama...

Video playlist for the week ending December 16.

 David Cohn  
General Manager


THE CRYSTAL METHOD
I/SCOTT WEILAND You Know It's...
STROKES Last Nite
P.O.D. Youth Of A Nation
LENNY KRAVITZ Dig In
ALICIA KEYS A Woman's Worth
BASEMENT JAXX Where's Your Head
PETE YORN For Nancy
BUSTA RHYMES Break Ya Neck

Video playlist for the week of December 10-16.

## TELEVISION

### TOP TEN SHOWS

Dec. 3-9

Total Audience (105.5 million households)	Adults 18-34
1 CSI	1 Friends
2 Friends	2 Will & Grace
3 Survivor: Africa	3 Inside Schwartz
4 Everybody Loves Raymond	4 The Simpsons
5 60 Minutes	5 Just Shoot Me
6 Monday Night Football (Green Bay vs. Jacksonville)	6 Billboard Music Awards
7 Will & Grace	7 Malcolm In The Middle
8 Law & Order	(tie) Monday Night Football (Green Bay vs. Jacksonville)
9 West Wing	9 E.R.
10 Inside Schwartz	10 Survivor: Africa

Adults 18-34

1 Friends
2 Will & Grace
3 Inside Schwartz
4 The Simpsons
5 Just Shoot Me
6 Billboard Music Awards
7 Malcolm In The Middle
(tie) Monday Night Football (Green Bay vs. Jacksonville)
9 E.R.
10 Survivor: Africa

Source: Nielsen Media Research

### COMING NEXT WEEK

#### Friday, 12/14

- Macy Gray, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Sigur Ros, *Late Show With Craig Kilborn* (CBS, check local listings for time).

#### Saturday, 12/15

- The Chieftains and Shawn Colvin perform from Boston on *Holiday at Pops 2001* (A&E, 9pm).
- Yolanda Adams, *Five For Fighting* and Alan Jackson perform on *Sports Illustrated's Night of Champions* (NBC, 8pm).
- No Doubt, *Saturday Night Live* (NBC, 11:30pm).
- Tyrese, *Showtime at the Apollo* (check local listings for time and channel).

#### Sunday, 12/16

- Jay-Z performs on MTV's *Unplugged* (8:30pm).
- Sam Cooke is profiled on VH1's *Legends* (9pm).

All show times are ET/PT unless otherwise noted; subtract one hour for CT. Check listings for showings in the Mountain time zone. All listings subject to change.

#### Monday, 12/17

- Neil Diamond performs and Will Smith is interviewed on *Jay Leno*.
- Diana Krall, *Late Show With David Letterman* (CBS, check local listings for time).
- Los Straitjackets, *Late Night With Conan O'Brien* (NBC, check local listings for time).

#### Tuesday, 12/18

- Yolanda Adams, *Jay Leno*.
- Jimmy Eat World, *Conan O'Brien*.
- Remy Zero, *Craig Kilborn*.

#### Wednesday, 12/19

- Wynton Marsalis performs on PBS's *Live From Lincoln Center* (check local listings for time).
- Darlene Love, *David Letterman*.
- Tenacious D, *Craig Kilborn*.

#### Thursday, 12/20

- Lenny Kravitz, *David Letterman*.
- Natalie Merchant, *Craig Kilborn*.

— Julie Gidlow

## FILMS

### BOX OFFICE TOTALS

Dec. 3-9

Title Distributor	\$ Weekend (\$ To Date)
1 <i>Ocean's Eleven</i> WB*	\$38.10 (\$38.10)
2 <i>Harry Potter And The Sorcerer's Stone</i> WB	\$14.73 (\$239.65)
3 <i>Behind Enemy Lines</i> FOX	\$8.04 (\$31.18)
4 <i>Monsters, Inc.</i> Buena Vista	\$6.59 (\$212.39)
5 <i>Spy Game</i> Universal	\$4.47 (\$53.94)
6 <i>Black Knight</i> FOX	\$3.15 (\$27.06)
7 <i>Shallow Hal</i> FOX	\$2.57 (\$64.78)
8 <i>Out Cold</i> Buena Vista	\$1.39 (\$12.24)
9 <i>Amelie</i> Miramax	\$1.00 (\$11.30)
10 <i>Domestic Disturbance</i> Paramount	\$0.92 (\$43.72)

\*First week in release

All figures in millions

Source: ACNielsen EDI

### COMING ATTRACTIONS:

This week's openers include *Not Another Teen Movie*, starring Jaime Pressley. The film's *Maverick* soundtrack is made up of '80s tunes covered by Marilyn Manson (Soft Cell's "Tainted Love"), *System Of A Down* (Berlin's "The Metro"), Saliva (The Pretenders' "Message of Love"), Goldfinger (Nena's "99 Red Balloons"), Mest (Modern English's "I Melt With You"), *Good Charlotte* (OMD's "If You Leave"), Muse (The Smiths' "Please, Please, Please, Let Me Get What I Want") and *Phantom Planet*. (Jackson Browne's "Somebody's Baby"). Two Depeche Mode tunes get the cover treatment, as *Smashing Pumpkins* do "Never Let Me Down Again," and *Scott Weiland* performs "But Not Tonight," while a pair of New Order cuts — *Orgy's* version of "Blue Monday" and *Stabbing Westward's* take on "Bizarre Love Triangle" — complete the ST.

Also opening this week is *Vanilla Sky*, starring Tom Cruise. Paul McCartney performs the title cut on the film's *Reprise* soundtrack, which also contains two songs by R.E.M. — "All the Right Friends" and "Sweetness Follows" — as well as *Radiohead's* "Everything in Its Right Place," Peter Dinklage's "Solsbury Hill," *The Monkees'* "Porpoise Song," *Letfield & Afrika Bambaataa's* "Afrika Shox," Jeff Buckley's "Last Goodbye," *Todd Rundgren's* "Can We Still Be Friends," *Bob Dylan's* "Fourth Time Around," *The Chemical Brothers'* "Where Do I Begin" and *Julianna Gianni's* "I Fall Apart" — which is reportedly sung by film co-star Cameron Diaz. Tracks by *Looper*, *Red House Painters*, *Josh Rouse*, *Sigur Ros* and *Nancy Wilson* round out the package.

Another Bob Dylan tune, "Wig Wam," shows up on the *Hollywood* soundtrack to *The Royal Tenenbaums*, a film starring Gene Hackman that also opens this week. Also on the ST: songs by *Elliott Smith*, *Nico*, *Paul Simon*, *The Ramones*, *Emmitt Rhodes*, *Velvet Underground*, *Nick Drake* and *The Clash*.

— Julie Gidlow

100 million moviegoers



15,000 movie theaters

### TOP FIVE SONGS PER REGION

#### WEST

1. PINK Get The Party Started
2. JANET I/MISSY ELLIOTT... Son Of A Gun (Betcha...)
3. NO DOUBT I/BOUNTY KILLER Hey Baby
4. LENNY KRAVITZ Dig In
5. R. KELLY The World's Greatest

#### MIDWEST

1. PINK Get The Party Started
2. JANET I/MISSY ELLIOTT... Son Of A Gun (Betcha...)
3. NO DOUBT I/BOUNTY KILLER Hey Baby
4. JAHHEIM Anything
5. R. KELLY The World's Greatest

#### SOUTHWEST

1. JANET I/MISSY ELLIOTT... Son Of A Gun (Betcha...)
2. PINK Get The Party Started
3. NO DOUBT I/BOUNTY KILLER Hey Baby
4. O-TOWN We Fit Together
5. R. KELLY The World's Greatest

#### NORTHEAST

1. PINK Get The Party Started
2. NO DOUBT I/BOUNTY KILLER Hey Baby
3. NATURAL Put Your Arms Around Me
4. JANET I/MISSY ELLIOTT... Son Of A Gun (Betcha...)
5. MANNHEIM STEAMROLLER Hallelujah

#### SOUTHEAST

1. NO DOUBT I/BOUNTY KILLER Hey Baby
2. PINK Get The Party Started
3. NATURAL Put Your Arms Around Me
4. JANET I/MISSY ELLIOTT... Son Of A Gun (Betcha...)
5. O-TOWN We Fit Together





**AL PETERSON**  
alpeterson@rronline.com

## Atlanta's No. 1 Big Mouth

■ Neal Boortz is still the Peachtree City's king of Talk

In the fall of 1969, a young wannabe Atlanta talk host saw a news bulletin that said that one of the city's most popular and controversial talk hosts had committed suicide. Call it chutzpah, insensitivity or, perhaps, insanity, but legend has it the aspiring talk host drove over to the radio station early the next morning and asked for the deceased host's job.

Today, more than three decades after that gutsy move, Neal Boortz is the undisputed king of Atlanta's Talk-radio airwaves, holding court daily at Cox Radio News/Talk flagship WSB-AM. Known to longtime residents as "the mouth of the South" long before cable TV mogul Ted Turner laid claim to



Neal Boortz

the title, Boortz has also developed a national following via his syndicated radio show, distributed by Cox Radio Syndication and Jones Radio Networks.

A staunch Libertarian, Boortz gets his kicks by managing to annoy both those on the left and on the right with his daily rants. "The first step in changing one's thinking must come from deep inside, from an emotional level," he says. "Once that begins, I'm on the way to winning them over."

**R&R:** Is that story about you asking for a dead guy's job really true?

**NB:** Oh, it's absolutely true. His name was Herb Elfman, and he was on WRNG — they called it "Ring Radio" in those days. It was a station that I immediately began listening to when I first moved here in 1967. Herb was a screaming fanatic. I was really intrigued by him and actually got to

know him. Then, one night in 1969, I was watching the news, and they reported that Herb had put a gun to his head and killed himself.

The next morning I got up early and was sitting outside the door of the radio station by 5am. When the GM showed up, I said, "I'm here to do the show." He knew who I was, because I had been hanging around the radio station for a while, trying to get a job. He told me that his afternoon guy was coming in to do Herb's old slot but said that if I wanted to do the last show of the day — keep in mind this was a daytimer that signed off

at sunset — I could do that. I told him I'd be back at 5pm. Two weeks later they moved me up to Herb's old morning time slot, and I've been on the air full-time in Atlanta ever since. What can I say, I'm just a crass opportunist. I fig-

**"I tell callers right upfront that they are just tools to me. If they aren't entertaining, there is no right of free speech here. You don't have the right to be on the air, and I'm going to dump you and move on to somebody who is entertaining."**

ured somebody was going to get that show, so it might as well be me.

**R&R:** You were an attorney before you were a talk host, right?

**NB:** When I started out, during the hours when I wasn't doing the talk show, I went to law school and ended up working mostly as a commercial-real-estate attorney. Eventually, most of my days started at 5am and ended at 11pm. I wasn't making enough money in radio to live on, so I had to have two jobs. Finally, I just decided that I'd had enough and that I was going to either only do the radio show or only practice law, because I wasn't going to live very much longer if I kept doing them both.

At that time I was working for WGST/Atlanta. I went into the GM's office with three years' worth of my tax returns, put them on his desk and said, "This is what I make doing radio and practicing law. If you will pay me that amount, I will stay here and do Talk radio. If not, when my con-



## TRS 2002 Agenda Now Posted Online

You can check out the entire program of format-focused sessions scheduled for our upcoming R&R Talk Radio Seminar by logging on to [www.rronline.com](http://www.rronline.com) and clicking on "Conventions." You'll also find links there to all the latest TRS 2002 news along with a quick and easy online registration form. With a focus on current events in our industry and our world, TRS 2002 is a gathering you won't want to miss.

The seventh annual R&R Talk Radio Seminar will be held Feb. 21-23, 2002 at the Marriott at Metro Center in Washington, DC. Look for a registration blank on Page 21 or call the TRS Hotline at 310-788-1696 for more information.

tract is over, I'm going to quit radio and go practice law full-time."

They wouldn't do it, so I figured I was going to go be a lawyer. But an agent approached me and asked if he could talk to other stations on my behalf. I figured, why not, so I told him to go ahead. The day after my contract at WGST expired he and I had a meeting at [crosstown] WSB, and three hours later I started working here.

**R&R:** You know that somebody out there reading this is going to say, "Man, this guy was charmed and blessed. He just kept getting better jobs and never even had to move."

**NB:** Charmed and blessed? I worked six days a week from 5am until around 11pm at two jobs for 23 years. For the most part I was practicing law and doing radio for 18 years, but I also loaded trucks for a freight company; worked nights in the post office, slinging mail sacks; and even sold life insurance for a while. I never had

Continued on Page 22

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**Atlanta's No. 1 Big Mouth**

Continued from Page 20

time to take any vacations, and my doctor was screaming at me that I was killing myself. But I had a family to raise, and I always needed that second job.

The first time in my life that I ever had just one job was in 1992, when I came to WSB. I'm not sure I'd call those 23 years charmed and blessed. But I certainly am now. I wish what I have on everybody — to be able to make a good living doing something that they absolutely love doing every day.

**R&R:** *How do you think growing up as a military brat shaped your thinking and who you've become today?*

**NB:** One thing is the discipline that a military upbringing gives you. It gives you a certain kind of discipline and a willingness to work hard. I also think that having to live in so many different places with so many different regional cultures and meeting and living with so many different kinds of people broadened my experiences in life. That probably contributed somewhat to who I am today.

**R&R:** *For the uninitiated, give us the essence of The Neal Boortz Show. What is it about the show that you think has made it so successful?*

**NB:** First of all, one of the biggest keys to being a successful talk show host is to remember that people are your listeners, not your followers. A talk show host needs to recognize that we are not here to change the world, we're not here to swing an election, and we're not here to affect policy. The reason people listen to us is because they are being entertained. That's your first job: to entertain. And that's what I do. I try to do that by taking current news events, poli-

tics and information and presenting them in a challenging, sometimes humorous and entertaining manner.

Another key is that nobody has a good enough memory to be a successful liar, so you have to be honest with the audience at all times. Finally, a host has to remember that we are doing the show for the listeners, not for the callers. We are "talk jockeys" — we play callers the way DJs play records. If they're boring, we rip the needle off. If they're entertaining, we play them more often. I tell callers right upfront that they are just tools to me. If they aren't entertaining, there is no right of free speech here; you don't have the right to be on the air, and I'm going to dump you and move on to somebody who is entertaining.

**R&R:** *You label yourself a Libertarian, but some of your critics have said you're just another right-wing talker. Others have even gone so far as to accuse you of racism. How do you respond?*

**NB:** First of all, I've voted Libertarian in five of the past six presidential elections. I spoke at the Libertarian National Convention last year, and I will be the keynote speaker at their national gathering next year in Indianapolis. I don't agree with all points of the Libertarian platform — if I did, that would mean that I was an unthinking individual. But I am a Libertarian.

On the issue of race I have never been called a racist by anyone who knows me or by anyone who regularly listens to my show. There's no doubt that this country has a history of racial problems that need to be solved, and the first step to solving any problem is to correctly identify what that problem is. If your right-front tire is flat, and you put air in the left-rear tire, you won't solve your prob-

lem. When it comes to race, problems can be based on prejudice, bigotry or racism. You cannot solve problems of bigotry by applying solutions to racism, nor can you solve problems of racism by applying solutions to prejudice.

So, if someone calls the show — and it would have to be a new listener — after I've slammed somebody like Jesse Jackson or Al Sharpton for something and says I'm a racist, I simply ask them to define the term. I've found that 99% of the people who use it cannot define it. Because when someone uses the term *racist*, it is not to define somebody, it's to bludgeon somebody. And it works, because when you call someone a racist, they'll often go into an immediate retreat. I don't.

**R&R:** *Are you, as some hosts consider themselves to be, on any sort of a crusade or mission?*

**NB:** Yes — for ratings. Really. I am not going to change the world as a talk show host. The minute I sit behind a microphone and get this idea in my head that it's my role and my destiny to swing the political tide in the United States of America, it's time for me to seriously consider retirement. My mission is to provide those people who are good enough to tune in with an entertaining 15, 45 or however many minutes they decide to stick with me. The way I have chosen to do that is to try to give them as much information as I possibly can about what is going on in the world today in as entertaining a way as I possibly can.

**R&R:** *Are you as bombastic off the air as you are behind a live mike?*

**NB:** To tell you the truth, I'm really pretty shy off the air. Personal appearances, especially those that are not particularly well-orchestrated, are torture for me. I think that's



**'STEP INTO MY PARLOR,' SAID THE SPIDER TO THE FLY**

WSB/Atlanta's Neal Boortz strikes a casual pose and offers a disarming smile just before filleting yet another unsuspecting liberal caller.

why a lot of us who do what we do for a living are in this profession: to combat this shyness that we have.

People always think when they meet me that I am going to be this outgoing and gregarious, "Hi, how are you, I'm Neal Boortz, listen to my show" kind of guy. No way. I'm the guy in sunglasses with a baseball hat pulled down low, praying, "Please let me get out of this grocery store without anybody recognizing me."

**R&R:** *So I take it you weren't too offended when Atlanta magazine once called your show "the revenge of the nerd"?*

**NB:** Not at all! In fact, I was particularly thrilled when my show was picked up in Pensacola, FL, where I went to high school. I hope that there are about 10 or 15 women in Pensacola listening to my show today saying, "Damn, if I'd only gone out with that guy when he asked me, but I thought he was such a nerd." The same goes for Bryan-College Station, TX, where I went to Texas A&M. That's the ultimate revenge for guys like me.

**R&R:** *Given the state of cur-*

*rent events, would you say that the type of show you do is more relevant than ever?*

**NB:** I'm not very good at the self-promotion thing, but I was on the air when North Korea seized the *Pueblo*. I talked through the Vietnam War, Watergate and Nixon's resignation; the day Reagan was shot; when the Challenger exploded; and through just about every other major news story that has happened in this nation over the past one-third of a century. OK, I wasn't on during the Cuban missile crisis because I was busy with high school at the time, but I am a guy who has been talking about this country and my love for it for a long time. I didn't just start on Sept. 11.

I also understand that Americans realize that this thing is going to go on for a long time. They want to be kept up to speed on all the relevant events, but they also know that there is a lot of other news and current events to talk about and that there are many other issues we need to be discussing. And that's what we do here every single day.



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A Perry Capital Corporation

## Music

Continued from Page 1

Walk, to our incredible sales, marketing and media team, to our groundbreaking video and online departments. I especially want to congratulate and thank Columbia's artists for creating the great music that makes it possible to be No. 1."

Walk said, "I'm grateful to the entire Columbia Records team and the incredible promotion staff — regional and national — who devoted their time, energy and determination to working together to make Columbia Records the No. 1 label of the year. It's an amazing distinction to have earned the No. 1-label title for the fourth consecutive year, and all of us at Columbia want to thank R&R for acknowledging that achievement."

Los Angeles-based Interscope/Geffen/A&M surged from sixth in 2000 to second place overall this year and attained No. 1 status in the highly visible Alternative arena. The company landed at No. 2 at CHR/Pop, Active Rock and Triple A. Interscope/

Geffen/A&M relied on a massive portfolio of superstars and newcomers, including U2, Limp Bizkit, Eve, City High and Puddle Of Mudd.

Epic Records maintained its top five overall label position from 2000 to 2001 and vaulted from No. 11 to No. 1 in Urban AC on the strength of critically acclaimed R&B vocalist Jill Scott, who had three top five Urban AC hits this year. Epic earned the No. 2 positions at Rock and Alternative and No. 3 at Active Rock.

One of this year's most impressive success stories belongs to Los Angeles-based DreamWorks Records, which climbed from No. 17 last year to No. 8 this year. DreamWorks enjoyed the year's biggest pop hit, as "Hanging by a Moment" by Lifehouse appeared on multiple charts for multiple weeks. The label also built on its Rock and Alternative base, with "Smooth Criminal" by Alien Ant Farm and lingering recurrent airplay on "Last Resort" by Papa Roach — one of last year's biggest hits.

DreamWorks/Nashville amassed the most weeks at No. 1 on R&R's

Country chart with hits by Toby Keith and Jessica Andrews.

Island Def Jam Music Group, the company that encompasses the Island imprint and the wildly successful Def Jam/Def Soul empire, moved from No. 11 overall to No. 6, as Def Jam/Def Soul captured the most played songs at CHR/Rhythmic, Urban and Urban AC. The company engineered a dramatic comeback in Alternative with breakthrough acts Sum 41, Saliva, American Hi-Fi and Hoobastank.

This year R&R revised its policy regarding the inclusion of Nashville labels in the overall Label of the Year category. Many Nashville labels function independently of their New York- and Los Angeles-based companies, sharing a name only. After careful consideration, R&R determined it would be unfair to include Country chart share in the overall category if the label maintained a separate Nashville entity. Due to this policy, RCA Label Group/Nashville, Sony Music/Nashville and MCA/Nashville were not included in the overall totals.

## Clear Channel

Continued from Page 1

But Clear Channel fired back, saying Buckley has a "noncase." "Buckley comes nowhere close to raising a substantial and material question of fact that warrants further inquiry," Clear Channel told the FCC. "Buckley and Clear Channel both agree that the LMA doesn't constitute an 'attributable interest' under FCC regulations, so the mix of one TV and six radio stations is allowed under FCC rules." Clear Channel said that Buckley is "seemingly impervious to these incontrovertible facts" and asked the FCC to deny or dismiss the petition.

Buckley also argued that the pro-

posed combination was "inconsistent with the spirit and goal of the commission's radio-television cross-ownership rules ... to achieve a balance between permitting licensees to enjoy efficiencies of scale on the one hand, and protecting competition and diversity in the marketplace on the other hand."

But Clear Channel pointed out that the commission's policy states that, if there are 20 independent voices in a market, a combination of one TV station and six radio stations is allowed. The company argues that its application to buy KION-TV illustrated that 20 voices will remain. "Period. End of story," the company said.

Clear Channel also tried to put an end to the story Rep. Sam Farr was

telling, calling all of the objections raised in Farr's petition against the KION purchase "either incorrect or irrelevant."

Among Farr's arguments was that Clear Channel already has a strong presence in Monterey, with radio stations, concert-promotion operations and syndicated radio programming services. Farr argued that, while the FCC doesn't consider the company's nonbroadcast interests when ruling on mergers, "It seems obvious that they can be leveraged to increase Clear Channel's dominance."

But Clear Channel said that Farr's request that the FCC consider Clear Channel's other interests in the market "betrays a misunderstanding" of the FCC's rules on Farr's part.

## Analyst

Continued from Page 3

pipeline is proving to be quite the logistical challenge," XM told R&R it expects to have 100,000 receivers available on the market by year's end.

Meanwhile, Credit Suisse First Boston changed its price target on XM this week from \$11.97 to \$18.32 per share.

## Analyst Cuts N.Y.T. Estimates

Reacting to Q4 earnings-per-share guidance from the New York Times Co. that was below Wall Street esti-

mates, Mark Henderson at ABN Amro slashed his EPS estimates for the company from 67 cents to 49 cents for Q4 and from \$1.77 to \$1 for 2001. The company was also downgraded from "buy" to "hold" by Prudential Securities' Steven Barlow and from near-term "accumulate" to near-term "neutral" by Lauren Rich Fine at Merrill Lynch. Rich maintains a long-term "buy" rating on the issue.

The downgrades came despite predictions from company management that it would see growth regardless of the economy. New York Times Co. Sr. VP and incoming CEO Len Forman

said that if the economy improves in the second half of next year, his company's cost-reduction efforts, lower tax rate and share-repurchase program could lead to double-digit EPS growth. But even if the economy doesn't turn around by then, he believes that modest EPS growth is possible.

The company predicts Q4 2001 EPS of between 48 cents and 52 cents. Though that's well below the street consensus of 59 cents, First Call told R&R that analysts will "definitely" revise their estimates in light of NY Times' forecast.

## Lumenello

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company, and now he will expand that expertise to Montana, the newest state in which we operate. Dick has a lot of ground to cover in this new region — probably the largest region, by landmass, in the company. He's now our master of the 'high desert' and big sky, and, for a fisherman like Dick, it just doesn't get any better than that." Lumenello tells R&R that he's

been overseeing Clear Channel's 16 Montana properties since February. His new title solidifies his management of the company's stations in the two states. "We've already experienced the power a region can deliver for advertisers with what we've been doing with Boise, Twin Falls, Pocatello and Idaho Falls, ID in the last few years," he said. "We are now poised to deliver the same partnership for our clients in Montana."

Lumenello began his career in ra-

dio in 1967 as GSM of WSLR-AM/Akron. He later became a co-owner of the pioneering Country station and its FM sister, WKDD. The stations were sold to Barnstable in 1985, and Lumenello remained with them until 1990. He relocated to Boise a year later to run Sundance Broadcasting's properties in the market. Jacor purchased those stations in 1996. Upon Jacor's merger with Clear Channel, its holdings increased to six in Boise.





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